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FIRST ISSUE OF 35TH YEAR

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE: TORONTO, JANUARY 7, 1921 No. 1

Welch's

QUALITY FRUIT JAMS

THIS line of pure fruit jams is a real money-maker. A full pack of all fruits, and all packed with pure sugar bought at a favorable price. You offer your customers Welch Quality at a moderate cost—without sacrifice of profit.

Back of this is Welch co-operation based on experience. It includes extensive advertising throughout the Dominion, strong window displays, and other direct sales-helps.

Every advantage is yours. Goods now ready for immediate delivery. The advertising is running. The more you use it the more good it will do. The more goods you display the more you will sell. Welch-Quality are buy-words.

From the fruitlands of Niagara come Grapelade, Peachlade, Plumlade and other pure Welch jams. All are rich with the goodness of the fruits. All are attractively packed in 15 oz. glass jars, and in 4 lb. tins. Ask your wholesaler to quote you prices now.

PERMIT EST 272

The Welch Co., Limited, St. Catharines, Ontario

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation

An All-Year Seller

WE do not know where the idea originated—but it is a fact that some merchants regard Dye Soaps as "Season Sellers"—a proposition that "goes big" only in the Summer.

Whatever may have been the case heretofore, there is now at least one Dye Soap that refuses to be classed as a mere "warm weather friend."

Aladdin is going big the whole year through. Your customers require this most wonderful of Dye Soaps for their blouses, underwear and household draperies—just as much to-day as in the month of July.

Aladdin is advertised as strongly to the public in January as in any other month. All it needs is a place on your counter—it will swell your January sales and profits if you give it a fair chance.

CHANNELL CHEMICAL COMPANY
LIMITED

Distributors TORONTO

CANADIAN GROCER, published every Friday. Yearly subscription price, $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

rden's Products—
Eagle Brand Milk
St. Charles Milk

Borden's ST. CHARLES Brand Milk

"With the Cream Left in"

Reindeer Coffee
Reindeer Cocoa
Malted Milk

The Rich, Creamy Milk that Improves all Baking and cuts the cost of Cooking

Borden's intensive advertising has been, and is now, telling the people of Canada (hundreds of them are customers right in your locality) that **Borden's St. Charles Milk** gives an improved, rich, creamy flavor to all baking in which it is used and that because it is so wholesome and **rich in butter fats,** less butter is required and a smaller quantity of **St. Charles** is needed than ordinary milk since **St. Charles** is rich, pure milk, with the cream left in.

During the cold weather and the holiday season your customers will be doing more home baking and candy-making. Co-operate with **Borden** advertising and speed up your sales by getting up a good **Borden** window display. Everybody knows **St. Charles Milk**—let them know you stock it—the results will reward you.

Write for free recipe booklets and display cards.

The Borden Co., Limited

Montreal

CLARK'S Pork and Beans

The ever-popular Canadian Dish is well worth your attention during the winter season.

ALWAYS READY

and always in demand, with absolutely the highest reputation.

They will turn over your money quicker and to better advantage than any other.

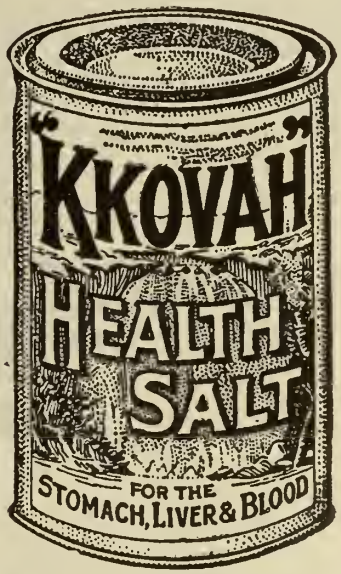
MADE IN CANADA -- BY A PURELY CANADIAN COMPANY

W. CLARK LIMITED, MONTREAL

We Can Now Fill All Orders on

KKOVAH Products

KKOVAH HEALTH SALT
KKOVAH CUSTARD
KKOVAH LEMON PIE FILLER
KKOVAH CHOCOLATE PIE FILLER
KKOVAH EGG SUBSTITUTE
KKOVAH LEMONADE No. 15
KKOVAH LEMONADE No. 25
KKOVAH ORANGEADE No. 15
KKOVAH ORANGEADE No. 25
LAITOVA LEMON CHEESE (In glass jars and cartons).



In anticipation of lower costs of raw materials, packages, etc., we have made substantial reductions in selling price of KKOVAH products.

We have hitherto been unable to keep pace with our orders, but, owing to our increased facilities we are now able to fill all orders as received for all lines of KKOVAH products.

Check over your stocks and place your requirements now through your jobber.

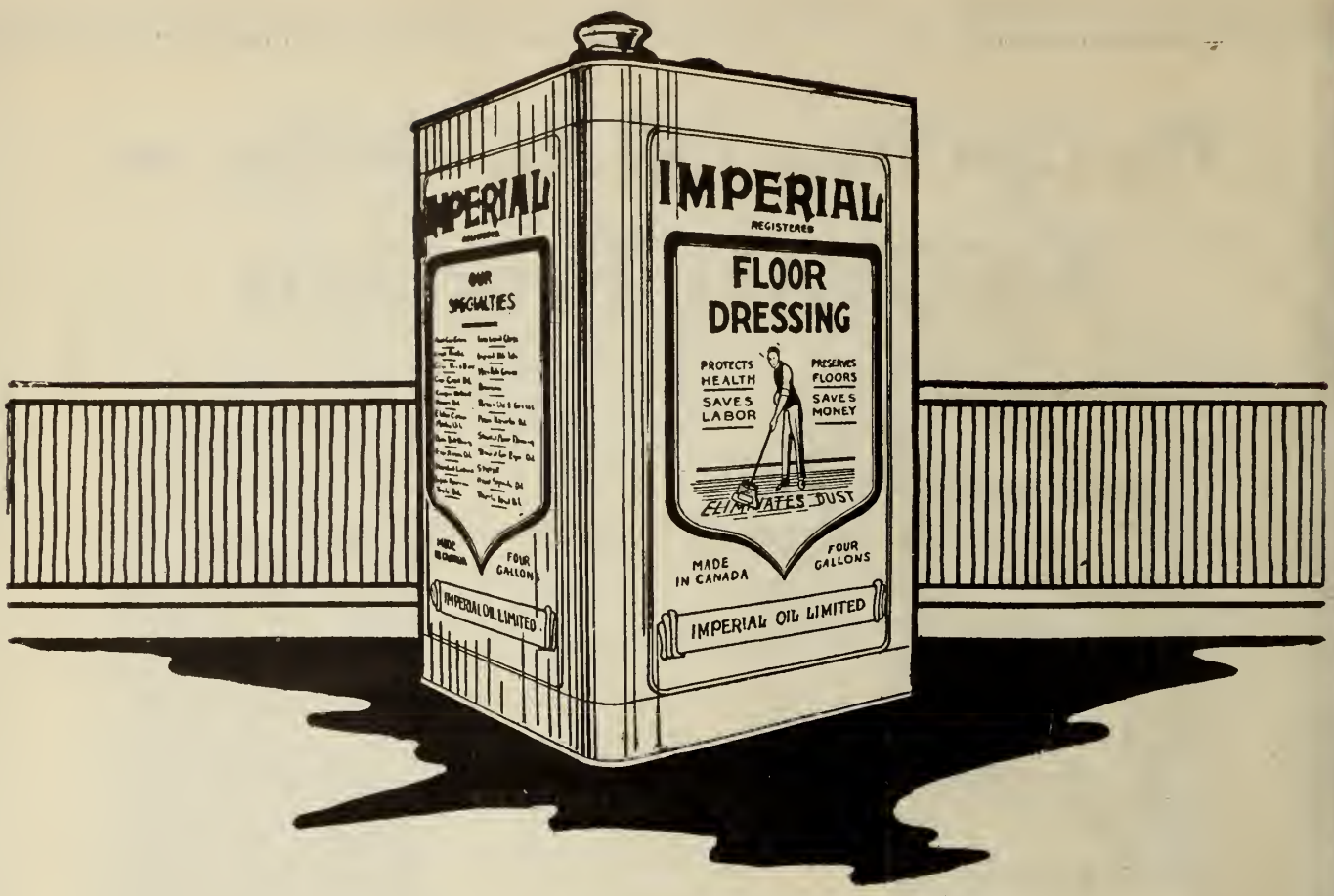
Sales Agents:

Langley, Harris & Company, Limited

SUCCESSORS TO

MACLURE & LANGLEY, LIMITED

Montreal **TORONTO** **Winnipeg**



Keeps Dust Down--

IMPERIAL
FLOOR DRESSING

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans, and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

Dirt is bound to accumulate in busy stores. But it can be kept from settling on your stock and shelves in the form of dust if you use Imperial Floor Dressing.

Customers will be attracted by the absence of dust in your store, by the neat appearance of your merchandise, by your "spick and span" displays and bright show cases.

One application of Imperial Floor Dressing cleans and preserves floors and prevents dust from rising. One gallon will treat upwards of 700 square feet and does not need renewing for weeks.

Imperial Floor Dressing is non-evaporating and non-gumming. It catches and holds the dust on the floor where it can easily be swept up and disposed of. It is the most sanitary and satisfactory dressing you can buy—or sell—for floors, linoleum or oil cloth.

Its effective use in your own place of business creates a big market for floor dressing among your customers. Talk to the Imperial Oil salesman about it.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

She will ask you for Blue Ribbon Peaches

do you know Why ?

"Our Great National Advertising Campaign will bring the Housewives to You for Blue Ribbon Peaches"

You are going to have numerous calls for dried peaches in packages under the Blue Ribbon Brand. Are you prepared to supply this demand?

The women of America prefer BLUE RIBBON PEACHES in packages because they differ from the ordinary dried peaches in that the fuzz and much of the peeling has been removed by a thorough washing and brushing process which leaves the fruit bright in color and attractive, as well as wholesome and economical.

You Save Five per cent Shrinkage

When you buy dried peaches in packages, you save the five per cent shrinkage that occurs when fruit is exposed in bulk. You also save time, string, bags and labor. You supply your customers with dried peaches at their best when you sell them BLUE RIBBON PEACHES in packages.

CALIFORNIA PEACH GROWERS INC.
Main Office Fresno, California · Over 6500 Members

There is no substitute for

Windmill

Resistered Trade Mark.

Barbados Super Fancy

Molasses

Don't let our competitors tell you that you can get "Windmill" under any other name. Different names and trade marks may not change the taste of the cheap compounds, but the "Windmill" Trade Mark stencilled on the puncheon you buy means that you are getting the highest grade of Barbados Molasses at a price that is right.

We can make immediate shipment f.o.b. from St. John, N.B., Quebec and Montreal

Ask your wholesaler or write us direct for quotations.

We guarantee "Windmill"" to be absolutely pure and highest grade Barbados Molasses.

Pure Cane Molasses Co. of Canada, Ltd.

St. John, N.B. Montreal, Quebec.

ROYAL ACADIA

the Sugar that is always "Every Grain Pure Cane"

The great strength and absolute purity of **Royal Acadia Sugar** has made it a favorite wherever it has been sold.

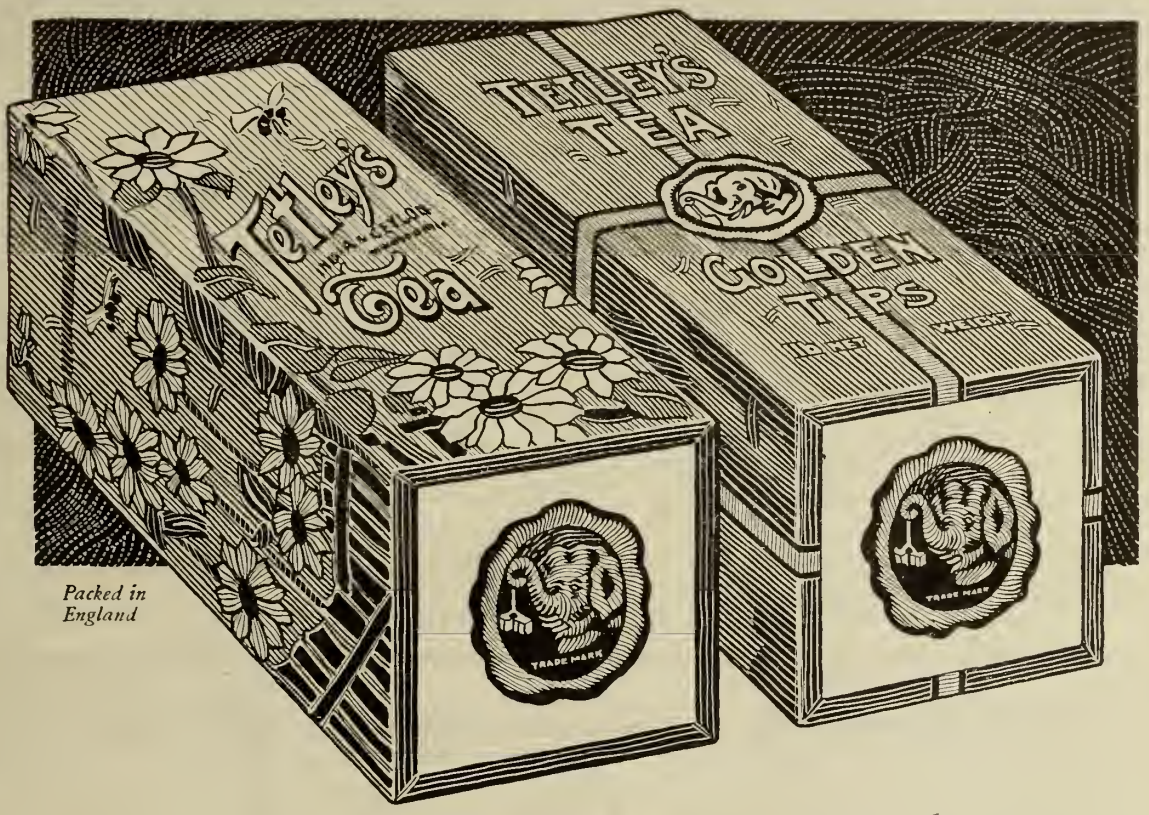
From coast to coast Royal Acadia has earned a reputation through its purity and strength as "Canada's Favorite Sugar"—a reputation that we will **always maintain** by keeping **"Royal Acadia"** up to its established standard of "Every Grain Pure Cane."

Acadia Sugar Refining Co., Ltd.

MONTREAL, QUE. HALIFAX, N.S.

TETLEY'S TEA

Makes good tea a certainty



An Important Announcement

Tetley's Tea has come back to Canada! From now on we will have a big stock of Tetley's Golden Tips and India and Ceylon Sunflower Teas.

Both of these teas were big sellers and there is an immediate sale for them now. We are prepared to fill your orders.

Tetley's Teas are selected from the finest leaves of the tea plant and are blended carefully from a blending experience extending over a period of 100 years. Their clear deep color and fragrant full-bodied flavor are appreciated by all tea drinkers. The cup value is unexcelled.

Tetley's will prove a quick seller! Order to-day!

KNOWLER & MACAULAY, Ltd.
VANCOUVER
Selling Agents for
British Columbia

MASON & HICKEY
Head Office, WINNIPEG, MANITOBA
Selling Agents for
Manitoba, Saskatchewan and Alberta

Barr Registers Limited

Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?
II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?
III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?
IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. ***Write us and let us demonstrate.***

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man.

'Most every druggist sells Beecham's Pills, because 'most everybody buys and uses them with complete satisfaction for correcting, regulating and purifying the system. The druggists' *good profit* is the logical result of the *Beecham good will* —built up and steadfastly maintained for over 60 years. People don't *ask about*

BEECHAM'S PILLS

—they *ask for* them—they *accept* them with out parley as a safe, sure remedy for ills of stomach, bowels, liver and kidneys.

The *merit* of this home medicine, with the big advertising *(running all the time)*, keeps up the live demand—the profit-bringing repeat sales. Turn this business through your store by stocking Beecham's Pills *liberally*, and *using* the Beecham Sales-Helps:

BEECHAM'S HELPS TO SCHOLARS—a valuable book that is kept and used; BEECHAM'S ALMANAC—complete, reliable, useful the year 'round; DECALCOMANIA SIGN, WINDOW DISPLAYS, SHOW CARDS. Send for them—all Free.

Harold F. Ritchie & Co., Ltd.
Sole Agents
Toronto, Ont., Canada

25¢
50¢

Largest Sale of any Medicine in the World

GROWERS BRAND PRUNES are California-quality prunes grown and packed "up to standard." Yet, they're priced a little lower than you'd expect to pay. Most of the prunes packed under Growers Brand run to the medium and smaller sizes; but frequent tests have proved that they are richer in flavor, have a higher sugar content and contain a finer grade of meat than the larger-sized prunes.

Ask your jobber!

GROWERS BRAND PRUNES are packed in three ways to meet every need: in the regular 25-lb. and 50-lb. wooden boxes [all sizes]; in a special 5-lb. Growers Brand carton containing medium-sized prunes [60-70's]; and the same-sized carton containing a *blend* of the smaller-sized prunes [70-80's and 80-90's]. Grown and packed by California Prune & Apricot Growers Inc., 5471 Market Street, San Jose, Cal.

10,000 grower-members

Eureka Refrigeration Equipment

This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

BOXES AND CRATES

SUPPLIED BY

British Columbia Box Manufacturers

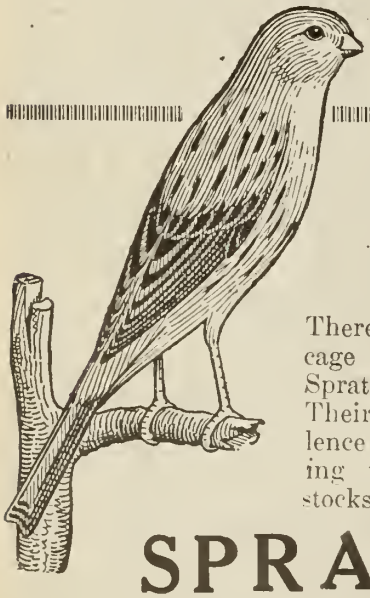
Combine Strength, Light Weight and Appearance

RAW MATERIALS, EQUIPMENT and SHIPPING FACILITIES equal to any demand.

Enquiries addressed to the Secretary

Box Manufacturers' Section
Canadian Manufacturers' Association
VANCOUVER

will receive prompt attention.



Quality Seeds Perfectly Blended

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

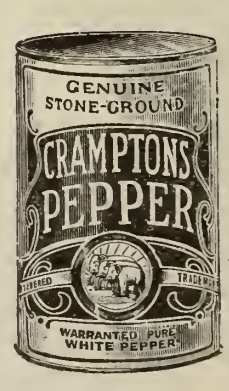
SPRATT'S MIXED BIRD SEEDS

Sold only in 17-oz. Packets

Supplies may be obtained promptly from
F. W. KENDRICK & CO., 313 Carter Cotton Buildings, Vancouver
and
HUGHES & CO., 109 Place d'Youville, Montreal

Spratt's Patent Limited, 24-5 Fenchurch St.
LONDON, E.C. 3, ENGLAND

This old-fashioned Stone-Ground Pepper packed in dainty tins is popular alike with retailer and consumer.



The latter appreciates the fine aroma and rich flavor of stone-ground Pepper and likes the handy package. To the retailer it means the saving of time and wastage in weighing out ounces of loose pepper.

Packed in small, dainty tins with dredger tops holding about 1 oz.—a most popular size; also larger tins with plain tops holding 2 oz. and 4 oz.

Address your enquiry to your usual wholesaler or direct to

JOHN CRAMPTON & CO., Ltd.
Spice Millers and Packers
MANCHESTER ENGLAND
Estd. 1849

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

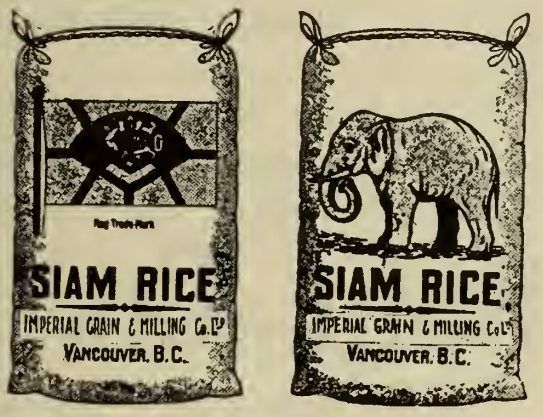
WESTERN CANADA

JOHNSON LIEBER MERCANTILE COMPANY of Canada, Ltd.
Brokers and Manufacturers' Agents
Established thirty years, maintaining offices in principal cities of Pacific northwest.
Our organization offers manufacturers every facility necessary to successful marketing of their product.
Calling upon Grocers, Confectioners, Hardware, Stationers and Ship Chandlery.
850 Hastings St. West, VANCOUVER, B.C.

JOHN PRITTY, Ltd. Merchandise Broker and Manufacturers' Agent
HEAD OFFICE: REGINA, SASK.
SALES CONNECTIONS AT: Vancouver and Nelson, B.C.; Calgary and Edmonton, Alta.; Regina and Saskatoon, Sask.; Winnipeg and Brandon, Man.; Toronto, Ont., and Montreal, Que.; Chicago and New York, U.S.A.
LET PRITTY PLACE YOUR GOODS ON THE MARKET. RESULTS 100% GUARANTEED

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.

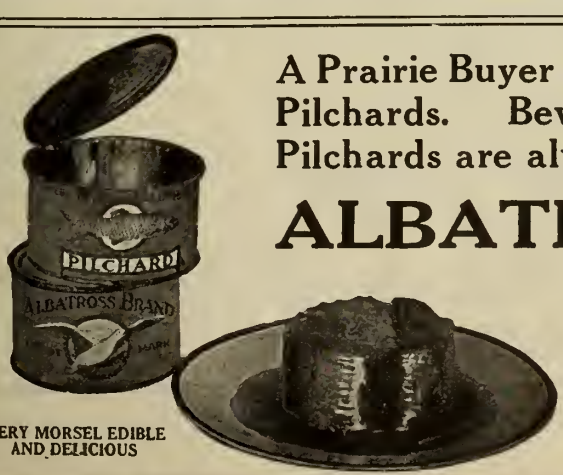


We are offering the best value in Rice on the Canadian market to-day.

The Reddest— Richest Pink that's Packed

Wallace's
KILTIE
Brand

Caught in deep salt water.



EVERY MORSEL EDIBLE AND DELICIOUS

A Prairie Buyer said he thought he had bought Albatross Pilchards. Beware of loose statements. Albatross Pilchards are always packed under Albatross Brand.

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec :—Alfred Powis & Son, Hamilton, Ontario
Manitoba and Saskatchewan:—H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia :—Mason & Hickey
J. L. Beckwith, Victoria, B. C.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your servcie every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

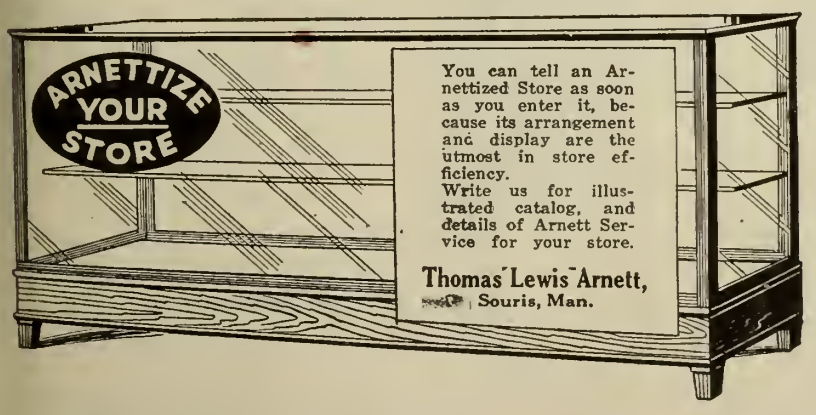
Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION



You can tell an Arnettized Store as soon as you enter it, because its arrangement and display are the utmost in store efficiency.
Write us for illustrated catalog, and details of Arnett Service for your store.

Thomas Lewis Arnett,
Souris, Man.

WHEN WRITING TO ADVERTISERS PLEASE MENTION CANADIAN GROCER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

DETAIL WORK

Christie's Biscuits and Robertson's Confectionery

are having big sales in Western Canada. Why not have your goods marketed by their agents?

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. Saskatoon, Sask.
Fort William, Ont.
Calgary, Alta. Edmonton, Alta.

THERE'S NO VERMIN IN DOMINO

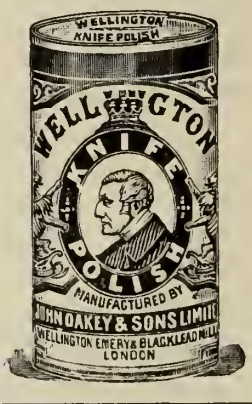
Insist on Domino or Jack Frost Package Rice. You would if you could see the roaches, flies, mice, rats and germ-laden dust that gather in bulk rice. It is protected from the mill to your store by modern sanitary precautions. They contain the best quality

CAROLINA AND BLUE ROSE RICE

There are no other package rices just as good. You can prove it yourself by examining their beautiful selected grain, white as snow.

RALPH GOLDSMITH CO., New Orleans, La.

Canadian Agent: **C. C. Mann, Board of Trade Bldg., Toronto**



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East. Winnipeg

Sankey & Mason, 839 Beatty Street Vancouver.

ACID PHOSPHATE *for* SELF-RAISING FLOUR MANUFACTURERS

BUY FROM THE MANUFACTURERS

PRESCOTT & CO., "Rutland Mills," Hulme, Manchester, ENGLAND

CABLES: "CORNCRAKE"

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

J. K. McLAUCHLAN
Manufacturers' Agent and Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK & WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.
Concentrated representation within the Province of Ontario

NEWTON A. HILL
Grocery Broker and Manufacturers' Agent
56 Front St. E. Toronto

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

John J. O'Donnell Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

For the distribution of your products in Kingston and district, correspond with
T. ASHMORE KIDD
Broker and Distributor
KINGSTON - ONTARIO

H. C. BRENNAN
Grocery Broker and Manufacturers' Agent
Booth Bldg. Ottawa, Canada

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.
HAMILTON AND WINNIPEG

Display Marsh's Beverages during the Social Season

Unfermented Wines, Grape Juice, etc., will be in bigger demand than ever this winter. Get after this profitable trade by getting up a good Marsh display. Keep your stock well supplied. Order from the following list:

Marsh's Grape Juice
Marsh's Unfermented Black Cherry Wine
Marsh's Raspberry Vinegar
Marsh's Unfermented Port
Marsh's Pure Apple Cider

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.
Agents for Ontario, Quebec and Maritime Provinces
The McLaren Imperial Cheese Co., Limited
Toronto and Montreal

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

PEAS WANTED
Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B.
If you require distribution in the Maritime Provinces we are open to consider your proposition.
Best References
SMITH BROKERAGE CO., LTD.
St. John, N.B. 1-4 South Wharf

Agencies Wanted
Manufacturers desiring representation in the Maritime Provinces in all lines of Food Products are invited to write us. With headquarters at Amherst, which is the Hub of the Maritime Provinces, distribution can be handled to best advantage.
References furnished.
Traders of Canada, Limited
Maritime Block, Amherst, N.S.

GEO. D. LACHAINE
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Our offers are not subject to any reserve.

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3,500 Cases of Imported Canned Goods, "Soleil" brand.

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CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV. TORONTO, JANUARY 7, 1921 No. 1

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The Publisher's Page

TORONTO JANUARY 7, 1921

As One Business Man to Another

THE aim of the MacLean Publishing Company is to give our readers the finest type of editorial service—the best market service, and the most up-to-date methods and ideas as aids to better merchandising.

We are confident you will want to renew your subscription for 1921—for, as many men have expressed it in renewing, they would not want to continue in business if the market information of MacLean business newspapers were not available.

Every dollar saved in renewing subscriptions means just one dollar more that we can devote to bettering our editorial and market services. The large majority of merchants realize this and when they do not renew promptly—it is due to an oversight. We feel in bringing the plain facts to their attention they will not, in their own interests, permit us to waste money in persuading them to renew when they intend doing so from the first.

In the present indefinite state of markets and prices you will not wish to be without a single issue—which will happen if you do not renew promptly.

If you will help us in this way we can serve you better and to serve our readers better is the daily effort of every member of our staff.

Renew promptly in your own interest

Canadian Grocer

MacLean Publishing Co.

Vancouver Winnipeg Toronto Montreal

TEA PRICES

In the midst of such disturbances as the price adjustment period may occasion, Red Rose Tea stands out as one of the most staple lines of merchandise in the grocery store. People buy Red Rose Tea because they like it, and because, being chiefly an Assam blend, they know it goes farther than weak teas. Red Rose Tea makes steady and profitable business for you.

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. . . . a dependable remedy most of your customers will need this winter

Many of your customers will be in need of a dependable, trustworthy cough remedy before this winter is over, and grocers who supply this demand with **Chamberlain's Cough Medicine** will find the profits exceptionally good.

This well-known Chamberlain Remedy has won wide popularity throughout Canada through its efficiency in curing the most severe colds, etc. Try a sample order; display it prominently, and you'll find it an active, profitable seller.

Write for price list of other Chamberlain Remedies. They're all good lines.

Chamberlain Medicine Co., Limited

TORONTO, ONT.

CANADIAN GROCER

VOL. XXXV. TORONTO, JANUARY 7, 1921 No. 1

Grocers' Stocks Show Decrease

Reports From All Over the Country Received by Canadian Grocer Are That Stocks Are Twenty and Twenty-five Per Cent. Less Than at Same Time in Preceding Year—1920 Business Will Show an Increase

STOCKS of grocery commodities carried by retailers are considerably less than at this time in 1919, according to letters received by Canadian Grocer from merchants in all parts of the Dominion. Few merchants are heavily stocked with any one line, and with possible the exception of sockeye salmon they will shortly be in a position to buy practically all lines. Merchants report business in 1920 as showing an increase of ten to thirty-five per cent. over that in 1919. The amount of unemployment is considerably less than the public is led to believe by the reports that have been appearing in the daily press from time to time. This would indicate that the outlook for business for the balance of the winter months is anything but a gloomy one. The following are a few of the letters received from merchants in the towns and cities as indicated:

Saskatoon, Sask.—"Stock is about the same as in 1919. We have very little jam and are buying just in small quantities as we require them. In fact, we are not heavily stocked in any line and are buying practically everything in small quantities. Customers are buying as usual and business is keeping up satisfactorily."

Another merchant in Saskatchewan writes:—"Stocks of general groceries are twenty-five per cent. less than in 1919. Have fairly heavy stocks of salt but not heavily stocked in other lines. Jam stocks will last about two months. Customers are holding back purchasing to a certain extent. Grocery sales average well up with last year, but dry goods and boots and shoes considerably less."

Stock 20 Per Cent. Less

Marbleton, Que.—"My stock is twenty per cent. less than last year, not heavily stocked in any one line. Light stocks of jams and canned goods. Will probably have to buy before the end of the season. Customers have not been buying as freely as in the past, mostly because they are expecting lower prices and partly because of unemployment. For the first nine months of last year our business showed an increase but the last three months was a little under."

Lindsay, Ont. — "We are carrying about one-third less stock at this time than we were a year ago. We are fairly well supplied with jams and salmon. Some of these jams were bought at this year's high prices and the balance at last year's prices. Will probably have sufficient stock of canned vegetables to carry us until the end of April. Business compares very favorably with last year, although customers are buying in smaller quantities. There is little unemployment here. Our delivery costs are just the same as last year as we use the co-operative delivery system."

Watford, Ont.—"Stock is much lower than last year and we are not heavily stocked on any one line. Jams have not been selling very freely on account of the high price, but as our stock of jams is small, will be ready to buy just as soon as prices are low enough for customers to again buy freely. As our business is practically all farm trade, we find that the farmers are only buying necessities as they claim that owing to the fact that they are getting lower price for their products, they are losing money. Our business increased ten per cent. last year."

Not Heavily Stocked on Any Line

Guelph, Ont.—"We are carrying about $8,000 less stock than at this time last year. Generally we are not heavily stocked on any special line, although we have enough jams and sockeye salmon to carry us over the season. These jams were bought at last year's low figure. In canned vegetables, our stock will last until the middle of March. Other lines we are buying in small quantities. Customers are not buying as heavily as in the past, they seem to think that all prices are coming down. Our business increased last year fifteen per cent. There is very little unemployment here, and as far as our business is concerned we have not made any cut in the wages of our staff, nor do we expect to do so."

Stratford, Ont.—"Stocks of all lines are lighter than last year. Jams are especially light and have been buying in small quantities just as I need them. Have enough canned vegetables to last until about the end of January. Customers have been buying carefully expecting prices to be lower. Business for 1920 will run about the same as 1919.

Soo Business Shows Increase

Sault Ste. Marie, Ont.— "Carrying twenty-five per cent less stock than last year. Have about two months supply of jams. Have fairly heavy stock of sockeye salmon. Other lines are low and we are buying as required. There is practically no unemployment and customers are buying regularly. Our business shows an increase of thirty-five per cent over 1919."

Burk's Falls, Ont.—"Stock is not quite so heavy as last year. Not heavily stocked with jams and will have to buy shortly. Fairly well supplied with canned vegetables and best grades of salmon. Other lines we are buying in small quantities as required. Our turnover in 1920 has increased ten per cent. Very little unemployment."

Cardinal, Ont. — "General stock is twenty-five per cent. less. Not heavily stocked in any line. Have just about enough jams to supply regular trade until spring. Have fairly heavy stock of sockeye salmon. Buying canned goods from week to week as required. Everybody has employment and customers buying regularly. Business in 1920 well ahead of 1919."

Little Unemployment in Brantford

Brantford, Ont.—"Our stock is about twenty per cent. less than at this time

in 1919. Not heavily stocked in any one line. Stock of jams is light, will probably be in the market about the first of February. Fairly good stock of peas but other canned vegetables are light. Also a fair supply of the better grade of salmon but other lines are not heavy. There is very little unemployment and business has been good. Our increase in 1920 is eighteen per cent over 1919."

Sturgeon Falls, Ont. — "Stocks are about the same as in 1919. Not heavily stocked on any line and buying in small quantities just as required. A small stock of jams and will be in a position to buy very shortly. Unemployment is more noticeable, but customers appear to be buying regularly."

Coaticook, Que.—"Our general stock is fifteen per cent less than in 1919. Will probably have sufficient jams and canned goods to carry us for the season. Other lines are light. There is little unemployment and customers are buying about the same as in 1919. Sales show a satisfactory increase."

Misrepresentation in Vinegar Sales

Four Retail Merchants in Vancouver, it is Claimed, Are Selling Distilled Brown Vinegar And Representing it as Malt

VANCOUVER (Special)—In conversation with Mr. Rickey, the Dominion Pure Food Inspector in Vancouver, it was learned that there are four retail merchants due for summonses now for this offence: "Selling distilled brown vinegar and representing it as malt vinegar."

Mr. Rickey states that the barrels are labelled distilled brown and the invoices describe the vinegar as distilled brown, yet the four samples on which he bases his convictions were handed to him for malt vinegar.

This inspector says also that there are some merchants who sell compound for pure lard; also claiming that in both these cases the retailer knows what he is doing.

The Case of Maple Products

Canadian Grocer discussed the question of maple products. This subject of prosecutions for adulterated maple syrup comes up at every R.M.A. convention, but Mr. Rickey explained that by the Act of June, 1920, provision is made whereby the retailer, if summoned for any such infraction of the Food & Drugs Act may take oath that the goods were sold by him in exactly the condition received from his wholesaler, produce invoices showing that he sold the goods as described in his invoice, and bring in the wholesaler into the case. The case would then include both the retailer's and the jobber's testimony, and the merchant could clear his good name, and avoid prejudicial publicity. Or if the merchant felt that he had been wrong, he could in most instances, if he satisfied the inspector that it was not deliberate, settle the matter out of court. The inspector said, however, that few merchants availed themselves of this leniency.

Condemned Salmon Brought to Vancouver From Seattle

But the Co-operation of the U. S. Pure Food Authorities and the Dominion Pure Food Department Prevented It Being Consumed in This Country

VANCOUVER (Special)—The Vancouver papers gave prominence to an article which stated that two scow loads of canned salmon which had been condemned in Seattle had been brought into Vancouver with the expectation of feeding it to the Canadian public. This fish was unlabelled.

However, the United States pure food authorities and the Dominion pure food department co-operate very well, and advance notice of this little shipment was sent to the Dominion Pure Food Branch in Vancouver. The goods are now in bond in Vancouver. The owners are profuse in their declarations that such fish was not suggested at all as Canadian food, but was destined for Australia or some other place.

Whether the Australians or any other British Dominion will be flattered to receive this shipment, which should have been destroyed, is another matter, but the Vancouver officials state positively that this lot will not be permitted for consumption in Canada.

Besides this incident being reassuring, in that the interests of the Canadian consumers are being effectively safeguarded by the Government it is well for the trade to note the advantage of the Canadian law which does not permit the importation of unlabelled canned goods. It is of utmost importance that every can bear a full description of its contents, together with the name of the firm or individual who is sponsor for it, before it gets into Canada.

New Style Food Building Is Now Proposed

Toronto, Jan. 5. (Special)—The Executive Committee of the Food Products Association met with representatives of the Canadian National Exhibition in the offices of the latter on Wednesday afternoon. One of the purposes of the meeting was to go over a contract form which the Exhibition officials had drawn up and which will be used by the Food Products Association in getting food manufacturers to take exhibit space in the new building. This form was gone into carefully by both the parties and some amendments were made.

The Executive also viewed a new proposal for a food building in the form of a miniature cement building. This was prepared by architects selected by the Exhibition to go over the exhibition grounds and make proposal for a rearrangement of them. This building would be only about twelve feet or so in height and would have grass open courts throughout, in which people going through the building could sit down from time to time. The building would be supported with cement pillars and the open court yards would mean plenty of fresh air for those attending the exhibition and for the visitors throughout the building. Such a building the architects point out could be erected for considerably less money that the one that has been proposed somewhat similar to the present transportation building.

Atlantic Sugar Refineries Are Again Operating

Montreal, Jan. 5.—(Special) — The Atlantic Sugar Refineries have commenced refining granulated sugar again after having been closed for about three months. This is the third of the big four refineries to re-open their plant. It is stated that 1,000 men appeared at the plant asking for work and the number that were taken on were given work at 30 cents per hour, which is a reduction in wages from the previous rate of 42 cents per hour. This is some indication of the present labor conditions.

A fire, which for a while caused considerable alarm and later much amusement, occurred in the grocery store of Mrs. Lucy Upchurch, at London, Ont. When the firemen arrived they found the rear of the premises filled with dense smoke and on making their way through the premises to locate the origin of the blaze, they discovered that a fine roast of beef which had been intended for dinner, was burning itself into an unrecognizable mass. No other harm was done.

Big Turnover in Standard Remedies

Sells $200 Worth of Proprietary Remedies—T. D. Schiller, Cooksville, Ont., Builds Big Business in These Lines in Spite of the Fact That There is a Drug Store in the Village—Sold Twelve Dozen Bottles of a Certain Cough Syrup in Five Weeks.

"ONE of the biggest selleds we have in the drug section is —— Cough Syrup," stated T. D. Schiller, general merchant, Cooksville, Ont., to Canadian Grocer. "Some time ago a traveller for a wholesale drug firm offered me a special discount on this line if I bought twelve dozens. I was not in need of cough syrup at the time, having in stock quite a supply of the various brands I was selling. Finally I decided to try a dozen. In due time the order arrived, and I commenced to push it by placing a couple of bottles on the counter and talking it up to the customers. The first dozen sold so well that I immediately bought a twelve dozen lot and got the discount. I made a window display of it and told everyone about it when they made purchases of other medicines. In about five weeks I had cleaned up the lot and I made fifteen cents on every bottle."

Sales $200 Monthly

Cooksville is just a village about twelve miles from the city of Toronto and reached by both steam and electric railroad. In the village there is a drug store carrying a full line of drugs and also doing dispensing. Despite this fact, however, T. D. Schiller manages to sell large quantities of proprietary remedies. His average purchases for a month amount to two hundred dollars, and his sales run considerably over this amount.

Display is a big factor in stimulating sales of remedies in the Schiller store, and as with groceries and other lines, the goods that are displayed most prominently are the seasonable ones. During the fall and winter months, cough syrups and remedies for colds and effervescent salts are shown, and in the spring, tonics and cod liver oil. There is one special brand of cod liver oil upon which Mr. Schiller concentrates his selling efforts and says he has steady demand for it the year round. During the summer months pain killers are brought to the front, because as Mr. Schiller said, "The kids will eat green apples." Talcum powders are also given attention and sales on these are quite large.

Studies Large Stores

As mentioned above, Cooksville being a small country village, does not necessarily mean that some of the methods of merchandising as adopted by the merchants in the large city cannot be applied to the business of a general store. In this instance, Mr. Schiller has proved that it can be done. When he goes to the city he spends an hour or two visiting the large stores studying their selling methods, absorbing ideas for display and watching out for new articles that he might the better be in a position to meet the competition of mail order houses and keep the home trade in his own village, for it must be remembered that the big stores in Toronto make deliveries by motor truck twice each week to Cooksville.

Exterior view of the store of T. D. Schiller, Cooksville

A Forceful Selling Power

T. D. Schiller is a strong believer in window display and has proved by his own experience that a well dressed window is a forceful selling power. He trims his windows, not only with the idea of catching the local business, but keeps in mind the fact that hundreds of automobile tourists pass through Cooksville during the summer months. He recalled instances when he gained several regular customers who were attracted to the store by the appearance of the windows. These people, having automobiles, had been in the habit of going to the city for their supplies, but now they are regular patrons, buying groceries, standard remedies, auto tires and other articles which this store handles.

Can Always Sell Another Brand

The section of the store devoted to standard remedies occupies a generous space near the front entrance. He not only stocks the usual lines, but dozens of lines are to be seen on the shelves and in the show-case, in fact almost as great an assortment as is usually carried in a small drug store. To this one fact alone Mr. Schiller attributes his success in selling remedies. He believes in carrying an assortment large enough to meet all demands. "Of course it is almost impossible to stock every brand," said Mr. Schiller, "but I carry a brand or two of each line. If I have not the particular brand asked for I can usually sell another."

MANITOBA FISH CATCH TO TOTAL 7,500,000 POUNDS

Lake Winnipeg's winter fish catch exceeds that of last year and will total between 6,500,000 and 7,500,000 pounds, H. M. McGinnis of the Riverton Fish Company, Lake Winnipeg, stated.

Mr. McGinnis said the first supply of this season's catch will be on the Winnipeg markets about January 10.

Points in the far north, where most of the whitefish are caught, have not been heard from yet, but the main catch, consisting chiefly of tulibee, will contain a fair portion of whitefish.

The warm weather of the early winter interrupted fishing operations to a great extent, Mr. McGinnis said, or the catch would have been even larger. As it is the results are very satisfactory, he declared.

Keep the Window Clear of Frost

Merchants in all Parts of the Country are Now Confronted With One of Their Worst Annoyances—Every Precaution Should be Taken to Do Away With "Freezing" of One of the Most Valuable Advertising Assets the Store Has.

NOW that the winter months are at hand grocers in all parts of the country are faced with the old trouble of window freezing. As this is one of the worst annoyances the grocers have to contend with in the winter every precaution should be taken. Windows that are covered with frost are as bad as no windows at all and, realizing this, a number of merhcants in different parts of the country have asked Canadian Grocer for pointers on the art of keeping the windows clear. Herewith are presented some tips which the grocers who is troubled with frosted windows might find useful:

The methods usually advised to prevent the deposition of moisture and frost on window-panes are the employment of double windows, or the coating of the glass with some one of the various liquids which have been recommended for the purpose. Another very efficient measure is said to be a small fan, and so placed as to blow directly upon the glass.

Some years ago a correspondent of the "Scientific American" reported to that journal a number of experiments he had made to remove ice or congelation of water from window-panes. He placed the efficacy of the remedies he employed in the following order:

Remedies Tried and Tested

(1) Flames of an alcohol lamp; (2) sulphuric acid; (3) aqua ammonia; (4) glycerin; (5) nitric acid; (6) hydrochloric acid; (7) benzine; (8) hydriodic acid; (9) boric acid; (10) alcohol (11) cobalt nitrate (12) infusion of nutgalls (13) tincture or solution of ferrous sulphate.

Some years ago H. F. Ruhl, of Manheim, P., read a paper before a State association in which he declared that the only really effective way to avoid window frost was to have the window properly constructed in the first place, and to use suitable methods of heating and lighting in the second. He had remodelled his window in accordance with his particular ideas. To quote a portion of Mr. Ruhl's paper:

"It is a well-known fact that where illumination is produced by kerosene, gas, or gasoline, the condensation of moisture on the glass is worse at night. This shows that illumination has something to do with the frost on the window. Heat supplied from a stove, a hot-air furnace, or a steam boiler also causes more or less condensation of moisture.

"In the writer's store the window is left open at the back, except that a mirror back is used; this is 30 inches high, is hung on a Pullman car spring sash balance, thus permitting it to be raised or lowered at will. At night, when the temperature ranges somewhat lower, the mirror back is raised, thus admitting warmed air to the bottles of the window and entirely preventing frost during the night. The store is heated with a hot-water heater. With this heat the radiating surfaces do not become so hot as with stove or steam heat and there is no doubt that hot-water heat is a strong factor in preventing frost on the window. The store is lighted with electricity, and this, because of the absence of an open flame, is without doubt another factor in preventing frost.

"'The proof of the pudding is in the eating,' and here's the proof of the store with the frost-proof windows: The writer's windows were entirely free from frost during the past winter, while the windows of the other stores in town were covered with frost for months at a time."

Results of Research

Quite a formidable list of glycerin and soap mixtures are employed for the purpose of preventing the condensation of moisture on the screens and windows of motor cars. During the war one of the Research Committees of the United States investigated the subject anew with the object of finding out the best "anti-dimming" preparation for gas-respirator eye-pieces. The official formula is as follows:

Sulphonated castor oil (85%)	100 parts
Sodium hydroxide	15 parts
Water-glass syrup	5 parts
Paraffin oil (heavy)	5 parts

The following two formulae are improvements on the above:

(1) Sodium salt of 65% sulphonated rape oil containing 35% water	100 parts
Sodium hydroxide	20 parts
Water-glass syrup	5 parts
Glycerin	3 parts
"Marine" oil	3 parts

Dried to form a solid stick when compressed.

(2) Potassium salt of 62% sulphonated cotton oil containing 38 per cent. water	100 parts
Sodium hydroxide	15 parts
Water-glass syrup	3 parts
Glycerin	3 parts
"Marine" oil	3 parts

Dried to form a solid stick when compressed.

The "marine oil" referred to is heavy paraffin oil. The surface of the glass is first polished until clean and dry, then a little of the composition applied, rubbed in with the hand, and polished off with a soft rag until the surface is clear.

Considers Window A Valuable Asset As Advertisement

"Kindly advise me," writes a grocer in Saskatshewan, "if you know of any method or solution that one may use in preventing the windows freezing over in winter. As my windows are a valuable advertising asset I am naturally anxious that they should be kept clear during the winter months."

This grocer is just one of many who are worried every year over the same matter. In spite of everything that may be done the windows WILL freeze, so that nothing that might help should be overlooked. As this grocer says, windows are a valuable advertising asset and should be treated as such.

CATCH OF FISH IN CANADA IS NEARLY ONE MILLION LESS

Ottawa, Dec. 31.—A decrease of nearly $1,000,000 in the value of the catch of sea fish in Canada during November, as compared with the same month a year ago, is shown by the monthly statement on seafishing issued by the Fisheries branch. The total catch of sea fish on both coasts of Canada this year for November was 382,208 cwts., with a value at the boat's side of $1,155,153. For the same month last year the catch totalled 441,650 cwts., with a value of $2,138,513.

There was a decrease of more than 30,000 cwts. in the aggregate catch of cod, haddock, hake and pollock on the Atlantic coast. The catch of salmon on the Pacific coast was 167,000 cwts. less than in November, 1919, while that of herring was 146,000 cwts. greater.

Halibut were taken in greater quantity by both Canadian and United States vessels, the latter bringing in more than two-thirds of what was landed in British Columbia.

EXPECT 1921 WILL PASS ALL PREVIOUS RECORDS

At the annual convention of salesmen of the H. P. Eckardt & Co., Toronto, during the past week, much optimism was expressed as to the outlook for 1921, which is expected to outdo 1920 in business volume, although last year was a record breaker for the firm.

Compensation Act Should Include All Travellers

That travellers who represent wholesale and retail establishments as well as those who represent manufacturers directly should come under the Workmen's Compensation Act, was the opinion expressed at the recent annual meeting of the commercial travellers of Ontario. E. E. Starr, auditor of the Compensation Board, explained the operations of the Workmen's Compensation Act. It was felt by the convention that all travellers should be classed alike and that regulation 43, which excluded wholesale and retail establishments, should be struck out. It is expected that the officials of the association will take same action.

The following officers were elected: President, Walter Moore; 1st vice-president, Henry Dodgson; 2nd vice-president, Joe Zimmers; treasurer, E. Fielding; Secretary, James Sargent.

NEW TWINE COMPANY

The Sterling Twine Co., Ltd. of Walkerton, Ont., has recently been formed. They will manufacture commercial twines of all grades. The company is capitalized at $100,000, of which $75,000 is subscribed. George D. MacKay is the secretary.

An Electric Fan Going in Winter Draws Attention

Nothing retards sales so much as a window glazed over by "Jack Frost." First board the inside of the windows, or have tight-fitting sashes to prevent the warmer air of the store entering. Next bore a row of holes at the base of the window and a similar set at the top. This will permit a free flow of air to keep the temperature down. A simpler plan is to start an electric fan running first thing in the morning and keep it running all day. This keeps lowers the temperature so that frost the warm air on the move and will not have a chance to collect. The sight of an electric fan working in winter also will help to attract attention to the windows, especially if it be made to blow upon a small flag.

ELECTED TORONTO'S MAYOR FOR THE SEVENTH TERM

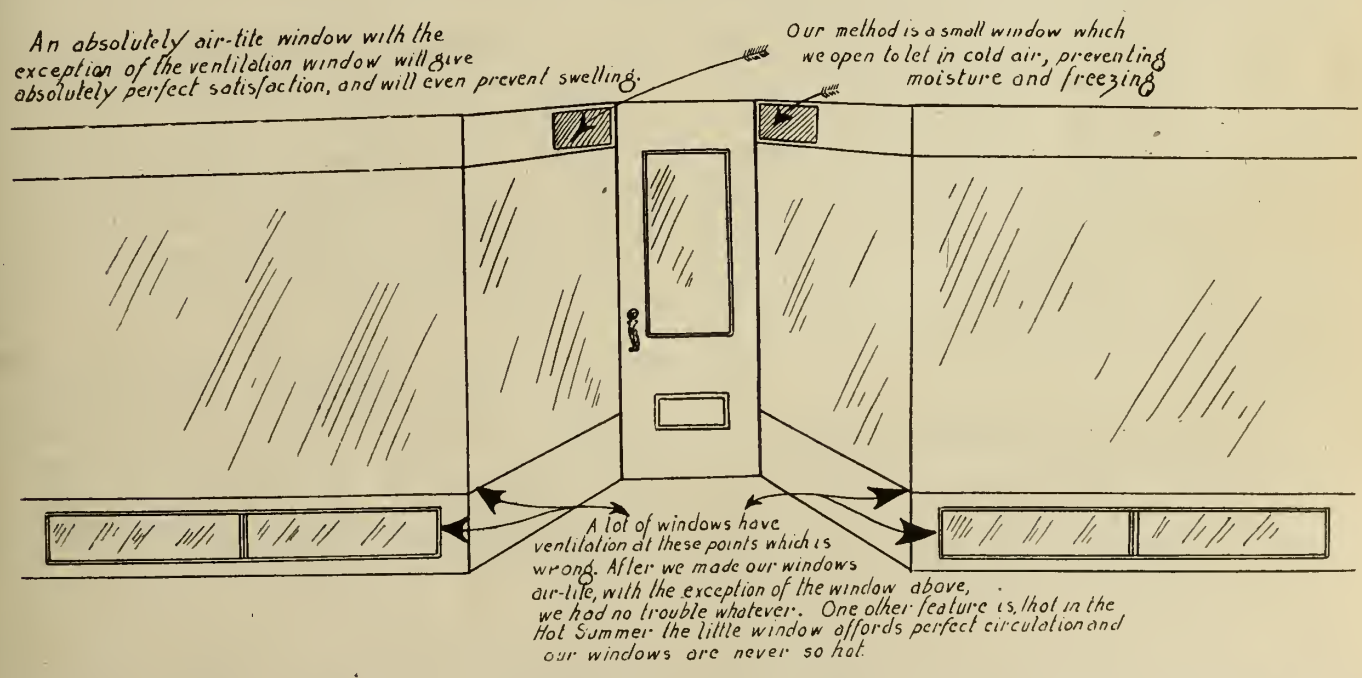
T. L. Church has been elected mayor of the city of Toronto for the seventh term. His majority on this last occasion was 15,993. Controllers elected were C. Alfred Maguire, W. W. Hiltz, Russell Nesbitt, and Joseph J. Gibbons.

Canadian Produce Association Will Meet in Montreal

The annual convention of the Canadian Produce Association will be held in Montreal on February 8 and 9. The executive officers of the association have been working hard for the past few months to make the convention this year the best ever held. Among those who will give addresses are Hon. F. C. Tolmie, Minister of Agriculture; President Beattie, of the C. P. R., and E. C. Fox, president of the Wm. Davies Co., Ltd. The first day's session will be held in the Windsor Hotel, and on the second day a special train will convey the delegates to the McDonald Agricultural College. After a tour of inspection through the college, an address will be delivered by Dr. Harrison of the college, in the assembly hall, where the balance of the session will be held. A fuller program of the convention will appear in a future issue of Canadian Grocer.

Beginning the first of the year, the business of Maclure and Langley, Limited, is now being carried on under the name of Langley, Harris & Company, Limited. E. W. Langley is the president and J. G. Harris, secretary-treasurer.

An Effective Plan For Preventing Frosting of Windows


An absolutely air-tite window with the exception of the ventilation window will give absolutely perfect satisfaction, and will even prevent swelling.
Our method is a small window which we open to let in cold air, preventing moisture and freezing
A lot of windows have ventilation at these points which is wrong. After we made our windows air-tite, with the exception of the window above, we had no trouble whatever. One other feature is, that in the Hot Summer the little window affords perfect circulation and our windows are never so hot.

A great many plans have been tried out by grocers to prevent the frosting of the windows in the cold weather. A great many so-called solutions of the trouble have given relief when put into practice. Herewith is outlined a plan as adopted by the Mills Company, Hamilton, Ontario, which has proved very effective in overcoming this difficulty. The lettering fully describes the plan. Dealing further with this subject, May Bros., West Toronto, advise that an air-tight, dust-proof window will not freeze. The temperature in the windows of this store is about the same as outside. If, by accident, the door to the window is left open the windows become frosted.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

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CO-OPERATION OF ADVERTISING

"Now, I hold strongly that the best investment for surplus profits is to expend them on judicious advertising, wisely and carefully planned, and executed with originality and forcefulness. These same surplus profits invested wisely in advertising then become a real 'gilt-edge' security, and a solid reserve of strength to meet days of difficulty, and to overcome quietly, but surely, the most frenzied of competition, and the business thus provided with reserve strength stands four-square to meet and overcome every attack."

THUS spoke Lord Leverhulme, known the world over as the largest soap manufacturer, recently.

The retail grocer who is wisely using the co-operation of advertising to increase his sales, and keep his name constantly before his buying public, is, it is pretty safe to say, securing gratifying results. He is earning profits on an investment—not in the direct manner in which possibly certain gilt-edged securities might bring—but profits spread over a long period of time, more lasting and enduring.

A well-defined plan of advertising will materially assist the selling effort of the average grocer or general merchant at the present time. Specific mention of values available at his store is always advisable. Cutting prices to outdo your competitor is not necessary, but linking your selling talks with fair, unbiased announcements in your best newspaper medium will keep your stocks moving and generally lend activity to lines of slowly moving merchandise.

TAKE NOTE OF SALMON LABELS

IT has come to the attention of the British Columbia salmon canners that many lots of salmon are on the market that are improperly marked. The law in regard to properly labeling canned salmon is about to be rigidly enforced. All the reputable packers, jobbers and brokers have carefully complied with the law, but there are lots of salmon in the hands of the trade that have not sufficient description of the contents on the label. In some cases there does not appear the name of a packer, jobber, broker or anyone; stock labels being used, and nothing on the label indicating who is responsible for the goods.

The fact that a lot of salmon is low-priced does not argue that the salmon is inferior; it only necessarily indicates that someone has been forced to make a quick sale—needed ready money. But the retailers' protection is the name of a reputable packer; a responsible jobber, or an established broker. The law requires that someone shows his good faith by putting his name on the label.

Furthermore, British Columbia salmon is not sufficient description; not even if the word finest is added. It must be properly described as Sockeye, Cohoe, Redspring, Pink, Chum or whatever it actually is. Salmon has been seen for sale in retail stores, packed with a very attractive label reading, British Columbia Sockeye, with the word sockeye very carelessly smeared out with a rubber stamp, and no other description volunteered.

Canadian Grocer has it on good authority that the reputable packers have complained to the Federal Government and asked for protection for their trade. The Government inspectors will ACT and with the memory of the maple syrup inspections vivid in our memory we would recommend the retailer to scrutinize carefully his purchases; the inspectors have an unhappy faculty for making the retailer the victim of whatever action is taken.

EDITORIALS IN BRIEF

PEOPLE with money to spend should not hesitate to give reasonable encouragement to merchants for the benefit of trade at this time, says C. A. Bogert, president of the Canadian Bankers' Association. It is an opportunity for merchants generally and grocers in particular to exert every selling effort to get these people to spend their money.

* * *

THE YEAR 1921 witnesses the 35th birthday of Canadian Grocer, the first paper, started by Col. J. B. Maclean, president of the MacLean Publishing Co. Canadian Grocer has grown with the years, and as the only weekly journal in Canada dealing with the grocery trade, is read by almost seven thousand grocers in the Dominion.

* * *

CANADA is still "all to the merry," and the people have the money. But they know now how to keep it, too. It is up to the grocer to get the people into the habit of buying again and in this way help to lift the Dominion out of the rut and up on the road of sound business again.

No Fears in New Year Outlook

Many Facts Apparent in Business Conditions at the Present Time Justify an Optimistic Viewpoint—The Buying Strike on the Part of the Public Only Temporary.

Written by C. J. MORRIS

A NEW year has been ushered in—one to which every man in the trade should be able to look forward without fear or misgiving, even if, owing to the temporary buying strike on the part of the public, the demand for goods has recently been less insistent than it has been during the last few years of easy sales and high prices.

Many keen business men claim that the newspaper press has been to a large degree responsible for the falling off in business which has occurred of late, and to some extent no doubt the forecasts given by the daily press of falling prices have caused many people to postpone making purchases in the expectation that by so doing they would be able to buy much more cheaply later on. Some, on the other hand, believe that the real cause of the quieter business conditions is to be traced to the fall in values of all kinds of agricultural products.

Tightens the Purse Strings

It is true that the value of the grain crops even at present prices exceeds the value of the smaller crops of last year, but when the farmer sees himself faced with the necessity of accepting a much lower rate for all his products than that on which he had been calculating, it is only natural that he should tighten his purse strings and keep in reserve against the proverbial rainy day that portion of his savings which, under different circumstances, he might have been inclined to spend. The opinion that this is what has occurred is supported by the fact that the savings in the banks in November, 1920, stood at a figure $154,000,000 higher than in November the previous year. This disinclination on the part of the agricultural community to make purchases has been reflected in the lessened demand for industrial products, resulting in a certain amount of unemployment, working on short time or reduced wages, and a consequent diminishing purchasing power of the industrial community.

The Foreign Situation

Looking still further for the primary cause of the fall in values, careful observers will see that the disorganization of the foreign markets resulting from the failure of a large part of Europe to return to pre-war conditions is the fundamental cause of the whole trouble. There would have been no surplus of wheat, cotton, wool, leather or copper, or indeed of any other commodity, if those in Europe who are in need of these products, who in fact are in grievous suffering for lack of them, were in a position to buy and pay for them. Wheat is down because those who need it have not the money wherewith to buy it. Owing to their failure to start reproducing they have nothing they can offer us in exchange for it. Those prophets who a year or two back foretold a world shortage and consequent rise in price of wool, leather, cotton, and other raw materials because the world could not produce sufficient to satisfy its needs failed to remember that to need something does not necessarily include the ability to pay for it.

Can Pay Only in Goods

The only way in which Europe can pay for what she needs is by sending us goods or products in exchange. To do this she must produce, and to produce she must get back to something resembling pre-war conditions of stability. Once she has set her house in order and devoted herself to production she will soon regain her purchasing power. Our surplus products will then again be in demand. This will restore the purchasing power of our people, with a consequent revival of domestic demand for our industrial products resulting in a return to prosperous conditions all round.

Apart however from these considerations, a considerable degree of optimism is justifiable with respect to Canada's business outlook for this coming year. Immigration promises to be exceedingly heavy, perhaps breaking all previous records. The exchange premium on U.S. money, while affecting our purchases there, gives us a great advantage as competitors in U.S. markets. Food prices show an undoubted tendency to gradually return to a normal basis which will be a large factor in alleviating labor unrest, and there is still a large amount of purchasing power in our own people which, though it has been lately held in restraint for one reason or another, is only dormant and liable to be revived as soon as prices show evidence of returning to a settled basis.

The retailer can therefore look forward with equanimity and confidence to the coming months, secure in the knowledge that though he may find a more extended scope and perhaps a greater need for the exercise of his selling ability than has of late been apparent, the business is here to hand, sufficient to make the year 1921 no less a successful one than that of its immediate predecessors.

B. C. Retail Merchants Want Small Debts Law Changed

Also Want Legislation Which Will Permit a Merchant to Hold a Customer From Leaving City Even Where His Debt is Less Than $100

VANCOUVER (Special)—The Retail Merchants' Association of British Columbia expect to pay a visit to Victoria shortly to take up several matters requiring legislative changes. One is the subject of the collection machinery for small debts; it is hoped that larger bills can be collected through the small debts court than is at present allowed. The merchants feel that they are put to too much expense to collect their larger accounts when they have to be taken through the District Court.

They are also hopeful of getting a change made on the "copias" proceedings which will permit a merchant to hold a customer from leaving the city, even where his debt is less than $100. At present, it is stated, a delinquent can "flit" leaving a debt less than $100, without the creditor taking action. The R.M.A. hopes to have a change made that will permit a merchant to stop a debtor leaving town, owing accounts of $25 or over.

They will probably ask for a change in the Garnishee Act. At present, in certain circumstances, the exemptions protect the whole salary, and payment of accounts cannot be obtained.

The R.M.A. expect to organize two branches on Vancouver Island in the near future, one at Ladysmith and one at Courtney.

The Cheerio Club, a social organization among the employees of the Christie, Brown Biscuit Co., celebrated the passing of the old year, and the advent of the new, with a big dinner party at the Walker House.

Records of Staff Conferences

Believes the Worst of the Readjustment Period Is Over

W. G. Patrick, in Addressing Annual Convention of His Salesmen, is Optimistic in Regard to 1921 Business—Stocks Held Much Smaller Than Last Year

THE YEAR just passed has been a year of readjustment, of deflation, of coming back to more or less normal conditions!" said W. G. Patrick, of W. G. Patrick & Co., Ltd., Toronto, in his opening address at the firm's annual sales convention. "In the beginning of 1920 we were on the crest of the wave of prosperity. To-day we start in the hollow of the wave of depression and shall again ascend to greater prosperity before the close of the year 1921. We believe that as regards business conditions in the trades which we cater to, in spite of the fact that from outward appearance they are not as rosy or bright as they seemed at this period last year, fundamentally conditions are much better. A great deal of deflation in values has taken place. Goods are now being offered at their intrinsic value, and although there has been a wave of non-buying, both by consumers and retailers, this will soon pass. The wonderful Christmas business which the grocery trade has had must have taken away the pessimism which many felt. Stocks held by the majority of wholesalers and retailers are not heavy, and many lines being offered today cannot be replaced at what they are being sold for. After every condition we pass through, there is always a reaction. It has been a non-buying condition for the last few months, the reaction will come and there will be greater buying than ever.

"The opinion of many of our best business writers is that we have passed through the worst of the adjustment period. We, ourselves, endorse this opinion. The year 1920 has been the biggest year in our history. We have had heavy increases on all our principal lines. Last year we started off with a tremendous rush of business—heavy bookings for forward shipments had been made. This year this import business is considerably smaller, but to offset that, stocks held by our wholesale and retail friends are much smaller than last year."

"We can but feel most optimistic in the outlook for the coming year. Conditions abroad, although still somewhat unsettled, are gradually coming back to normal."

A Representative Convention

The convention lasted for three days, with two night sessions, thirty representatives being present from various provinces in the Dominion. The spirit of optimism prevailed throughout the entire convention and it was the opinion of all those attending that this was the most earnest and best ever held.

Among those present were: E. Thomas, Calgary, Alta.; W. Murray, Winnipeg, Man., W. J. Lafave, C. Rick, Montreal; G. Moffat and D. Cowan, Halifax, also the Ontario and city representatives.

Wm. Davies Co. Salesmen Are Confident of a Record Year

Sales Manager A. J. Burbidge is Recipient of Presentation From His Staff—President E. C. Fox and Vice-President F. O. Mitchell Address Convention

THE ANNUAL convention of the selling staff of the Wm. Davies Company, Limited, was held at their plant, 521 Front street east, Toronto, last week. All of the city salesmen and most of the outside representatives were present, the latter coming in from points as far east as the Maritime provinces. A. J. Burbidge, sales manager, acted as chairman.

President Addresses Salesmen

This convention was suitably opened by very appropriate addresses from the president of the company, E. C. Fox, and also the vice-president, F. O. Mitchell. Both addresses contained words of help and encouragement with which to start the new year, and which will enable each salesman to look forward with considerable confidence for a record 1921. During the convention the different department heads spoke to the salesmen in groups, each group representing the district from which they came. Then they were given practical demonstrations and instructions in the factory operations. The key-note of the convention was that the policy for the New Year would be to maintain all products at a high standard.

Some Presentations

At the noonday dinner on the last day the country salesmen made a presentation of a handsome travelling bag to their sales manager, Mr. Burbidge, after an expression of the high esteem in which he was held by the entire sales staff. A similar presentation was also made to W. J. Robertson, who has been associating himself with the sales manager for a number of years.

This very instructive and helpful convention was brought to a close by a dance and euchre held at the Metropolitan Assembly Rooms on Thursday night.

Notable amongst those present were: Mr. and Mrs. E. C. Fox, Mr. and Mrs. F. O. Mitchell, Mr. and Mrs. A. F. Park, Mr. and Mrs. A. J. Burbidge, Mr. and Mrs. F. Megan, Mr. and Mrs. L. Acton, Mr. and Mrs. J. Burt, Mr. and Mrs. A. C. W. Soper, Mr. and Mrs. C. G. Vanstone, Miss G. Dimond, Miss S. Malone, Miss B. Russell, Miss F. Cooper, etc.

Suitable prizes were awarded for euchre games, these being won by Mrs. Joseph Burt, Mr. Tomlinson, Mrs. A. F. Park and Mr. R. Alsop.

Swift Canadian Mgr. Honored By Meat Packers

O. W. Waller, until recently manager of the Toronto plant, and Canadian manager of the Omaha plant of the Swift Canadian Company, was called to Toronto recently to attend a banquet tendered him by the Ontario meat packers at the National Club, Toronto. J. S. McLean, of the Harris Abattoir Co., acted as toastmaster. Tributes to the high esteem in which Mr. Waller is held and sincere regrets at his departure from Canada, were expressed by everyone present. Among those present were: E. C. Fox and F. O. Mitchell, of the Wm. Davies Company; James Harris

and J. S. McLean of the Harris Abattoir Co.; Brig.-Gen. Gunn and F. M. Moffat, of Gunn's, Ltd.; T. F. Mathews and Jas. Law, of the Canadian Packing Company; J. W. Duval, of Armour's; W. G. Irvin, of the Whyte Packing Co.; T. C. Fletcher and F. W. Topping, of the Union Stock Yards, Toronto, and J. H. Tapley and F. E. Kaderabek, of Swift's Toronto office. As a token of their good wishes, T. F. Mathews, on behalf of the packers, presented Mr. Waller with a beautifully equipped club bag as a gift to Mrs. Waller.

Mr. Waller feelingly thanked his friends for their kind thoughtfuness and expressed his keen regrets at leaving the very pleasant associations in Canada during the past seven years.

Curtailment of Credits Is Advisable at This Time

Sales Staff of Eby-Blain, Ltd., Toronto, Meets in Annual Convention — Addresses by Hugh Blain, H. D. Eby and A. C. Pyke

ADDRESSING the sales staff of Eby-Blain, Ltd., wholesale grocers, Toronto, on credit conditions, H. D. Eby expressed the opinion that the present time was opportune to make curtailments in the extension of credits. The retail trade, too, he believed, was well advised to eliminate as much as possible credit accounts, and to conduct business for cash. With the possibility of some further declines in prices of commodities, the position of the retailer would be rendered somewhat easier because the amount of capital invested in a business could be considerably lessened. He should also see to it that he has less credit on his books.

The annual convention of the sales staff, together with the directors and heads of departments of the firm, was held at the National Club, Toronto, last week. H. Hardy, sales manager, presided, and addresses were given by the president, Hugh Blain, H. D. Eby and A. C. Pyke, secretary of the Canadian Wholesaler Grocers' Association. Mr. Blain spoke optimistically of the outlook for 1921. He believed that there was no doubt but the depression in trade was lifting, and that better times were ahead. Any declines that had taken place, with the exception of sugar, or that will yet take place, have been and will continue to be slow and gradual.

A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association, spoke on the work of the association, and the relation of the salesman to that association.

The gathering was entertained to luncheon at the National Club, and in the evening the entire party partook of dinner at the Cafe Florence, afterwards attending the performance at the Royal Alexandra theatre.

W. P. Eby was unfortunately kept away from the convention through illness.

Harold F. Ritchie Salesmen From Far Distant Parts Meet in Toronto

Convention is Being Held This Week With Seventy in Attendance—Representatives From China, Australia, and South America are Present

HAROLD F. RITCHIE, Ltd., salesmen and representatives from widely separated parts of the world are in convention at the King Edward Hotel, Toronto, this week. Seventy are in attendance. Three organizations are represented, the British Harold F. Ritchie Co., London, England; the Harold F. Ritchie, Inc., New York, and the Canadian concern. Among the people present are E. K. Robinson, secretary of the British organiation, London, Eng. J. Ross Orr, from Sydney, Australia; J. L. Sheather, supervisor of sales in South America; D. C. Nixon, who has been sixteen months in China, Japan, and New Zealand; E. B. Thorbun, secretary of the Harold F. Ritchie, Inc., New York, and W. A. Armstrong, sales manager in New York. Mr. Armstrong brought a party of thirty-one salesmen with him. R. Hay is the Canadian sales manager.

The convention is in progress all this week, Mr. Ritchie presiding. Each day at noon hour at luncheons, various branches of the wholesale and jobbing trades interested in the products sold by the company, are being entertained. The entire gathering enjoyed a theatre party at Shea's, on Monday night, and on Friday night a concluding banquet was held at the King Edward, when an address on China was given by Mr. Nixon and also one on conditions in South America by Mr. Sheather.

Gunns' Salesmen Look for a Big Year in 1921

THE ANNUAL gathering of the salesmen of Gunn's, Limited, packers and provisioners, took place in the plant at West Toronto last week. Thursday being the last day of the convention, the salesmen were entertained at a dinner in the cafeteria.

A very snappy and enthusiastic meeting was then held in the smoking room, A. C. MacVicar, general sales manager, presiding.

Addresses, short and to the point, were delivered by the president, Brig.-Gen. J. A. Gunn, the managing director; F. M. Moffat; F. W. Boynton, manager car route sales department, and other heads of departments. A telegram conveying good wishes was sent to John Taylor, manager of the beef department, who is now in Pinehurst, North Carolina, recuperating after a serious and prolonged illness.

When the meeting broke up every man seemed to be imbued with the determination to make 1921 a greater and bigger year for himself and the company.

A bowling tournament was held in the evening, which was an enjoyable conclusion to the convention of 1920. Prizes were won by a number of salesmen, the most prominent being Sim. Peacock, Bert McDonald, Stan Douglas, R. H. Simmonds, H. A. McDougall and E. L. Durkin.

Paterson Biscuit Salesmen Meet in Brantford

Brantford, Ont. (Special)—The salesmen of Wm. Paterson Limited, biscuit manufacturers, met in convention at their factory here on Thursday and Friday last. Business during the past year was reviewed and prospects for the coming twelve months discussed. In this connection it was pointed out that the business had increased by 50 % during 1920, and the sales manager was looking forward to a similar increase during 1921. On Thursday evening a banquet was held at which some 150 sat down, including the heads of the firm, salesmen, heads of departments and a number of visitors. William Hamilton, sales manager, presided at the meeting and at the banquet. Other officials of the company were W. F. Paterson, the president, Morton Paterson, general manager and vice president, and Col. Cockshutt of the Cockshutt Plow Co., one of the directors. Morton Paterson had just returned from Ottawa, where he, with a number of Canadian confectioners, had interviewed the Minister of Finance in connection with the luxury tax on con-

(Continued on Page 42)

Short Stocks, Salesmanship and Grit

Three Essentials That Worked for the Success of a Grocer in the North-West—Starting Under Adverse Conditions, Fred P. Manning Makes Good in the Grocery Business

By Henry Johnson, Jr.

IN 1891, a certain district in the north west was in a bad way. There had been a succession of crop failures. Many farmers had lost everything. Merchants had moved out, discouraged. The elder Mannining had suffered heavy losses in his farm machinery business and was "most broke."

That same year, Fred P. Mannining turned his 21st birthday and, with six years experience as a grocery clerk behind him, determined to open up for himself. Against everybody's advice, in the face of his own father's refusal to stake him, Fred rented a store for $15 per month.

It was not unusual for grocery jobbers to stake new merchants at that time. In fact, it was common for them to do it—"they owned all the merchants 'them' days" is what you are told by old timers. One of them staked Fred for his opening stock, amounting to $1,600.

That was a goodly stock thirty years ago, for groceries were cheap, but even so, Fred had to borrow the money to pay his freight bill. Both the region and Fred were at the zero point when he opened, September 1, 1891.

Luck and Pluck Pulled Together

It is said that often men who do not know a thing cannot be done go ahead and do it. Anyway, men who take a chance, backed by their own faith and hard work, often win out big. It was so in this case, for that fall saw the region garner the biggest crop ever yet produced. The crop was so heavy indeed, that much of it was not garnered but was snowed under and lost because of the insufficiency of workers to gather in nature's bounty. But the turning point came early in Mannining's career.

To offset his want of cash capital, Mannining had youthful strength. He is of towering physique, around six feet two and well proportioned. He had gone behind the grocery counter at fifteen, so had six years' apprenticeship experience. He was prepared to work any number of hours every day in the week, and he knew two fundamentals: one, that he must get a profit, and the other that he must have cash for his goods. As most farmers in the neighborhood owed the other merchants for a year or more, they avoided their old friends and came to new store where they paid cash. That is the way of human nature and it played into F. P.'s hands.

A "Crazy Advertiser" from the Start

One thing hit the old timers all of a heap. This was that Mannining used a page in the weekly—the only paper in the region at that time—when he opened, and continued to use that space in every issue.

His former boss, an old-fashioned merchant who "did not believe in advertising anyway, leastways not in any community of a few hundred people," said he'd "give Fred Mannining six weeks to peter out." He "jess knew such foolishness couldn't last. It would land Fred in bankruptcy sure as shootin'." But within a year or two this merchant went out of business and Fred bought the stock; and to-day Fred's former boss runs in almost daily and takes as much pride in Mannining's success as if it were all his own.

Manning's advertising went far toward supporting the local papers. After a time there came a daily and then the weekly changed to a daily. But that was more than the town could stand to advantage, so Mannining was largely instrumental in changing the weekly back to its primary status. To-day there is a good, healthy weekly and a strong daily in the town of around 5,500 people.

"Printer's Ink" Man's Lodestar

From about the beginning, the newspaper men, finding that Mannining was a stayer in the advertising end of the business, "played with him for keeps." They bought him "Printer's Ink" every week and he got his advertising education perfected thereby. He worked with the papers because he believed in them; and they worked with him to the limit.

This combination, plus constantly developing business education built on current experience, has resulted in the remarkable growth of his business. He added dry goods as his second department, then clothing, shoes, women's ready-to-wear, hardware, one department after another, and grew until he now turns out around $750,000 worth of merchandise a year.

This success is as remarkable as that of another firm of two brothers in the west. It may be even more remarkable, for the country in the first instance is much more sparsely settled than that in the second. Anyway, it is a wonderful showing.

The story has been told so often from the customary angles that I am merely filling in a few sidelights as I saw them.

From almost the beginning, Mannining had an accurate accounting system and a man to run it who knew how. Thus in 1893, two years after he started, he was burned out with nearly a total loss. But his books were in such shape that he was able to get an adjustment within a few hours of the arrival of the adjuster who came the day after the fire. He lost upward of $1,200, but that very fact sheds illumination on his methods.

For his basic principle always has been turnover. The first year in business, with only $1,600 stock as a starter, he did $23,000 business. That shows almost twelve turns, figuring on twenty per cent spread, and it is doubtful if he got such a margin on the average. He says he always aimed to get twenty-five per cent, "but I doubt whether I knew at that time the difference between figuring on the cost or selling price"—and his eyes twinkle as he makes the confession.

Bookkeeping System Helped a Lot

It was due to this habit of rapid turnover that he had a stock so light at the time of the fire that his loss was only $1,200. Had he been like most merchants who find themselves on easy street after a few years, he would have been carrying a stock several times heavier. Then his loss would have been proportionately larger.

But emphasis should be laid on his accounting system. His ability to show his affairs up clearly, promptly on demand, was a big factor in his obtaining a favorable adjustment. That is a point every merchant should heed, for fire is a calamity that impends constantly over all of us, and it gives no warning of its coming.

Think of it carefully: Because he could show his last inventory and had his purchase and sales properly entered daily, and because he knew his average gross margin, he was able to get an adjustment in thirty minutes after the adjuster had satisfied himself that Mannining knew what he was talking about.

Last year, Mannining did around $225,000 in his grocery department and he carries an average of between $15,000 and $16,000 stock. Allowing a margin of twenty per cent. all through—and Mannining will run close to that—we have here a turnover of between 11¼ and 12 times. Considering that much of his merchandise must come from far distant points, such a turnover is as remarkable as the rest of his story. No other single factor goes so far to account for his success as this one of

(Continued on Page 42)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritimes

F. M. Brown, superintendent of the J. A. Marvin, Ltd., biscuit factory, in Moncton, N.B., was presented at Christmas with a handsome arm chair by the employees of the factory.

Quebec

J. H. Magor, of Magor, Son & Co., Montreal, has been in Toronto over the holiday and is expected back in Montreal this week.

J. E. Turton, president of the Montreal Merchandise Brokers' Association and merchandise broker of this city, left with the Canadian curlers, on the Empress of France, on December 29, for Scotland. Mr. Turton will be away for a couple of months.

Ontario

Roy Heels, Toronto, has purchased the grocery business of E. M. Ellison.

B. A. Pattison, Simcoe, Ont., purchased the business of G. H. Widner.

A. E. Dell, Niagara Falls South, has sold his grocery stock to Dell & Bowman.

Snider Bros., have purchased the business at 149 Wallace Ave., Toronto, until recently carried on by A. J. Foster.

The Dominion Stores have opened up another branch at 858 College St., Toronto. W. R. McNamara is in charge.

A daylight saving measure was defeated by the electors of Sudbury, Ont., at the New Year elections.

W. P. Eby, of Eby, Blain, Ltd., Toronto, is again in his office following a severe attack of bronchitis.

By a majority of three to two, the judges of the Court of Appeals, Montreal, have maintained the legality of Montreal's early closing bylaw.

Ferdinand Morrison, for many years in the butcher business in Hamilton, Ont., passed away at his home in that city last week. He was 92 years of age and is survived by his wife and seven children.

The store of A. Rickert and the post-office at West Montrose were broken into last week and more than $500 worth of goods, cash and stamps were stolen.

Work is progressing rapidly on a handsome new grocery store and meat market at London, Ont., for Otto Rindehart.

J. H. Lovegrove, of Amherstburg, whose stock suffered seriously from smoke and water when fire broke out in an adjoining bank, is putting on a special sale and by timely advertising is getting a big turnover.

Much interest is being taken in the trade at London, Ont., in the rumor that the Tuckett Cigar Co. will remove its branch to Montreal and plans to center all its work under one roof. Vallens & Co., another big cigar firm, is closing its London plant and going to Montreal.

In the elections at London, Ont., Gordon Drake was re-elected as alderman in No. 2 ward. He made a fine run and finished second. The veteran, Charles G. Moorehead, of the D. S. Perrin Co., headed the polls in Ward three.

Fire, which completely destroyed the garage of C. H. French & Co., at London, Ont., New Year's morning, burned two cars also, causing a loss of $2,500.

The Salada Tea Co. entertained a number of travellers from the north last week at their premises, King street west, Toronto. This party was shown over the building, and the various processes through which Salada must pass before reaching the public were explained by Mr. G. R. Larkin.

A merry row is in progress at Cranbrook, Ont., in connection with the affairs of the Cranbrook Farmers' Club. During the year extensive purchases of salt, feed and other commodities were made and the plan of securing credit from the bank for carrying on business was by notes from members. Now that there is a serious tangle over matters and a controversy is raging which threatens to disrupt the organization, a meeting has been called shortly to discuss affairs before all members.

Considerable interest was taken all through this district in an action brought by the St. Thomas Packing Co., against Baldwin Evans & Co., of West Lorne, to recover the price of a case of eggs, which were alleged to have been paid for, but were not delivered by defendants. The driver for the Packing Co. swore that he had given a receipt at the defendant's store in West Lorne for five cases, but only received four. The fifth case was to be delivered at a later date. The judge found that the plaintiff had not conclusively proved that the missing case had been delivered and the action was non-suited.

Western

John Stewart & Son, Loreburn, Sask., have disposed of their general store business to Blair and Thompson, Moose Jaw, Sask.

For faithful and efficient service extending over ten years, forty members of the E. W. Gillett Co., Ltd., staff were honored with a special gift at Christmas, of a gold watch suitably engraved. Among those honored was Geo. D. Sinclair, Winnipeg representative, who has been sixteen years in the service. The presentations were made by the president, William Dobie.

T. M. Couron of the Swift-Canadian Co., Ltd., has been recently transferred from Chicago, Ill., to Winnipeg, where he will act in the capacity of head of the oleomargarine department.

H. S. Cooper has recently taken over the grocery business formerly conducted by T. A. Craig & Co., Moose Jaw, Sask.

Grocers Who Will Fill Municipal Offices This Year

Canadian Grocer extends congratulation to the men in the trade who were successful candidates in the municipal elections at the new year. Some of the successful ones are:

Gordon Drake, grocer, and Charles G. Moorehead, of the D. S. Perrin Co., were elected aldermen in London, Ont.

E. F. Mason was elected for a three year term on the utilities commission at Peterboro, Ont.

Major George R. Bradley of Bradley Bros., was elected alderman in St. Catharines.

Hugh Malcolmson, Chatham, Ont., was elected an alderman.

H. E. Guppy, wholesale grocer, Windsor, Ont., was elected a member of the Board of Education, and A. McTavish, retail grocer, was a successful aldermanic candidate.

Andrew Lambert was elected alderman at Sarnia, Ont.

S. A. Gray of S. A. Gray & Co., Meaford, Ont., was elected mayor by acclamation. George McCague of McCague and Nixon, Meaford, was elected alderman.

F. C. Harp, Brantford, Ont., was elected a member of the Board of Education by acclamation.

N. W. Hooey, Cobourg, Ont., was elected mayor by acclamation.

James W. Blain, Milton, was elected reeve.

J. J. Hatley, Orillia, Ont., was elected an alderman.

Gordon Richardson, Tilbury, Ont., was elected school trustee for a two-year term by acclamation.

Fred Newman, Picton, Ont., was elected mayor by acclamation for the third

time. Mr. Newman is also president of the County Board of Trade for the sixth term.

R. Goode, of Goode and McKay, Walkerton, Ont., was elected alderman.

C. S. Ewing, Fergus, Ont., was elected reeve by acclamation.

W. A. Hanna, Port Carling, Ont., was elected a councillor of the village.

T. Ballantyne and J. A. Andrew, Stratford, Ont., was elected alderman.

J. R. Boyd, Huntsville, Ont., was elected school trustee, and L. H. Ware of the same town was elected to the Public Utilities Commission.

F. H. Brown, Port Hope, Ont., was elected to the town council.

G. H. Haigh and G. Cardus, Seaforth, Ont., were both elected to the town council.

James Henderson, Ingersoll, Ont., was elected mayor by acclamation.

Laporte, Martin, Limitee, Montreal, Fifty Years Old

Montreal, Jan. 6.—Laporte, Martin, Ltd., celebrated on Friday, the 31st of December, 1920, the fiftieth anniversary of its foundation. The success of the firm is due to a spirit of enterprise, to constant effort, to the never ceasing work of its chiefs as well as to the intelligent co-operation of its personnel which counts 187 travellers, clerks and employees in the different departments.

The firm has an extensive import business, specializing in teas, coffees, wines and liquors, which are distributed throughout Canada.

Among those associated with Sir Hormisdas Laporte, in the success of this enterprise, Joseph Ethier, vice-president and managing-director, occupies a prominent place. He is ably seconded by H. Delorme, secretary, W. Imbleau, treasurer, J. Z. Langevin, sales manager and Jos. Laporte, advertising manager.

Presentation to President

The meeting of last Friday, held in the large offices of the company, proved a regular family affair. On this occasion the personnel of the house presented to its president, Sir Homisdas Laporte, a portrait in oils of himself, made by the celebrated artist Horne Russell, and to his son, Joseph Laporte, a tie pin set with diamonds. The firm also presented to each of its travellers a beautiful gold souvenir pencil, and to each of the other employees a group photograph of the employees of the firm, and a photograph of the general offices of the company. Sir Homisdas Laporte presented to each member of the staff a photographic reproduction of his picture in oils.

The employees of the firm of Laporte, Martin Ltd., enjoy among other benefits a life and sickness group insurance, and participate in the profits and in occasional distribution of bonuses.

Some Suggestions For Stabilizing Business Conditions

Editor, Canadian Grocer,—Manufacturers, wholesale grocers and retail merchants by common consent can stabilize business and put backbone into conditions without loss of prestige, causing the return to work of many now out of a job.

The recent "buyers' strike" by all classes is the root of our present troubles. The feeling that everything must become lower in price in the near future prevailed everywhere. Believing it is now over and a little co-operation by the three above named could buck up the trade and keep it so determines the writer to offer these suggestions.

Some Suggestions

(a) Establish firm prices on all goods by making all necessary price re-adjustments on the 1st of each month. No variations to be made until the 1st of following month.

(b) Retailers would thus be secured against day to day declines or advances and assured of a legitimate profit.

(c) Travellers representing wholesale grocers would have most reasonable grounds for pushing sales from 1st to 25th of month.

(d) Wholesale grocers would be safeguarded against heavy loss on staple stock.

(e) Manufacturers would be able to keep their factories running and employ the average amount of labor and avoid the serious danger of lack of orders and consequent shutting down.

(f) Banking, financing and credit men would most assuredly pronounce in favor of this mode of gradual adjustment to safe and sane levels.

Will Stabilize Conditions

Every manufacturer is asking: "Can I keep my factory running? Can I keep all my employees during 1921?" The answer is more often than not in the negative.

If any remedy can be evolved and the workers re-employed, steady, if not "war" wages paid them, a big step toward stabilizing conditions will have been made.

So without any idea of profiteering, but purely as good business for all concerned, let us make "locked-tight" monthly price adjustments, no matter which way the markets move. Every grocery line should be embraced, from laundry soap to fancy table delicacies, to stabilize the market, and in a few days the buying public would get into step with the arrangement.

The best type of grocery travellers enjoy the confidence of their customers; the travellers' advice is relied upon and the great majority of salesmen will fall into line with this proposal for it would have a wonderful steadying effect, to be able to assure a merchant there can be no change till the end of the month, if then. Given competitive prices, reasonably good quality goods and quick shipping, he could not fail to gain his quota of business on each trip.

Removes a Load of Worry

A clear knowledge that no price changes either way will take place for 30 days from the first of each month would remove a load of worry from a merchant's mind. He would make his purchase of staples right away, and could concentrate more attention on the selling end. A large amount of slow sellers could be brought out from the corners and turned into cash. The stock would become more valuable because of its saleability, its freshness. He could readily assure his customers that they could not make any bad bargains in buying a full week's supply. Should the market go up or down there would not be any change till the first of the following month and no merchant would be able to steal a run over his neighbor.—G.G.Y.

Editor's note.—Canadian Grocer would like to hear from others re this suggestion.

Kellogg Case Again Before Court

Expected That This Time it Will Be Concluded—J. L. Kellogg and a Number of Grocers Give Evidence

TORONTO, Jan. 5. (Special)—The suit of the Battle Creek Toasted Corn Flake Co., of London, Ont., against the W. K. Kellogg Cereal Co., of Toronto, and Battle Creek, Mich., was resumed on Tuesday of this week before Justice Middleton here. The trade will recollect that the case was begun a number of years ago, was resumed last year, and it is quite likely will now be definitely concluded.

Mr. Tilley, K.C., is representing the London firm, and Mr. Hellmuth, K.C., the other. J. L. Kellogg spent a good part of Tuesday on the witness stand; also a number of grocers from Acton, Burlington and other towns. The evidence of W. K. Kellogg remains to be taken. On account of an accident he was unable to be present and it is quite likely his evidence will be taken in Battle Creek, Mich.

The purpose of the litigation is chiefly to determine which company has the right to use the term "Kellogg" on its cornflake package.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

THE markets for grocery commodities are quiet after the holiday season. A few price changes are announced, but generally speaking all lines have a steadier tone and with stocks fairly well reduced, buying will soon become normal.

MONTREAL—The grocery market is quiet this week with very few changes after the holiday rush. Most of the travellers for Quebec firms are off the road this week in view of the fact that another holiday breaks into this week on Thursday. Reports show that the business during the past two weeks caused an active movement of stocks, and, as a result, trade should be bright during this month. This week is expected to be quiet. The smaller offerings of hogs on the market has resulted in temporary higher prices being paid on live hogs. This has resulted in some higher quotations being made on smoked meats. Beef is strong for the same reason that the hog market is higher, but no change in prices are made. Butter and cheese are unchanged in price and quotations on fresh eggs are firm at one dollar per dozen for strictly fresh. The lard and shortening market holds steady at present prices and is given strength by the higher prices on hogs. The sugar market remains steady. Molasses and corn syrups are unchanged in price. Coffee and tea are still easy in primary markets. The demand for nuts during the past two weeks has cleaned out most of the spot stocks, particularly of shelled walnuts. It is expected that prices on the new supplies will be lower. There is no change in dried fruits except that currants are weak and the prune market shows no improvement. Higher prices are quoted on oranges this week although there are good supplies on the market. California and Florida oranges are about the only kinds left on the market. The vegetable market has had brisk business this week and the potato market is holding firm at prices quoted.

TORONTO—Refined sugar is holding steady at unchanged quotations. Raw sugars on the New York market have developed an easier tendency. Cuban raws were offered at 4¼ cents c. i. f., but buyers were showing no disposition to take them at that price. The harvesting of new crop Cubas is progressing very slowly under unfavorable climatic conditions. On December 27 there were 17 centrals grinding as against 104 at the same time last year, and 91 in 1918. There is now available for shipment at Cuban ports 13,049 tons of new crop sugar, and 193,197 tons of old crop. Cereals are holding fairly steady at unchanged quotations. Prices on canned goods are unchanged but there seems to be a better feeling in the market; prices are more stabilized and wholesalers report an improvement in the demand. Hallowee dates are quoted lower. Raisins are in a strong position, with prices in primary markets slightly higher. Prunes continue weak with a tendency for a shading in quotations. Shelled almonds are easy and prices will be lower on future shipments. French shelled walnuts in primary markets are firm and in strong demand. The first shipment of new crop shelled walnuts is due to arrive during the coming week. Unsweetened cocoanut is offered at a reduced price. Although prices on coffees in primary markets have reached almost pre-war prices, the increased cost on delivery in Canada practically offsets the reductions. A duty of 7½ cents per pound, an increase of about 50 per cent. on freight rates and the high exchange rate, have a tendency to hold coffee at present prices. Some reductions have been made on coffee during the past month, but in view of the above conditions it is not likely that any further reductions will be made to any great extent. There are indications that slight reductions will be made on spices in the near future. Messina lemons are offered at lower prices. Vegetables are quiet and unchanged. Reductions are announced on macaroni, peanut butter, biscuits and maple syrup.

WINNIPEG—There has been no change in general grocery commodities during the week, and trade is reported steady. Many retailers and wholesalers are showing more confidence and are looking forward to the future in a more optimistic manner, and as they are using their best methods to stimulate and maintain buying on the part of the public, business is showing a decided improvement. There is no change on sugar quotations. Bulk and package cereals show no change. Canned fruit and vegetables continue to show an improvement in the demand. The prune market is in a very weak condition and lower prices are quoted on evaporated apples. The coffee market continues dull. Tea market remains unchanged. Black pepper has shown a decline, but it will not affect the local market until the new arrivals which will be at least another three months.

QUEBEC MARKETS

MONTREAL, Jan. 5.—There is very little to feature the market for general groceries this week. The trade seems rather quiet with prices holding firm. The sugar market remains unchanged at $10.50 per cwt., and a firm tone to the market is reported with a third refinery beginning operations again. Molasses and corn syrups remain unchanged. The coffee market is still on the decline with lower prices in the primary market. Black Ceylon tea is reduced from three to five cents per pound by a number of the local wholesalers on account of the declining market on tea. The supply of nuts on the market has been severely depleted by the big demand of holiday trade. It is stated that the prices on the new stocks will be lower than present quotations. There is no change in the market for dried fruits. Currants are very low in supply and prices are weak in view of the quotations on the new stocks expected. The prune market is still in its very weak condition. Slightly higher prices are quoted this week on California and Florida oranges. The supply on hand is very good but the higher rate of exchagne is affecting prices. The vegetable market is experiencing a very good market this week and prices are firm. Potatoes are still selling at around two dollars per bag. Onions appear to be a drug on the market and prices are very low, with but limited sales. The market in general is quiet with prices holding firm.

Sugar Market Holds Firm

Montreal.

SUGAR.—The sugar market is unchanged this week. The quotations given for granulated sugar at $10.50 per cwt. are holding firm with the opinion expressed by some that sugar is due for higher prices in the near future. The sales are more brisk with the steadier market and two of the refiners are now commencing operations again. One of these is refining the new sugar.

Molasses Market Unchanged

Montreal.

MOLASSES.—The molasses market remains unchanged at quotations given. Corn syrups are also quoted at prices which have held for the last month. Both of these markets remain firm and rather quiet.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 08
Half barrels, about 350 lbs.	....	0 08¼
Quarter barrels, about 175 lbs.	....	0 08¾
2 gal., 25-lb. pails, each	....	2 60
3 gal., 38½-lb. pails, each	....	3 85
5 gal., 65-lb. pails, each	....	6 20
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 15
5-lb. tins, 1 doz. in case, case	....	6 85
10-lb. tins, ½ doz. in case, case	....	6 55
	Prices for Island	of Montreal
Barbadoes Molasses—		
Puncheons	....	1 15
Barrels	....	1 18
Half barrels	....	1 20
Puncheons, outside city	....	1 10
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	7 75
3-lb. tins, 2 doz. in case, case	....	10 75
5-lb. tins, 1 doz. in case, case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

Cereals Are Unchanged

Montreal.

CEREALS.—The cereal market remains firm this week with no changes in quotations.

Oatmeal, gran., fine standard	....	4 75
Rolled Oats, 90 lbs.	4 00	4 10
Pearl Hominy	4 50	5 00
Cornmeal, Gold Dust Brand	....	3 90
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25
Beans, Ont.	....	4 25
Do., Can.	....	4 00
Do., California	....	3 75
Lima Beans	....	0 12
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00

Package Goods Steady

Montreal.

PACKAGE GOODS.—There is no change in conditions on package goods this week. Wholesalers and representatives of the different manufacturers state that business is rather quiet this week after the holidays and quotations on the different lines are unchanged.

PACKAGE GOODS		
Breakfast food, case 18	....	3 50
Cocoanut, 2 oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50	....	4 25
Corn Flakes, 36s	....	4 15
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 80
Do., 18s	....	2 12½
Oatmeal, fine cut, pkgs., case	....	6 75
Puffed rice	....	5 70
Puffed wheat	....	4 25
Farina, case	....	2 35
Hominy, pearl or granu., 3 doz.	....	3 65
Health bran (20 pkgs.), case	....	2 50
Scotch Pearl Barley, case	....	2 60
Pancake Flour, case	....	3 60
Do., self-rising, doz.	....	1 60
Wheat Food, 18-1½s	....	3 25
Wheat flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs.	....	6 75
Porridge wheat, 36s, case	....	6 40
Do., 20s, case	....	6 50
Self-raising Flour (3-lb. pack.) doz.	....	3 00
Do. (6-lb. pack.), doz.	....	5 90
Corn Starch (prepared)	....	0 11½
Potato flour	....	0 13
Starch (laundry)	....	0 09¾
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Shredded Wheat	....	4 95
Cooked bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 30
Celluloid Starch, 45 pkgs. case	....	4 70
Package Cornmeal	....	3 40
Malt Breakfast Food (36 pkgs.)	....	12 60

Currants Are Easier

Montreal.

DRIED FRUIT.—There is no change this week in the quotations on dried fruit. Dried apples are rather weak and reports on the new supply of currants show prices to be a little easier. Sultana raisins are holding firm. The high rate of exchange is almost barring California dried fruit from this market and Smyrna is being called on for supplies. The local prices are unchanged. The prune market continues in its very weak condition.

Apricots, fancy	....	0 35
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	....	0 24
Do., fancy	0 30	0 31
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	0 75	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 27
Do., 1 Crown	....	0 25
Do., 3 Crown	....	0 28
Do., 4 Crown	....	0 28½
Turkish Sultana, 5 crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16 oz.	0 25	0 27
Cal. seedless cartons, 12 ounces	0 21	0 22
Do., 16 ounces	....	0 27¼
Currants, loose	....	0 20
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 15	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 25
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 28
30-40s	....	0 25
40-50s	....	0 26
50-60s	....	0 20
60-70s	....	0 19
70-80s	....	0 18
80-90s	....	0 17
90-100s	....	0 16½
100-120s	....	0 16

Scarcity of Nuts Reported

Montreal.

NUTS.—The nut market, like many others, is very quiet this week with a severe depletion in supplies on hand. Shelled walnuts in particular are very scarce. Prices are holding firm at present but it is expected that the new supplies will be a little cheaper. Peanuts are in fair supply but the market shows a little more strength.

Almonds, Tarragona, per lb.	0 28	0 25
Do., shelled	0 50	0 60
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 38
Chestnuts (Italian)	....	0 18
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 17	0 19
Peanuts, Jumbo	....	0 15½
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29

Marbot Walnuts	0 24	0 25
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 50
Do., Bordeaux	....	0 55
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Lower Prices for Coffee

Montreal.

COFFEE.—The coffee market still keeps to its gradual decline which it has experienced throughout December. Reports from the primary markets show new low quotations which are much below average years. The local market is not directly affected, however, it is taking six weeks at least for the results of a decline to be noticeable in quotations to the trade. This depression is just the result of world-wide conditions affecting merchandise.

Canned Goods Trade Quiet

Montreal.

CANNED GOODS.—All quotations on canned goods hold this week. On account of the third holiday in two weeks coming in the middle of this week business in a wholesale way has been broken into again and the trade is rather quiet this week.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 15	2 20
Beans, Refugee	2 15	2 20
Corn, 2s	1 57½	1 62½
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 45	1 50
Do., 2½s	1 75	1 80
Do., 3s	1 90	2 15
Do., gallons	6 50	7 00
Pumpkins, 2½s (doz.)	1 50	1 65
Do., gallons (doz.)	....	4 00
Peas, standards	....	1 95
Do., Early June	1 92½	2 05
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	2 00
Do., fancy, 20 oz.	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Esrly June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 67½	1 77½
Do., gallons, doz.	5 25	5 50
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	3 50
2½-lb.	....	....
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	....	5 60
Do., 2-lb.	....	3 70
Greengage Plums, heavy syrup	....	2 90
Pineapples (grated and sliced), 2½-lb.	5 40	4 80
2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Rice Still Weak

Montreal.

RICE.—The rice market remains unchanged and still in its unsettled position. No statement as to the future of the market can be accurately made.

RICE—		
Carolina, extra fancy	....	....
Do. (fancy)	....	....
Rangoon "B"	....	12 50
Rangoon "CC"	....	12 25
Broken rice, fine	....	8 00
Bell rice, fine	....	16 00
Bell broken rice	....	10 00
Texas rice	....	10 50
Siam	....	7 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras	....	0 07
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Mustard Slightly Reduced

Montreal.

MISCELLANEOUS.—Some of the local wholesalers have made a reduction of five cents a pound on Keen's mustard. This reduction, a Canadian Grocer representative was informed by one of the Canadian agents of this firm, is entirely a result of the fluctuations of the sterling exchange and not on account of any lower cost of manufacture. As a result this reduction may not be permanent. There is an advance this week of fifteen cents a dozen in the price of five ounce tins of Dutch cocoa. Quotations on both these lines are as follows:

Keen's Mustard—2 oz. tins, per pound, 95 cents; 4 oz. tins, per pound, 90 cents; 8 oz. tins, per pound, 88 cents; 16 oz. tins, per pound, 86 cents.

Dutch Bensdorp Cocoa—2 oz. tins, per dozen, $1.45; 5 oz. tins, per dozen, $3.90; 8 oz. tins, per doz, $6.10; 16 oz. tins, per dozen, $12.

Some Black Teas Reduced

Montreal.

TEA.—The tea market shows no more strength than it has for the last few months. Some local wholesalers have reduced their prices this week on Ceylon black tea by from three to five cents per pound. Quotations on this tea now vary from 42 to 50 cents per pound. Japan tea is a little firmer than the black tea on account of the apparent shortage of supplies.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Spice Market Quiet

Montreal.

SPICES.—The spice market is experiencing a rather quiet period this week after three weeks of brisk business in December. The market is firm with prices unchanged.

Allspice	....	0 20
Cassia (pure)	0 32	0 35
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 18
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	....	0 65
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 31
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 30
Do., white	....	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Oranges Are Higher

Montreal.

FRUIT.—There is a very good supply of California and Florida oranges on the market and prices are coming up a little. Porto Rico oranges are finished. California oranges are selling at from $5 to $6.50 per crate and Floridas at from $4.75 to $5. These prices are still low but are advancing principally on account of the rate of exchange. The rest of the market is quiet with no changes recorded.

Apples—		
Do., Fameuse, per bbl.	8 00	12 00
Do., Wealthy, No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	7 00	7 50
Do., Greening	....	8 00
Do., Baldwin	7 50	8 00
Do., Ben Davis	5 00	5 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	8 00
Lemons, Messina	2 50	4 75
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	5 00	6 50
Do., Florida, 150-216s	4 75	5 00
Pears, Keiffers, per hamper	....	3 00
Tokay Grapes, per box	....	5 00
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	9 50
Cranberries, per bbl.	....	16 00

Poor Sale for Onions

Montreal.

VEGETABLES.—The vegetable market is reported to be in a very healthy condition and business has kept up well after the holiday. Potatoes are holding firm at between $2 and $2.50 per bag. The last of the celery seems to have been cleaned up for the holiday trade and there is very little left on this market. Onions are selling very poorly and prices remain low. Prices in general remain unchanged.

Beets, per bag	0 75	0 90

Cabbage, Montreal, bbl.	....	1 50
Chicory, doz.	....	0 60
Carrots, bag	....	1 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	2 00	2 25
Do., sweet, hamper	....	3 50
Pumpkins, per doz.	....	2 00
Spinach, box	....	0 75
Turnips, per bag	0 75	1 00
Spanish Onions, per case	5 00	5 50
Yellow Onions, per cwt., bag	....	1 50
Red Onions, per cwt.	....	2 50

ONTARIO MARKETS

TORONTO, Jan. 5.—The markets are generally ruling quiet after the holidays, but a few lines show slight reductions. Sugar is ruling fairly steady. Cereals are holding fairly steady. Canned goods are unchanged. Hallowee dates are offered at lower prices. Raisins are in a strong market. Prunes are weak with a tendency for lower prices. Shelled almonds are easy and future shipments to arrive are quoted at a lower price. Coffee and teas show no change. Cream of tartar is quoted lower, also maple syrup, peanut butter and macaroni. Messina lemons are offered at a lower price. Vegetables are quiet and unchanged. Laundry soaps are offered in some quarters at a reduced price.

Sugar Quotations Steady

Toronto.

SUGAR. — Refined sugar is holding steady at unchanged quotations. The Atlantic Sugar Refinery resumed operations on Monday. Raw sugars on the New York market has developed an easier tendency. Cuban raws were offered at 4¼ cents, C. & F., but buyers were showing no disposition to take them at that price. The harvesting of the new crop Cubas is progressing very slowly under unfavorable climatic conditions. On December 27 there were 17 centrals grinding against 104 last year and 91 in 1918. There is now available for shipment at Cuban ports 13,049 tons of new crop and 193,197 tons of old crop.

St. Lawrence, extra granulated, cwt.	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated	10 71
Dom. Sugar Refinery, extra granulated	10 71
Canada Sugar Refinery, granulated	10 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 65c; No. 2, 75c: No. 3, 85c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, cartons 50/2s, 70c. Yellows same as above.

Syrups Unchanged

Toronto.

SYRUPS. — There is no change in syrups. The market is holding steady under a light demand.

Corn Syrups —		
Barrels, about 700 lbs., yellow	....	0 08
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 15
Cases, 5-lb. tins, white, 1 doz. in case	....	6 85
Cases, 10-lb. tins, white, ½ doz. in case	....	6 65
Cases 2-lb. tins, yellow, 2 doz. in case	....	5 65
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 25
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 95
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal.	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bls., gal.	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz. Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Cereals Fairly Steady

Toronto.

CEREALS. — There are no changes in quotations on cereals during the week. Rolled oats continue to be offered at a range of prices from $3.60 to $3.80 per bag.

	Single Bag Lots F.o.b.	Toronto
Barley, pearl, 98s	....	7 00
Barley, pot, 98s	....	5 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	5 70
Cornmeal, Golden, 98s	....	3 75
Oatmeal, 98s	....	4 90
Corn Flour, 98s	....	5 75
Rye Flours, 98s	....	7 00
Rolled Oats, 90s	3 60	3 80
Rolled Wheat, 100-lb. bbl.	....	7 25
Cracked wheat, bag	....	6 50
Breakfast food, No. 1	....	6 25
Do., No. 2	....	6 25
Rice flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	7 25
Blue peas, lb.	....	0 10
Marrowfat green peas	....	0 07
Graham Flour, 98s	....	4 70
Whole wheat flour	....	4 80
Wheat kernels, 98s	....	7 00
Farina, 98s	....	6 20

Package Oats Lower

Toronto.

PACKAGE GOODS. — A reduction of 20 cents per case is announced on Quaker Oats, bringing the price down to $5.60, which places all brands on an equal price basis. Quotations on other packing goods are unchanged.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	5 60
Do., 20s, square, case	....	5 60
Do., 18s, case	2 00	2 12½
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 11½
Do., No. 2, lb. cartons	....	0 10
Laundry Starch	....	0 09¾
Do., in 1-lb. cartons	....	0 10¼
Do., in 6-lb. wood boxes	....	0 13¼
Do., in 6-lb. tin canisters	....	0 14
Celluloid Starch, case	....	4 70
Potato Flour, case 20 1-lb. pkgs.	....	2 60
Do., case 24 12-oz, pkgs.	....	2 30
Fine oatmeal, 20s	....	6 80
Cornmeal, 24s	....	3 70
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	3 70
Buckwheat flour, 24s	....	3 70
Two-minute Oat Food, 24s	....	2 75
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 70
Do., pearl, case	....	3 70
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to to case	....	7 15
Do., Buckwhest Flour, 18 to case.	....	3 65
Do., Pancake Flour, 18 to case.	....	3 65

Canned Goods Unchanged

Toronto.

CANNED GOODS. — Quotations on canned goods are unchanged, but there seems to be a better feeling in the market, prices are more stabilized and wholesalers report an improvement in the demand. In one quarter Singapore sliced pineapple, No. 1½ tins, is offered at $3.00 per dozen.

Salmon—		
Sockeye, 1s, doz.	....	5 80
Sockeye, ½s, doz.	....	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	....	1 72½
Peas, Standard, doz.	....	1 75
Do., Early June, doz.	1 90	2 00
Do., Sweet Wrinkle, doz.	....	2 25
Beets, 2s, doz.	1 45	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 5
Pumpkins, 2½s, doz.	1 20	1 25
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., do.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.	....	5 25
Blueberries, 2s	2 25	2 40
Jams—		
Apricots, 4s, each	....	1 27
Black Currants, 16 oz., doz.	....	5 15
Do., 4s, each	1 34	1 43
Gooseberry, 4s, each	1 20	1 43
Do., 16 oz., doz.	....	4 50
Peach, 4s, each	....	1 13
Do., 16 oz., doz.	....	4 60
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 1 6oz., doz.	5 15	5 35
Strawberries, 16 oz., doz.	5 15	5 55
Do., 4s, each	1 34	1 43

Dates Are Lower

Toronto.

DRIED FRUITS. — Hallowee dates are offered at 13 cents a pound, which is a drop of three cents per pound. Natural pulled figs in 30 pound bags are quoted at 12½ cents per pound. Evaporated apples are quiet and quotations are holding at 13½ to 14 cents per pound. Raisins are in a strong position with prices in primary markets slightly

higher. Prunes are weak and a reduction in quotations is not unlikely.

Evaporated apples	0 13½	0 14
Candied Peels—		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	0 18½	0 19
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 25
Dromedary, 9 doz. to case	....	7 25
Fard, per lb.	....	0 30
Halowee dates, per lb.	....	0 13
Figs—		
Smyrna layers, 4 crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 12½
Prunes—		
30-40s, 25s	....	0 23
40-50s, 25s	....	0 21
50-60s, 25s	....	0 18
60-70s, 25s	....	0 15½
70-80s, 25s	....	0 14
90-100s, 25s	....	0 11
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 30
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 29
Valencia	....	0 23

Cocoanut Quoted Lower

Toronto.

NUTS.—Shelled almonds continue to be easy and prices on future shipments will be lower than present spot stocks. One importer expected a shipment of these cheaper shelled almonds during this week, but later advices state that the shipment will not arrive much before the end of the month. French shelled walnuts in primary markets are firm and in strong demand. The first shipment of new crop shelled walnuts is due to arrive during the coming week. Unsweetened cocoanut is offered at a reduction of three cents per pound, now quoted 32 cents. Whole cocoanuts are quoted at $8.50 per sack.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	....	0 14
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	8 50
Cocoanut, unsweetened, lb.	....	0 32
Do., shred	....	0 28
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 48	0 55
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	....	0 55
Peanuts, Spanish, lb.	....	0 15
Do., Chinese, 30-32 to oz.	....	0 12
Do., Java	....	0 14
Brazil nuts, lb.	....	1 20
Pecans, lb.	....	1 15

Spot Coffees Steady

Toronto.

COFFEES.—Although prices on coffee in primary markets have reached almost pre-war levels, the increased cost on delivery in Canada practically offsets the lower prices. With a duty of 7½ cents per pound, freight increase of about 50 per cent. and the exchange, have a tendency to keep coffee at about present prices. Some reductions have been made during the past month, but in view of the above conditions it is not likely that further reductions will be made to any great extent.

Java, Private Estate	0 51	0 53
Bogotas, lb.	....	0 43
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Mocha, lb.	0 52	0 55
Rio, lb.	....	0 24
Santo	....	0 35

Cream of Tartar Lower

Toronto.

SPICES. — Cream of tartar is now quoted at 55 cents per pound, a reduction of 10 cents. Two ounce packages are now $1.25 per dozen and eight ounce packages $2.40. Cloves are down ten cents per pound, now quoted 55 cents. A general reduction on all spices is expected in the near future.

Allspice	0 21	0 23
Cassia	0 35	0 40
Cinnamon	....	0 55
Cloves	....	0 55
Cayenne	0 35	0 37
Ginger, Cochin	....	0 35
Do., Jamaica	....	0 45
Mustard, pure	....	0 55
Herbs — sage, thyme, parsley,		
Pastry	0 35	0 38
Pickling spices	....	0 30
Mace	....	0 55
Peppers, black	....	0 30
Do., white	....	0 42
Paprika, lb.	0 80	0 85
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 55
Do., 80s	....	0 60
Do., 64s	....	0 70
Do., ground	0 40	0 50
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Carraway seed, whole	....	0 30
Tumeric	....	0 23
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 55
American high-test, bulk	....	0 55
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Fine Ceylon Teas Higher

Toronto.

TEAS. — Fine grade Ceylon teas in primary markets show a strong situation, with prices advanced and the offerings smaller. There is an indication that all grades will become firmer, as production is being cut down, and the heavy stocks are gradually being reduced. Spot stock quotations are unchanged.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Lemons Are Lower

Toronto.

FRUIT. — Messina lemons are offered at $4.00 per case and 25 cents per case less in five-box lots. Navel oranges are quoted at $4.75 to $5.50 per case. Malaga grapes are becoming scarce and are quoted at $15.00 per keg. Cranberries are higher, now quoted $14.00 per half barrel box. Bananas are easier, now quoted 8½ cents per pound, including packing.

Oranges, Floridas—		
126s, 150s, 176s, 200s, 216s	....	4 50
220s	....	4 50
288s, 324s	....	4 50
Oranges, California Navels—		
100s	....	4 75
126s	....	5 25
150s, 176s, 200s, 216s, 250s	....	5 50
288s	....	5 00
324s	....	4 75
Grapefruit—		
64s, 70s, 80s, 96s	5 50	5 75
Bananas, Port Limons	....	0 08½
Lemons, Cal.	....	4 50
Do., Messinas, 30s	....	4 00
Grapes—		
Malagas, bbls.	14 00	15 00
Apples, Ontario—		
Spies, No. 1s	....	7 00
Spies, No. 2s	....	6 00
Baldwins, No. 1s	....	6 00
Baldwins, No. 2s	....	5 00
Greenings, No. 1s	....	6 00
Greenings, No. 2s	....	5 00
B. C., in boxes	....	3 85
Cranberries, ½ barrels	....	14 00
Tangerines, Florida	4 00	5 00
Pomegranates, half boxes	....	4 00

Vegetables Are Quiet

Toronto.

VEGETABLES. — The vegetable market is quiet after the holidays. Potatoes are holding steady at $1.75 to $1.85 per bag. Celery is up 50 cents per case, now quoted $5.00.

Cabbage, Can., per bbl.	....	1 25
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	1 00	1 25
Onions, 100-lb. sack	....	1 75
Do., Spanish, large crate	....	6 00
Potatoes, per bag	1 75	1 85
Sweet Potatoes, hampers	....	3 00
Celery, crates, 6 to 7 doz.	....	5 00
Hot House Tomatoes, lb.	....	0 50
Mushrooms, 3-lb. basket	....	3 00
Cal. Head Lettuce, 4 doz. crate	....	4 75
Cauliflowers, standard crate	....	6 00

Honey Unchanged

Toronto.

HONEY.—The market for honey is unchanged under a light demand.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, Extracted, white clover		
Ontario, No. 1, white clover, in 30 and 60 pound tins	....	0 25
10 lb. tins, per lb.	....	0 26
5 lb. tins, per lb.	....	0 27

Rice Market Steady

Toronto.

RICES. — Quotations on rices are unchanged. The market is fairly steady.

Honduras, broken, per lb.	....	0 08
Blue Rose, lb.	0 10½	0 11
Siam, broken, per lb.	0 09	0 10
Siam, per lb.	0 10	0 11
Japans, per lb.	0 11½	0 12½
Chinese, XX	....	....
Do., Simiu	0 15	0 16
Do., Mujin, No. 1	0 14½	0 16
Do., Pakling	0 13	0 14
White Sago	....	0 10
Tapioca, per lb.	....	0 10

Maple Syrup Lower

Toronto.

MAPLE SYRUP. — Pride of Canada maple syrup has been reduced. New quotations are as follows: Cases, 36 16-ounce bottles, $7.35 per case; cases, 24 32-ounce bottles, $20.60; cases, 24 2½ tins, $22.75; cases, 12 5 tins, $21.00.

Oxo Cubes Advance

Toronto.

BEEF EXTRACT. — Oxo cubes fours

have been advanced to $1.10 per dozen and tens $2.75 per dozen.

Macaroni Reduced

Toronto.

MISCELLANEOUS. — L'Etoile macaroni, spaghetti and vermicilli, 16-ounce packages, are reduced to $4.50 per case, and 8 ounce packages $2.60 per case. McLaren's peanut butter is reduced. New quotations are as folows: Two-pound tins, $6.75 per dozen; five pound tins, $17.00 per dozen; 15 pound tins, 23 cents per pound, and 24 pound tins, 22 cents per pound. Kkovah products show a reduction all along the line.

Soap Offered Lower

Toronto.

SOAPS. — Although the list price of laundry soap has not been changed, some wholesalers are offering laundry soaps at $8.25 to $8.60 per case.

Biscuits Are Reduced

Toronto.

BISCUITS. — A reduction of one to three cents per pound on biscuits is announced on practically all lines.

WINNIPEG MARKETS

WINNIPEG, Jan. 5.—There are practically no price changes in the markets for general groceries during the week. Sugar is steady at $11 per hundred. Cereals, both bulk and packages, are steady. Canned goods show a better movement but retailers continue to buy in small quantities. Evaporated apples show a slight decline. Oranges, lemons and bananas are lower and are arriving freely.

Sugar Steady

Winnipeg.

SUGAR.—The primary sugar market during the earlier part of the week showed a decline, but later has shown a fimer undertone. Granulated sugar on the local market is being quoted at $11.00 per hundredweight.

Corn Syrup Unchanged

Winnipeg.

SYRUP.—Both cane and corn syrup remain steady with quotations unchanged. There is no change at present on molasses but an advance is expected, due largely to the increased freight rates and rate of exchange.

CANE SYRUP—		
No. 2s	....	7 30
No. 5s	....	8 40
No. 10s	....	7 85
No. 20s	....	7 65
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 45
Cases, 5-lb. tins, white, 1 doz. in case	....	7 20
Cases, 10-lb. tins, white, ½ doz. in case	....	6 95
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 95
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 85
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 60
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 35
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	6 35
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in ease	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

No Change in Cereals

Winnipeg.

CEREALS.—The cereal market shows no change during the week. Rolled oats are quoted at $3.10 per bag, with oatmeal at $5.50 and cornmeal at $3.40 per bag. Package cereals are ruling quiet and unchanged. The demand for bulk cereals has been fairly good.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square cartons	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	3 80
Puffed Wheat, 3 doz. case, case	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case	....	3 75
Cream of Wheat, 3 doz. case, case	....	9 00
BULK CEREALS		
Rolled Oats, 80s, per bag	....	3 10
Do., 40s, per bag	....	1 58
Do., 20s, per bag	....	0 83
Do., 10-8s, per bale	....	3 95
Do., 15-6s, per bale	....	4 80
Oatmeal, 98s, gran. or stand., bag	....	5 50
Wheat Granules, 98s, per bag	....	3 25
Do., 16-6s, per bale	....	7 00
Peas, whole, green, 100-lb. bag, per bush.	....	4 75
Do., split, yellow, 98s, per bag	....	8 45
Do., split, yellow, 49s, per bag	....	4 30
Beans, fancy, hand picked, 100 lb. bag, bushel	....	4 55
Do., Lima, 100-lb. bag, per lb.	....	0 14
Barley, Pot, 98s, per bag	....	4 25
Do., pearl, 98s, per bag	....	5 75
Cornmeal, 98s, per bag	....	3 40
Do., 24s, per bag	....	0 90
Do., 10-10s, per bale	....	4 65
Buckwheat grits, whole, 98-lb. bags, per bag.	....	10 25

Nut Market Steady

Toronto.

NUTS.— The nut market shows no change since our last report.

NUTS, SHELLED—		
Almonds, per lb.	0 50	0 54
Spanish Peanuts, No. 1, per lb.	....	0 14
Pecans, per lb.	....	1 10
Walnuts, per lb.	....	0 54
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 25
Almonds, per lb.	....	0 30
Filberts, per lb.	....	0 20
Walnuts, per lb.	....	0 25
Pecans, per lb.	....	0 30

Tea Holds Firm

Winnipeg.

TEAS.—Fine tea prices are fully maintained with no change in quotations on spot stocks.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 43	0 50
Do., second quality	0 43	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Canned Goods In Demand

Winnipeg.

CANNED GOODS.—Canned goods, especially canned fruits and vegetables continue to show an improvement. Retailers while not buying in large quantities are placing orders for smaller quantities more frequently. Late arrivals of California canned fruit and vegetables, which are now on the market, has shown an increase in price, due largely to the increased rate of exchange and the higher freight rates.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,	9 85	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case	....	22 00
Do., ½s, flat, 8 doz. in case	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case	....	16 25
Cohoe, 1s, tall, 4 doz. case	....	18 00
Do., ½s, flat, 8 doz. case	....	16 00
Pink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case	....	11 00
Humpback, 1s, tall, 4 doz. case	....	8 60
CANNED FRUIT (Canadian)	Per case	
Apples, 6 tins in case, per case	3 00	3 85
Blueberries, 2s, 2 doz. case	....	7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	7 00	7 65
Pears, 2s, 2 doz. case	8 30	9 00
Plums, Greengage, 2s, 2 doz. case	....	6 45
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 05
APPLES—		
Raspberries, 2s, 2 doz. case	10 50	11 00
Strawberries, 2s, 2 doz. case	9 75	10 00
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 85
Peaches, 2½s, 2 doz. case	....	13 25
Peaches, sliced, 1s, 4 doz. case	....	15 00
Do., halved, 1s, 4 doz. case	....	15 00
Do., 2s, 2 doz. case	....	10 00
Corn, 2s, 2 doz. case	3 80	4 20
CANNED VEGETABLES	Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Beans, Golden Wax, 2s, 2 doz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 75
Pears, 1s, 4 doz. case	....	17 00
Pineapples, sliced, 2s, 2 doz. case	8 00	8 75
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz. case	....	3 00
Sauer Kraut, 2½s, 2 doz. case	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz. case	4 00	4 60
Spinach, 2½s, 2 doz. case	6 75	7 25

Evaporated Apples Lower

Winnipeg.

DRIED FRUITS.—Evaporated apples are reported slightly easier. Prunes remain weak, with raisins continuing firm. Spanish Valencia raisins are selling at a lower figure than the California variety. Other lines of dried fruit show no change.

DRIED FRUIT		
Evaporated Apples, per lb.	....	0 18
Currants, 90-lb., per lb.	....	0 22
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb.	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00

Loganberries, 4 doz. case, pkt....	....	0 35
Peaches, standard, per lb.	0 28	0 30
Do., choice, per lb.....	0 27½	0 28½
Do., fancy, per lb.....	0 32	0 33
Do., Cal., in cartons, per carton	1.56	1.62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.....	....	0 30
Do., Cal., cartons, per carton.	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 24
40-50s, 25s, per lb.	....	0 19½
50-60s, 25s, per lb.	....	0 18¾
60-70s, 25s, per lb.	....	0 16¾
70-80s, 25s, per lb.	....	0 15
80-90s, 25s, per lb.	....	0 13½
90-100s, 25s, per lb.	....	0 13½
In 5-lb. cartons, per carton ...	....	1 25
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	....	0 23
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 27½
Apricots, choice, 25s, lb.....	....	0 45
Do., 10s, lb.	....	0 47
Do., Standard, 45s, lb.	....	0 40
Do., choice, 10s, lb.	....	0 42
Do., fancy, 45s, lb.	....	0 50
Do., do., 10s, lb.	....	0 52

Coffee Market Dull

Winnipeg.

COFFEE.—The coffee market continues very dull and trading for this commodity is practically stagnant.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Snatos, lb.	0 42	0 44

Jamaica Ginger Lower

Winnipeg.

SPICES.—Jamaica ginger is a little lower. Black pepper in primary markets has shown a decline, but this will not affect the local market till at least another three months, when these goods will be arriving in the markets.

Allspice, Jamaica, best quality, lb.	....	0 23
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 75
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb....	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz....	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, do., per lb.....	....	0 50
Pickling, ¼-lb. pkg., per doz....	....	1 00
Do., bulk, No. 1, per lb.....	....	0 28
GROUND SPICE.		
Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 30
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 80
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75

Rice Market Weak

Winnipeg.

RICE.— The rice market continues weak, with no change in prices on the local market, but lower prices are expected shortly.

RICE—		
No. 1 Japan, 10-lb. sacks, lb.	....	0 13
Do., 50-lb. sacks, lb.	....	0 13⅛
Siam, Elephant, 100-lb. bags..	....	0 09½
Do., 50-lb. bags, lb.	....	0 09⅝
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 08¾
Do., in less quantities, lb.	....	0 09
Tapioca, pearl, per lb.	....	0 08¾

Flour Trade Dull

Winnipeg.

FLOUR. — The flour business is very quiet and is practically at a standstill. The trade is expecting an improvement in purchases very soon. Manitoba flour is quoted at $10.85 per barrel, with 98 pound jute sacks at $5.42½.

Fruit Prices Lower

Winnipeg.

FRUIT.—The wholesale fruit houses report business very quiet this week. Practically all lines of fruit with the exception of grape fruit and apples are lower. Navel oranges are being quoted at $7.00 to $7.50 per case. Large quantities of excellent quality lemons are on the market and are ranging from $6.00 to $6.50 per case. Bananas are arriving more freely and are now quoted lower than for many months at 12 cents per pound. Grape fruit and apples show no change in prices.

Vegetables Unchanged

Winnipeg.

VEGETABLES.—There has been no change in quotations on vegetables during the week. The market is quiet, under a light demand. California head lettuce is now quoted at $5.00 per case. California celery $10.00 per case and California cauliflower at $3.50 per case. California tomatoes in lugs are arriving in very small quantities and are quoted $6.00 to $6.50 per lug. Potatoes in single bushel lots are bringing $1.75 per bushel, and in larger lots around $1.60 per bushel. Carrots and turnips are being quoted at $2.50 to $3.00 per cwt.

Co-operation Among Niagara Fruitmen Is a Necessity

Representative fruit growers, as well as dealers in the Niagara district, recently met in Hamilton, and further discussed the matter of a co-operative union of fruit men. Hon. Manning Doherty, who was present, stated that he would see to it that his department would provide the salary of the manager of the growers' association for the first year. In doing so, he emphasized the necessity of some scheme of co-operation among the fruitmen of Niagara district. Official encouragement, he thought, was of little avail, when no outlet was available for the product. In the past an outlet was not available.

Will Solicit Stock Subscriptions

Following the official endorsation of the Minister of Agriculture, tentative organization was proceeded with, in the hope that the crop of the coming season may be marketed through the channels of the proposed Niagara Peninsula Growers, Limited. In so far as actual incorporation goes, much depends on the reports yet to be presented by two committees, one of which is to satisfy itself as to promised volume of business, economic stability and efficient management, and the second of which is charged with the matter of enlisting stock subscriptions from peninsula growers. The meeting approved of incorporation on a subscribed capital of $200,000, based upon a total of 2,000 shares valued at $100 each, thus providing for an ultimate total membership of two thousand.

Committee to Canvass

Following are the members of the committee appointed to canvass the peninsula with a view to interesting growers in subscribing for shares in the proposed company:

Messrs. H. L. Roberts, Grimsby; J. P. Bridgman, Winona; Arthur Smith, Vineland; A. Onslow, Niagara-on-the-Lake; A. A. Craise, St. Catharines; Geo. Brown, Fonthill; W. F. W. Froher, Burlington; H. Usher, Queenston.

STAGNATION IN THE MARKET FOR COD IS BEING INVESTIGATED

St. John's, Nfld., Dec. 31.—The Newfoundland government is sending a personal representative to Southern Europe in an effort to end the stagnation in the market for Newfoundland codfish at Mediterranean ports. William Coaker, Minister of Fisheries, was a passenger on the steamer Sachem, leaving for Liverpool, and will proceed to leading ports in Italy, Spain, Portugal and Greece.

These countries customarily absorb about two-thirds of the annual catch of codfish in the waters about this island. This year, however, sales have been very scanty. The colonial government now controls the marketing of fish and importers at Mediterranean ports have refused to pay the prices fixed by the government.

The result is that a large proportion of this year's catch remains unsold, and as the fisheries are the principal industry of the colony there is at present considerable business depression.

The Swift-Canadian Co., Ltd., of Winnipeg Man., held their annual banquet at the Royal Alexandra Hotel last week, December 29th, and it was attended by every salesman working out of the Winnipeg plant. Addresses were given by R. B. Hunter, general manager, T. C. Norris, Premier of Manitoba, and J. H. Gifford, of Chicago.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 5.—Slight reduction on rolled oats and change in differential. One wholesaler offering best makes jams, fours at $12.00 per case and orange marmalade, fours at $10.00 per case. Siam rice is quoted at $7.00 to 8.50. No. 1 Japan rice $8.50 to $9.00. Prunes are lower, now quoted 90-100s at 10 to 12 cents, and 70-80s at 13½ to 15 cents per pound. Evaporated apples 50s are 15 to 17 cents per pound. Shorts are reduced $3.00 per ton. Gingerbread molasses is down 25 cents per case. One line of baking powder, jelly powder, baked beans, tomato chutney, chili sauce are lower. Oxo cubes are higher. Local storage stocks of eggs are practically cleaned up.

Beans, B.C.	7 25	7 50
Rolled oats, 80s	....	3 25
Rice, Siam	7 00	8 50
Japan, No. 1	8 80	9 50
Tapioca	8 00	9 00
Sago	8 00	9 00
Sugar, pure cane, gran., cwt.	....	12 52
Cheese, No. 1, Ont., large	0 29½	0 30½
Alberta cheese, twins	....	0 29
Do., large	....	0 28
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 45	0 50
Lard, pure, 3s	....	15 90
Eggs, new laid, local, case	....	24 00
Do., storage, case	19 50	21 00
Tomatoes, 2½s, standard, case	4 25	4 50
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	4 35	4 60
New early June peas, case	....	4 50
Strawberries, 2s, Ontario, case	10 00	10 30
Raspberries, 2s, Ontario, case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 15	0 17
Do., 25s, lb.	0 16½	0 18½
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 10	0 12
Do., 70-80s	0 13½	0 15
Potatoes, local, ton	....	45 00
Walnuts, per lb.	....	0 30
Pecans, lb.	....	0 30

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 5.—The markets seem to have settled down to steady prices and with few exceptions prices remain stationary. Business is fair with plentiful stocks of nearly all commodities. Siam rice dropped $3.00 per hundred, now quoted $7.00 to $7.50. Molasses declined to 85 to 90 cents. Pure and compound lard declined one cent per pound. Potatoes are in good supply and easier at $3.25. Yellow sugar now quote at $10.10.

Flour, No. 1 patents, bbls., Man.	....	13 35
Cornmeal, gran., bags	....	4 60
Do., ordinary	....	3 15
Rolled oats	....	10 00
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	15 00	16 00
Molasses	0 85	0 95
Sugar—		
Standard, granulated	....	10 60
No. 1, yellow	....	10 10
Cheese, N.B.	0 29½	0 30
Eggs, fresh, doz.	0 90	1 00
Do., cast	0 75	0 80
Lard, pure, lb.	0 24	0 24½
Do., compound	0 18¼	0 18½
American clear pork	49 00	51 00
Tomatoes, 2½s, standard, case	....	4 20
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 40	0 45
Butter, creamery, per lb.	....	0 65
Do., dairy	0 55	0 58
Do., tub	0 53	0 55
Peaches, 2s, standard, case	7 15	7 20
Corn, 2s, standard, case	....	3 60
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	...
Potatoes, per bbl.	....	3 25
Lemons, case	6 50	7 50
Oranges, Florida	6 00	7 00
Do., California	6 50	7 00
Bananas, lb.	....	0 11
Grapefruit, case	6 50	7 50

SHORT STOCKS SALESMANSHIP AND GRIT

Continued from page 32

keeping short stocks and turning them often.

If merchants generally could get over the idea that it is smart, or good business, or adds to their prestige to become known as "big buyers," they would make more money by a long way, and sidestep a lot of worry besides. Surely it is better to know that your bills are within your capacity to discharge, that you can take all discounts and are sure of a fine margin, than to be known as a "liberal buyer."

Mannining Liberal Minded with his Neighbors

An interesting characteristic of Fred Mannining is his liberality with his neighbors and competitors. He will go out of his way to help any of them. He makes no secret whatever of his business, his turnover, his margins, his sales plans. It was thus from the beginning. Hence, when fire had disorganized his business, a neighbor filled his orders for him. He was able to run his salvaged stock into a vacant store, wire for more goods, and have his trade supplied by a competitor while he was recouping.

To-day, as president of the Retail Merchant's Association in his district, to which office he has been elected thrice running, he devotes so much time and effort freely to the benefit of others' business, to the improvement of merchandising, that his own affairs would suffer seriously if he had not an able lieutenant in a younger brother.

Mannining is a good exemplar of Solomon's saying: "The liberal soul shall be made fat, and blessing shall be upon the head of him that selleth."

PATERSON BISCUIT SALESMEN MEET

Continued from page 31

fectionery and reviewed the confectionery situation from this standpoint.

E. J. A. Kennedy, of the E. J. A. Kennedy Co., Toronto, who recently opened an office there to act as representative for Paterson's biscuits, was present.

A reduction in the price of biscuits was announced during the convention. A number of the principal fancy lines are reduced from 33 cents to 30 cents to the trade and reductions on others are from 1 cent to 2 cents. Soda biscuits are reduced 1 cent a pound in bulk. These changes went into effect the first of the year.

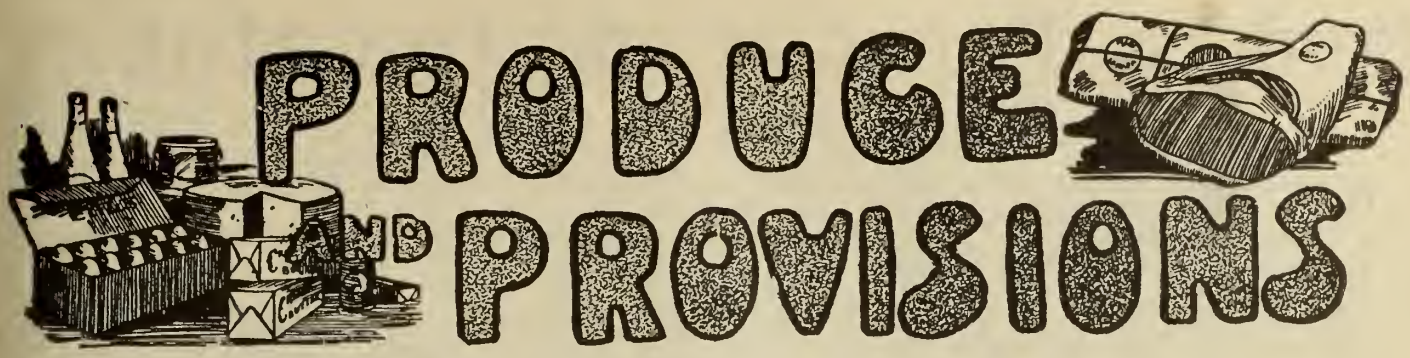
RED ROSE SALESMEN MEET

Salesmen covering the Maritime Provinces for the T. H. Estabrooks Co., Ltd., met at the company's offices, in St. John, on Thursday, December 30th. The work of the year was reviewed and plans were outlined for the coming year. Optimistic reports were received from all sections of the provinces and prospects for good business in 1921 are bright. The following salesmen attended: L. C. Armstrong, B. Marshall Armstrong, G. A. Trites, A. R. Smith, H. G. O'Dell, A. A. McAdam, Le B. Pridham, J. V. Keirstead, F. R. Le Clair, Harvey Colwell, E. A. Allain, E. L. Prew.

ALBERTA TRAVELLERS ELECT OFFICERS FOR N. W. ASSOCIATION

The elections of Alberta officers of the North West Commercial Travellers' Association, of Canada, held in Winnipeg recently, resulted as follows:

Vice-president of the association, Wm. Smith, Edmonton; member of the executive committee, "Gren" Caldwell, Edmonton; advisory board president, W. C. Stirling, Edmonton; vice-president, J. L. Bond, Edmonton; treasurer, J. McDonald, Calgary; directors, A. H. Moyes, Calgary; J. Wallace Jarman, Edmonton; R. W. Watson, Calgary; R. A. Parrish, Edmonton; W. McLennan, Edmonton; J. W. Burton, Calgary; A. J. Brown, Edmonton.



Illustrated Meat Quotations Help Sales

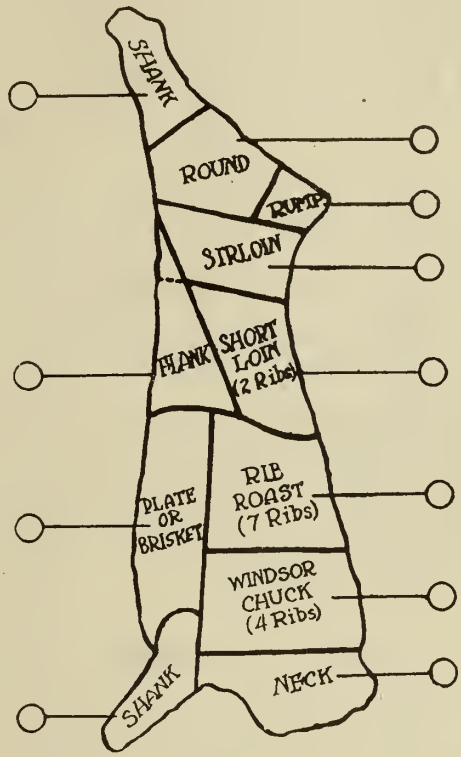
Almys of Montreal Use Large Diagram of Side of Beef in Meat Department—Makes Customers More Familiar With the Different "Cuts" of Meat

MONTREAL, Dec. 28.—A rather novel and effective idea has been adopted by Almy's Limited, Montreal, in their provision department. The plan serves the double purpose of making their customers more familiar with the different cuts of meat, and at the same time silently quoting the prices upon all these different cuts.

For this purpose a large painting of a side of beef has been made on one of the walls directly behind the counter. This painting is blocked off in sections showing how the beef is cut and naming each section. From each section a black line runs out to the margin to a small circle. In the centre of this circle is a hook where the price tags are hung. When the quotations on these different cuts change it is only a matter of lifting off the particular tag and replacing it with the current price.

Helps Slow Sellers

In speaking of this idea to a Canadian Grocer representative, D. A. Cooke, the manager of this department, said: "This idea not only interests the customers and attracts their attention to this department but it gives them a clear idea of how the beef is carved for the market. A great many people are familiar with the names of these different cuts but have no idea just from what part of the carcass they are taken. When they see this diagram their interest is aroused and they know just what to ask for when



they desire a particular piece of meat. It saves our men time in many cases and also creates a sale for some lines that are perhaps slow sellers since people are not so familiar with the names given to them."

Herrings Are Moving Freely

Lumber and Mining Camps are Buying Large Quantities of Holland and Labrador Herrings Oysters Also in Brisk Demand

By D. B. Drysdale

AS IS usual at this season large orders are being received from the lumber and mining camps in Northern Ontario. From the varieties ordered there is but little doubt that the favorite articles in the fish line in these districts are Holland and Labrador herrings.

Large shipments of this season's catch in these two lines are on hand, and a substantial increase in the sale of them is noted.

Oysters Moving Freely

Oysters are also moving freely. This is probably because this is the season for oyster suppers. Although there is no dearth of these on hand it is advisable to place orders about a week ahead. This does away with the possibility of being disappointed at the last minute by non-delivery. Oysters have good keeping qualities and the only attention required is to see that they are kept cold but not allowed to freeze.

Qualla Salmon Receipts Heavy

Large shipments of Qualla salmon have been brought through from the Coast. The pink Qualla is offered at 9 cents per pound in case lots, a good percentage of the pinks cut a good red color, others a pale salmon color, but equal in quality and flavor with the reddest. There is a good demand for these with the restaurant trade. They are also suitable for slicing, selling as whole fish, or for cutting into boiling pieces. Silver Bright Qualla, a bright ocean caught salmon with fine grained red meat and the largest of the three varieties on the market, are offered at 10 cents per pound in case lots. These are particularly recommended for slicing. Also Silver Bright Qualla in medium sizes at 11 cents per pound in case lots.

Of late salmon and cod have been somewhat scarce in the Gulf of St. Lawrence. Fishermen attribute the cause of this to be that the Gulf has lately been the scene of frequent visits by porpoises in great numbers. These scavengers of the sea are capable of consuming about one hundred pounds of fish each per day. There is but little doubt that they are to blame for the scarcity in this territory.

Harold de V. Partridge of the T. H. Estabrooks Company, Ltd., St. John, N. B., will leave on a western trip January 1, spending some time at the Toronto and Winnipeg branches of the company.

S. H. White, Sussex, N.B., a business man in that town for a number of years, passed away recently, following an illness extending over a year. He started business in groceries only, but later organized the Sussex Mercantile Co.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Jan. 5.—The holiday week preceding this week has had a rather quieting effect on the produce market. The market in general is not active and the demand is not large. Smaller offerings of both hogs and beef have had the effect of strengthening the quotations so that hogs are now being sold at as high as $17.50 per cwt. This condition is not stable, however, and dealers state that lower prices may be expected early next week if not before, with larger offerings. While there is additional strength to the beef market, prices in a wholesale way are unchanged and firm. Lard and shortening are both firm with an indication that lard has struck the bottom price. Eggs are unchanged but quotations are strong with smaller offerings. Butter and cheese are unchanged in price. The market for fish is quiet after the holidays and the fact that there is another holiday this week in Quebec has not done anything to make business more active. Fish prices are unchanged. Quotations on poultry are a little easier after the big demand of the last two weeks. The market for smoked meats shows more strength with slightly higher prices in some lines as a result of the higher pork market.

Higher Prices For Hogs

Montreal.

FRESH MEATS.—After the holidays the offerings of beef and hogs on the market are rather small. This has resulted in firmer prices on beef and higher prices on hogs. As high as 17½ cents per pound was offered for hogs early this week. It is not expected, however, that these prices will hold and towards the end they may drop to 17 cents. There is every indication that within the next few weeks the prices on hogs will drop considerably with larger offerings. The quotations on beef are simply holding firm with a stronger market.

FRESH MEATS

Hogs, live (selected)	0 17	0 17½
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 25½	0 26
Fresh Pork—		
Legs of pork (foot on)	....	0 33
Loins (trimmed)	0 37	0 38
Bone trimmings	....	0 28
Trimmed shoulders	0 28	0 29
Untrimmed	....	0 26½
Pork sausage (pure)	....	0 25
Farmer sausage	....	0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18

Fresh Beef—

(Cows)		(Steers)	
$....	$....	..Hind quarters..	$0 22	$0 30
0 10	0 15	..Front quarters..	0 12	0 17
0 36	0 38	..... Loins	0 40	0 45
0 16	0 25	..... Ribs	0 16	0 28
0 10	0 13	.... Chucks	0 10	0 15
0 20	0 26	..... Hips	0 20	0 29
Calves (as to grade)			0 18	0 26

Barrelled Meats Unchanged

Montreal.

BARRELLED MEATS.—There is no change this week in the quotations on barrelled meats. The stronger tendency of the cattle and hog market gives strength to these prices but the local demand is not large at the present time.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	29 00	54 00
Clear fat backs (bbl.), 40-50 pieces	25 75	47 50
Heavy mess pork (bbl.)	20 75	37 50
Plate Beef	....	25 00
Mess Beef	....	23 00

Cooked Meats Unchanged

Montreal.

COOKED MEATS. — There is no change this week in quotations on cooked meats.

Jellied pork tongues	....	0 40
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 33
Hams, cooked	0 61	0 68
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 63
Head Cheese, 1-lb. molds, per doz.	....	2 00
Do., 6-lb. tins, per lb.	....	0 16
Do., 25-lb. pails, per lb.	....	0 15

Some Bacon Higher

Montreal.

SMOKED MEATS.—The higher prices paid for hogs are reflected in a stronger market for smoked meats. There are only a few changes in quotations which are limited to slightly higher quotations on the better grades of bacon. This higher market is not expected to hold for long since lower quotations are expected on hogs within the next two weeks.

BACON—		
Breakfast, best	0 38	0 46
Smoked Breakfast	0 44	0 48
Cottage Rolls	....	0 36
Picnic Hams	....	0 32
Wiltshire	0 43	0 47½
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 37
Do., 14-20	....	0 37
Do., 20-25	....	0 33
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

Egg Prices Unchanged

Montreal.

EGGS.—There is no change this week in the quotations on eggs. The market is holding very firm with a good demand. The prevailing price is one dollar per doz. for strictly fresh eggs and the offerings are not as large this week as they were prior to the holiday.

EGGS—		
Strictly fresh	0 96	1 10
Selects	....	0 72
No. 1	0 64	0 66
No. 2	0 52	0 60

No Change in Cheese

Montreal.

CHEESE.—There is no change this week in the quotations on the local cheese market. Prices are holding firm.

CHEESE—		
New, large, per lb.	....	0 27
Twins, per lb.	....	0 27
Triplets, per lb.	....	0 27
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 33	0 34
Quebec	0 27	0 29

Shortening Prices Steady

Montreal.

SHORTENING.—The shortening market follows the tendencies of lard and holds firm at quotations given. The influences which affect the lard market also come into play in connection with shortening.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 19½
Tubs, 60 lbs.	0 23½	0 25
Pails, 20 lbs., per lb.	....	0 20½
Bricks, 1 lb., per lb.	....	0 22

Lard Quotations Firm

Montreal.

LARD.—The lard market is holding firm this week with quotations unchanged. The added strength of the hog market would indicate that the market for lard has additional strength. The dealers here express the opinion that the lard market has struck bottom and that the price will, at least, hold firm if it does not go to higher level. The trade is only fair after the holidays but business is all that can be expected at the festive season.

LARD—		
Tierces, 360 lbs.	0 23	0 24½
Tubs, 60 lbs.	0 23*	0 25
Pails, 20 lbs.	0 25	0 26
Bricks	0 27	0 28

Butter Market Holds Firm

Montreal.

BUTTER.—The butter market remains unchanged when business is resumed this week after the holiday. The demand locally is rather quiet but as much business is being done as is expected at this time. The export market showed a little improvement towards the end of last week and this has a tendency to firm up local quotations.

BUTTER—		
Creamery prints, qual., new..	0 52	0 54
Do., solids, quality, new	0 50	0 53
Dairy, in tubs, choice	0 48	0 50
Do., prints	....	0 49

Easier Prices on Poultry

Montreal.

POULTRY.—There are some easier quotations made this week on poultry after the big demand for the Christmas and New Year trade. The market is rather quiet and the offerings are not large, principally on account of the bad

condition of the roads throughout the country. Supplies on hand are offered at lower prices in many cases particularly on turkeys and geese.

POULTRY—

Turkeys, per lb.	0 50	0 56
Chickens	0 33	0 38
Fowl	0 26	0 32
Roosters	0 23	0 25
Ducks	0 33	0 40
Geese	0 30	0 34

Fish Business Quiet

Montreal.

FRESH FISH.— There is no change this week in the quotations made on fresh fish. The holidays during the past week have had a quieter effect on the fish business. Prices are holding firm and the supplies arriving are quite sufficient to meet the demand.

FRESH FISH		
Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07
Flounders	....	0 10
Live Lobsters	....	0 60
Halibut, med.	....	0 24
Do., chicken	....	0 17
Fresh eels, per lb.	....	0 15
Fresh herrings, each	....	0 07
Doree	....	0 20
Fresh Herrings	....	0 06
FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	....	0 23
Mackerel	0 15	0 16
Pike, headless and dressed	....	0 14
Market Cod	0 06	0 06½
Sea Herrings	0 06	0 07
Salmon dr., Spring	....	0 28
Salmon, Cohoes, round	....	0 20
Salmon, Qualla, hd. and dd.	....	0 11
Whitefish	....	0 21
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	6 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddie, 15-lb. box.	....	0 14
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35
BULK OYSTERS		
Standard, No. 1	....	3 25
Do., No. 3, can	....	9 50
Selects, No. 1, can	....	3 75
Selects, No. 3, can	....	11 00
Jars, 1 doz. box	....	6 50
Do., 2 doz. box	....	12 50

ONTARIO MARKETS

TORONTO, Jan. 5.—Light receipts of hogs had the effect of firming up prices during the week, packers are out this week offering lower prices, whether they will be successful in pulling down prices will depend a great deal upon the quantity offered. Dressed hogs are advanced two dollars per hundred. Beef cuts are up one to two cents per pound. Veal is also higher. Cooked hams are slightly easier. Local stocks of storage eggs are practically cleaned up. Supplies of fresh eggs have shown a slight increase but not sufficient to change quotations. There is a more stabilized feeling in the butter market owing to stocks being reduced to such a point that it is felt that the balance can be moved off without any further reductions. Shortening is down one cent per pound with the market still weak. Lard is unchanged. Reductions are noted on some kinds of fish, but the market generally continues steady.

Dressed Pork Moves Up

Toronto.

FRESH MEATS. — The hog market was stronger and prices slightly higher during the week. This was attributed to the light receipts and the heavy demand, packers, however, are offering a lower price for this week, and whether they will be successful will all depend upon the quantity arriving. Dressed pork is advanced $2.00 per hundred, bringing the price up to $22.00 to $24.00. Dressed beef cuts are up from one to two cents per pound. Veal is also higher. Spring lamb is down about one cent per pound, while mutton is unchanged.

Hogs—		
Dressed, 70-100 lbs., per cwt.	22 00	24 00
Live, off cars, per cwt.	....	16 50
Live, fed and watered, per cwt.	....	16 75
Live, f.o.b., per cwt.	....	15 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 28½
Loins of pork, lb.	....	0 40
Fresh hams, lb.	....	0 31
Tenderloins, lb.	....	0 63
Spare ribs, lb.	....	0 21
Picnics, lb.	....	0 23
New York shoulders, lb.	....	0 26½
Montreal shiulders, lb.	....	0 26½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 22	0 25
Front quarters, lb.	0 15	0 17
Ribs, lb.	0 25	0 30
Chucks, lb.	0 14	0 15
Loins, whole, lb.	0 32	0 40
Hips, lb.	0 18	0 22

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 22	0 25
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 14	0 18

Above prices subject to daily fluctuations of the market.

Bacon and Hams Unchanged

Toronto.

PROVISIONS.—Cured meats are ruling steady to easy with quotations unchanged.

Hams—		
Small, to 12 lbs.	....	0 38
Medium, 12 to 30 lbs.	....	0 36
Large, 20 to 35 lbs. each, lb.	....	0 31
Heavy, 35 lbs. and upwards	....	0 28
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 54	0 59
Rolled, per lb.	....	0 65
Bacon—		
Breakfast, ordinary, per lb.	....	0 44
Breakfast, special trim	....	0 52
Roll, per lb.	0 28½	0 32½
Wiltshire (smoked sides), lb.	....	0 36½
Do., three-quarter cut	....	0 40½
Do., middle	....	0 42½
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 29
Do., av. 80-90 lbs.	....	0 26
Clear bellies, 15-30 lbs.	....	0 31½
Fat backs, 10-12 lbs.	....	0 23

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork, 200 lbs.	....	38 00
Short cut backs, 200 lbs.	53 00	55 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	58 00
Heavy	....	55 00

Above prices subject to daily fluctuations of the market.

Cooked Hams Shade Easier

Toronto.

COOKED MEATS.—A slight reduction is noted on quotations of cooked hams and boiled shoulders. Cooked hams are now quoted at 54 to 57 cents per pound and boiled shoulders at 44 to 46 cents per pound. Other cooked meats are unchanged.

Boiled hams, lb.	0 54	0 57
Boiled shoulders	0 44	0 46
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 63
Jellied calves tongue	....	0 56
Large bologna, lb.	0 17	0 18

Above prices subject to daily fluctuations of the market.

Eggs Are Some Higher

Toronto.

EGGS.—Receipts of fresh eggs show a slight increase, but the quantity is not sufficient to affect the market. Another shipment of fresh eggs arrived from British Columbia during the week. In comparison with United States fresh they are much cheaper as the present rate of exchange adds greatly to the cost of the United States product. Local stocks of storage eggs are practically cleaned up. New laids are offered at 95 cents to $1.00 per dozen. Selects at 80 cents and extras at 83 to 85 cents.

EGGS—		
Selects	....	0 80
No. 1	0 76	0 77
Extra selects in cartons	0 83	0 85

Prices shown are subject to daily fluctuations of the market.

Butter Market More Stable

Toronto.

BUTTER. — There is a firmer and more stabilized feeling in the butter market. Stocks have been considerably reduced and it is felt that the balance of the supplies will be moved off without resorting to any lower prices. Quotations are unchanged.

BUTTER—		
Creamery prints	0 50	0 56

Cheese Market Dull

Toronto.

CHEESE. — Quotations on cheese are unchanged. The market continues dull with little movement.

CHEESE—		
Large, per lb.	....	0 26

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Shortening Again Reduced

Toronto.

SHORTENING. — Shortening in one-pound bricks is now quoted at 20 cents and on the tierce basis at 16 cents, a reduction of one cent per pound. The market is easy.

SHORTENING—		
1-lb. prints	....	0 20
Tierces, 400 lbs.	....	0 16

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Lard Market Easy

Toronto.

LARD. — Quotations on lard are unchanged during the week. The market is easy and a reduction is not unlikely.

LARD—		
1-lb. prints	....	0 26
Tierces, 400 lbs.	....	0 22

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Some Fish Prices Lower

Toronto.

FISH. — A few price reductions are noted on fish during the week. Chicken halibut is now quoted at 16 cents a pound, a reduction of two cents. Whitefish is also reduced one cent per pound. Cohoe salmon is selling at 19 to 20 cents, a reduction of three cents per pound. Boneless Digbys are down thirty-five cents, now quoted at $1.65. Other quotations are unchanged as listed.

FRESH SEA FISH		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 16	0 17
Do., medium	0 23	0 24
Fresh Whitefish	0 16	0 17
Fresh Herring	0 09	0 10
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 11	0 12
Oysters—		
No. 1 tins	....	4 20
No. 3 tins	....	12 30
No. 5 tins	....	20 00
Glass jars, doz.	....	6 50
Shell Oysters—		
600 count, per bbl.	....	20 00
800 count, per bbl.	....	18 00
FROZEN FISH		
Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 12
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
Salmon, Cohoe	0 19	0 20
Do., Red Spring	....	0 28
Sea Herring	0 07½	0 08
Brill	0 10	0 11
SMOKED FISH		
Haddies, lb.	0 12	0 13
Fillets, lb.	....	0 18
Kippers, box	2 25	2 75
Bloaters	....	3 00
Boneless Digbys, box	1 65	1 75
Bundles, Digby	....	1 20
Ciscoes, lbs.	....	0 22
Salmon Snacks, lb.	....	0 24
PICKLED FISH		
Labrador Herrings, kegs, 100 lbs.	....	6 50
Do., bbl., 20 0lbs.	....	12 00
Do., pails, 20 lbs.	....	2 25
Salt Mackerel, 20-lb. kit	....	3 25
Holland Herrings, Milchers	....	1 35
Do., mixed	....	1 25

Poultry Market Quiet

Toronto.

POULTRY. — The poultry market is quiet after the rush of the past two weeks. Receipts are fairly light and prices are unchanged.

Prices paid by commission men at Toronto:	Live	Dressed
Turkeys	-$0 50	-$0 58
Roosters	- 0 18	- 0 21
Fowl, over 5 lbs	- 0 27	- 0 30
Fowl, 4 to 5 lbs.	- 0 23	- 0 26
Fowl, under 4 lbs.	- 0 16	- 0 20
Ducklings	- 0 30	- 0 32
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live	0 22	- 0 27
Geese	- 0 22	- 0 30

Prices quoted to retail trade—		Dressed
Turkeys	....	0 58
Geese	0 32	0 35
Hens, heavy	....	0 30
Do., light	0 26	0 33
Chickens, spring	0 32	0 35
Duckling	0 32	0 35

Lard Prices Steady

Winnipeg.

LARD.— Lard is now quoted at 26 cents per pound, with shortening being offered at 18½ cents per pound.

Eggs Are Firmer

Winnipeg.

EGGS.—New laid eggs continue scarce and the few that are arriving are bringing around 85 cents to 90 cents per dozen. Storage eggs are being heavily drawn on, and an advance in price is expected. Selected eggs are quoted at 70 cents per dozen, with fresh candled eggs at 63 cents per dozen.

Cheese Market Unchanged

Winnipeg.

CHEESE.—There is no change in the quotations on cheese this week.

Poultry Receipts Light

Winnipeg.

POULTRY. — Poultry receipts have been very light this past week, and the demand for same has been only fair. No change in quotations.

Frozen Halibut Higher

Winnipeg.

FISH.—It is expected that prices on fresh frozen halibut and soles will show an advance. Trade has been very good in both the cities and towns.

WINNIPEG MARKETS

WINNIPEG, Jan. 5.—There are few changes in the provision and produce markets. The hog market has shown a firmer tone but this has been due mainly to the light offerings and prices will likely decline shortly. Cooked ham has been in active demand during the past week. Smoked ham and bacon steadier. Eggs are holding firm, and new laids are very scarce. Poultry receipts are very light with only a fair demand. Higher prices are expected on fresh frozen halibut and soles.

Hog Market Firmer

Winnipeg.

FRESH MEATS.— The hog markeet has shown a firmer tone during the week, with an advance of 50 cents per cwt., bringing the price of selected live hogs up to $14.50 per cwt. This advance has been due mainly to the light offerings and prices will likely decline again as soon as the run becomes normal. There has been no change in other lines of fresh meats.

Selected, live, cwt.	....	14 25
Heavies	....	11 25
Light	....	12 50
Sows	....	8 25
Fresh Pork—		
Legs of Pork, up to 35 lbs., lb.	0 22	0 27
Spare Ribs	....	0 23½
Loins of Pork, lb.	0 32½	0 35½
Fresh Hams, lb.	0 24	0 29
Picnics, lb.	....	0 25
Shoulders	0 22	0 25½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 13	0 24
Front quarters, lb.	0 08½	0 13
Whole carcass, good grade, lb.	0 10	0 18
Mutton—		
Choice, lb.	....	0 16
Choice long hinds (leg and loin)	....	0 25
Choice Stews	....	0 11
Lambs—		
Choice, 30-45 lbs.	....	0 24
Veal—		
Good veal, 40 to 80 lbs., hind quarters	....	0 22
Carcass	....	0 16

Smoked Meats Unchanged

Winnipeg.

PROVISIONS.—There has been no change in price on cured meats. The market is steady under a good demand. Back bacon although scarce is quoted at 59 cents per pound.

Cooked Ham In Good Demand

Winnipeg.

COOKED MEATS.—The demand for cooked ham during the week has shown a decided improvement with no change in quotations. All other lines have also been fairly active.

Butter Steady

Winnipeg.

BUTTER.— The butter market has shown a steady tone and best quality creamery butter is now quoted at 56 cents per pound. There is no change in the dairy butter situation.

Foreign Enquiries For Canadian Foodstuffs

Manufacturers desiring names of foreign buyers as referred to below can secure them by writing Canadian Grocer, University Avenue, Toronto, and giving number of enquiry.

2615. **Macaroni.** A Liverpool firm ask to be placed in touch with exporters of the above.

2616. **Apples.** A Bristol firm desire to purchase apples in weekly shipments of 500 barrels and 200 boxes, especially Ben Davis and Greenings.

2617. **Apples.** A Norwegian fruit agent asks to be placed in touch with exporters of boxed apples.

2618. **Cured Fish, etc.** Belfast wholesale provision merchants are buyers of short bellies, English cut, boneless, borated, 12 to 16 pound average, new cured. Quote price per cwt. Boxed c.i.f. Belfast for 100 boxes January shipment, Head Line direct steamer. Also quote ling, clear middies, hams, Cumberland cut and Wiltshire cut. Any good Canadian brand.

2619. **Foodstuffs.** A large firm of West Indian agents, with their head office in Trinidad and a travelling staff, would like to secure Canadian agencies for general foodstuffs, including grain stuffs.

2620. **Groceries.** A large firm of commission agents in Trinidad, who cover the other islands and British Guiana, would like to obtain an agency for general grocery supplies.

The Pure Lard That Increases Trade—

EVERY dealer who handles Davies' Pure Lard is assured of having satisfied customers. This will bring a steady increase in business and a popularity to your store.

Davies' Pure Lard is absolutely pure—made under the supervision of Government inspectors. It contains nothing but pork fats, into which has been rendered the pure leaf of the hog.

This gives Davies' Pure Lard a quality which places it in very high esteem by everyone who uses it.

Order some to-day. Put up in tierces, tubs, pails, cases, 10's, 5's, 3's, also cartons.

THE WILLIAM DAVIES COMPANY LIMITED

Toronto

Montreal **Hamilton**

ROSE BRAND

Pure Foods Which Appeal to the Best Class of Trade

RICH—delicious—wholesome food products such as Rose Brand—cannot be prepared by haphazard processes or slipshod methods.

Their distinctive flavors and high quality are due to the fact that they are the choicest of critically selected foods, skilfully prepared under ideal and scrupulously sanitary conditions.

Rose Brand are products which appeal to those who demand and insist upon obtaining—"only the best."

The purveyor who supplies Rose Brand will secure and satisfy the best class of trade.

To increase the demand for Rose Brand extensive advertising is being done in large dailies, weeklies, and magazines throughout the country.

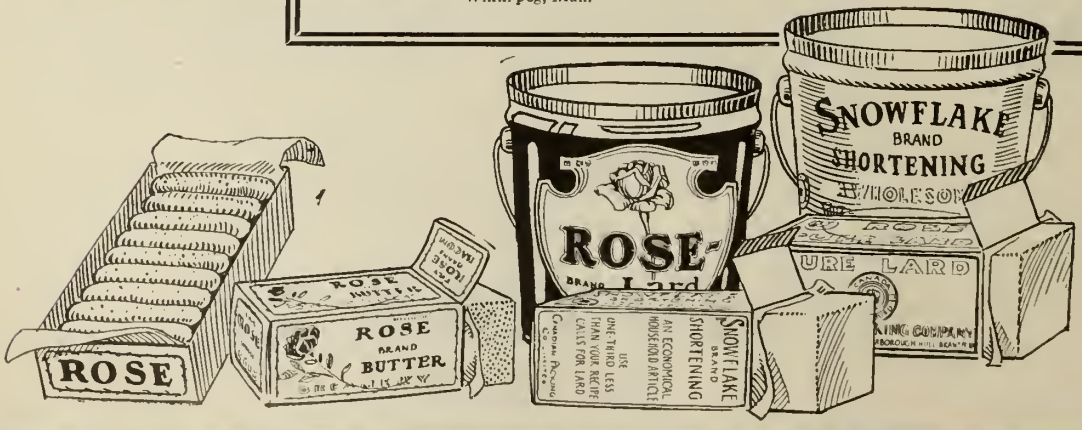
Large, beautifully-colored hangers, show cards, window trims, etc.—which are a great asset to any store—have been prepared and will be sent free on request.

Our sincere and honest conviction is—that by selling Rose Brand products any purveyor can increase his pure food sales and greatly enhance the reputation of his store.

CANADIAN PACKING COMPANY LIMITED
TORONTO - - ONTARIO

BRANCHES:
Fort William
Sudbury
Sydney, N.S.
Charlottetown, P.E.I.
Winnipeg, Man.

PACKING HOUSES:
Brantford Toronto
Peterboro
Montreal Hull



MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

Easifirst Shortening

Brings large profits through repeat orders. Once tried, it is always used, and the satisfaction it gives holds the goodwill of your customers.

Get in on the growing sales of Easifirst. Place an order with us now.

Phone Junction 3400

Gunns LIMITED WEST TORONTO

SALT PLANT, WINDSOR, ONT.

The Canadian Salt Co.

Limited

Windsor - - Ontario

Our ever-increasing trade is built on manufacturing only the best. Your trade must be built on selling the best. The quality of our salt gives you a reputation which brings confidence and custom.

We make the following famous salts:—

Windsor Table Salt
(For general household use)

Regal Table Salt
(Free running—sold in cartons)

Windsor Dairy Salt
(The butter-makers' favorite)

Windsor Cheese Salt
(The Prize Winner)

Noted for Superior Quality

Made in Canada

The World's Finest Vinegar Product

Brewed from choice barley malt, clarified and aged after the manner of the best wines, Heinz Malt Vinegar has a natural golden-brown color and delicious aromatic flavor not found in any other vinegar. In 16 oz. and 32 oz. bottles.

H. J. HEINZ COMPANY

Pittsburgh Toronto Montreal

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N. S
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & Co.

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.

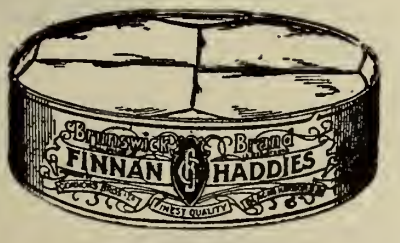
244 St. Paul St. West MONTREAL

Canned Sea Foods of Established Quality Mean Larger Profits for Dealers.

Brunswick Brand Sea Foods because of their sterling qualities and appetizing wholesomeness will prove a splendid line to handle. They will mean satisfied customers and steady, increasing profits resulting therefrom.

Brunswick Brand Sea Foods

Our sanitary packing plant with its modern equipment is located near the finest fishing grounds in the world. For this reason we are able to select the finest catches, carefully process them, and ship them at once to dealers.

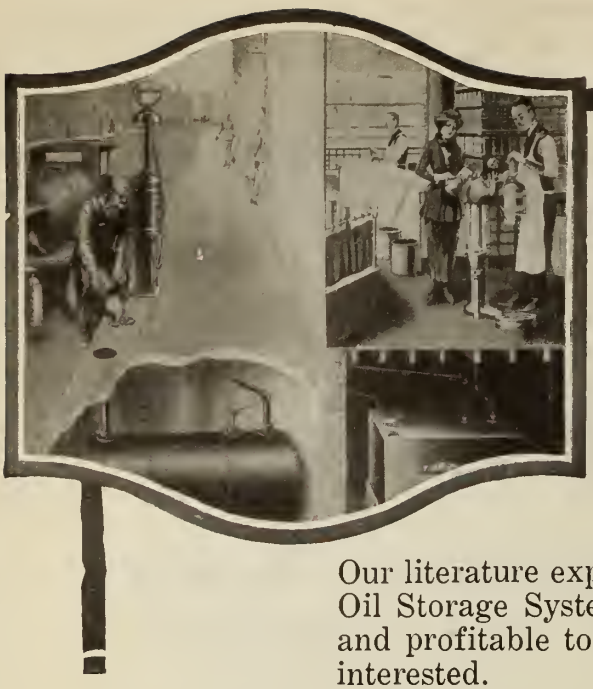


Now is the time to make the most out of your fish department. Look over your stock and order your requirements to-day.

Connors Brothers
Limited
Black's Harbor, N.B.

Winnipeg Representatives:

Chas. Duncan & Son, Winnipeg, Man.



Make Your Street Pay

Can you see the possibilities for profitable business in the automobiles passing your store?

Put in a BOWSER Gasoline Pump

Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.

S. F. BOWSER Company, Limited

66 to 68 Fraser Ave.

Toronto, Ontario, Can.

Representatives Everywhere

Sales Offices in all Centres

We Sell EDDY'S For You

As a matter of fact your stocks of Eddy Matches are sold before they reach your shelves.

Persistent consumer advertising does this. In every Canadian community the name "Eddy" is looked upon as a guarantee of matches at their best.

Eddy's Indurated Fibreware is equally saleable. Light, durable, and sanitary utensils that are far superior to the old-fashioned article of wood or metal. Deservedly popular wherever introduced. Have an ample stock of both these Eddy lines always on hand.

The E.B. Eddy Co., Limited

HULL, CANADA

A Steady Demand Growing Rapidly Greater

THE sales of Macdonald's Tobaccos are sure. For over sixty years Macdonald's has been the outstanding success in Canada.

The sales of Macdonald's are profitable. Speedy turnover and generous profit margin have made them so.

Now, as a result of the present enormous advertising campaign, the demand for Macdonald's is greater than ever. Dependable as always is Macdonald's, but much quicker its turnover and much more profitable its sales.

Don't lose your share of this bigger business.

The Tobacco with a heart

MACDONALD'S

Purity
TABLE
SALT
purity
TABLE
SALT
"Purity" Salt
Has a Recognized Place on the Market
"Purity" salt is made in a most sanitary, up-to-date Canadian plant. Its purity has given it a first place in the selling market. You can give your customers their choice of either the free-flowing table salt in cartons or that put in bags.
PURITY
BRAND
FREE RUNNING
TABLE
SALT
The WESTERN SALT CO
COURTRIGHT ONTARIO
The Western Salt Co., Limited
Courtright, Ont.

Feature "King Oscar" Sardines during the social season and suggest them for making delicious, appetizing, dainty sandwiches for afternoon teas, etc. It will pay you well.

KING OSCAR SARDINES

The finest flavored, highest grade sardines on the market. They are packed in pure olive oil from the best, selected bristlings caught in the cool waters of Norway.

You can highly recommend them to your better class of trade and know that their tempting, wholesome flavor and quality will always insure repeat orders.

YOUR DEALER CAN SUPPLY YOU.

Canadian Agents:

John W. Bickle & Greening
Hamilton, Ontario

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 00
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.,
Toronto, Ontario.

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	$4 80
98-lb. jute bags, per bag	6 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	6 50

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
40-lb. Canada Laundry	$0 09¾
100-lb. kegs, No. 1. white	0 10¼
200-lb. bbls., No. 1 white	0 10¼
40-lb. Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 11¾
40-lb. Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	4 70

Culinary Starch

4 lbs. W. T. Benson & Co.'s Challenge Corn	0 10

(Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 13

(20-lb. boxes ¼c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 11½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Argo Corn Starch, 1 lb. packages	0 10
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 13

(20 lb. boxes ¼c higher, except Potato Flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 15
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case.	6 00
Barrels, about 700 lbs.	0 08
Half barrels, about 350 lbs.	0 08

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	$5 55
5-lb. tins, 1 doz. in case	6 25
10-lb. tins, ½ doz. in case	5 95

(5, 10 and 20-lb. tins have wire handles.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1

MAGOR, SON & CO., LTD.
INFANTS' FOOD

Robinson's Patent Barley—	Do
1-lb.	..
½-lb.	..
Robinson's Patent Groats—	
1-lb.	..
½-lb.	..

CANADIAN MILK PRODUCTS LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12
16 oz. tons, 2 doz. per case	11
10 lb. tins, 6 tins per case	25

COLMAN'S OR KEEN'S MUSTARD

	Per doz. t
D.S.K., ¼ lb.	...
D.S.F., ½ lb.	...
D.C.F., 1 lb.	...
F.D., ¼ lb.	...
	Per ja
Durham, 1-lb. jar, eacb	...
Durham, 4-lb. jar, each	...

BLUE

Keen's Oxford, per lb.	0
In cases, 12 12-lb. bxs. to case	9

NUGGET POLISHES

	D
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1
White Cleaner (liquid)	$2
Card Outfits — Black, Tan, Toney Red, Dark Brown	4
Metal Outfits — Black, Tan, Toney Red, Dark Brown	6

IMPERIAL TOBACCO CO. C CANADA, LIMITED

Black Watch, 10s, lb.	$1
Bobs, 12s	
Currency, 12s	
Stag Bar, 9s, boxes, 6 lb.	
Pay Roll, tbick bars	
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	
Forest and Stream, tins, 9s, 2-lb. cartons	
Forest and Stream, ¼s, ½s, and 1-lb. tins	
Master Workman, 2 lbs.	
Master Workman, 4 lbs.	
Derby, 9s, 4-lb. boxes	
Old Virginia, 12s	
Old Kentucky (bars), 8s, boxes, 5 lbs.	

Resolved!

by every wise trader that he will

1. Study "Turnover" first.
2. Back, with his influence, those goods that show him the squarest deal, the fairest profit and the surest sale.
3. Clear the shelves—NOW—of all the old, slow-moving encumbrances and

PREPARE FOR ACTION IN 1921!

"SALADA"

Next week we'll tell you how big our increase was for last year

A Good New Year Resolution

Buy Only the Best

at a place where there is nothing but the Best.

Fresh New Arrivals in Fruits and Vegetables to start the New Year Right.

HUGH WALKER & SON
LIMITED *"The House of Quality"*
GUELPH, ONTARIO

California Cauliflower

Head Lettuce

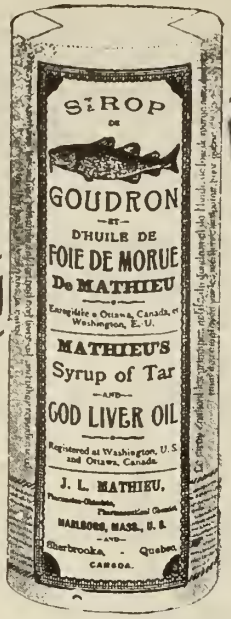
Fresh Cars Florida Grape Fruit and Tangarines

California Navel Oranges

Messina Lemons

All Fresh Arrivals

WHITE & CO.
Church and Front Streets, TORONTO, ONT.



Not only is it a cough cure of the highest order but it also has a tonic effect on the system, building up as it cures the cold.

There are big extra profits waiting for grocers who stock

MATHIEU'S SYRUP of TAR and COD LIVER OIL

Hundreds of your customers before the winter is over will be in need of a good, safe, dependable cough medicine and grocers who supply this demand with this highly efficient and nationally known Mathieu Cough Remedy will find the profits exceptionally good.

Not only is it a cough cure of the highest order but it also has a tonic effect on the system, building up as it cures the cold.

Try a sample order

J. L. MATHIEU CO.

Proprietors

SHERBROOKE, QUE.

Master Mason

The Plug Smoking Tobacco which MAKES AND HOLDS CUSTOMERS

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason**—the peer of "Joy Smokes."

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

50% MORE PROFIT ON DIAMOND DYES

After January 1, 1920, the retail price of each package of Diamond Dyes will be 15c everywhere—instead of 10c.

Have Clerks ask 15c a Package

We know you will welcome this necessary increase in price by the big leader. It means 50% more profit for you on each sale hereafter. While your price increases proportionately, your profit is 50% increased as well.

New price, $1.13 per dozen—Same quantity discounts as heretofore.

In our million dollar advertising campaign which will include your city, and every city, town and hamlet, we lay great stress upon the "Diamond Dye Direction Book" and the "Diamond Dye Color Card." Women will come to you for a Direction Book and ask to see your Color Card. If not supplied, write us to-day.

WELLS & RICHARDSON CO., Limited

200 MOUNTAIN ST. : : : : MONTREAL, P.Q.

They WANT it when they SEE it

Put Gold Dust packages where your customers can see them.

Gold Dust is a Canadian product that Canadian women want. Our advertising has created the demand.

Let the women see Gold Dust on your shelves and the turnover will take care of itself.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

Just Arrived

CAR FINEST GENUINE

Singapore Tapioca

WRITE US FOR PRICES

W. H. Millman & Sons
GROCERY BROKERS, TORONTO

The Sarnia Paper Box Co.
Sarnia, Ont.

Manufacturers of
Ice Cream, Butter and Egg Cartons
Also
Handy Paraffin Containers
Suitable for Salted Fish, Mincemeat, Oysters, Pickles, Etc.

Three reasons for buying "Sarnia" Boxes:

I. Quality
II. Service
III. Prompt Delivery

YOU CAN'T DO BETTER ANYWHERE

HAVE YOU ORDERED
YOUR SUPPLY OF THIS

"Genuine Turkish" Delight

DROMEDARY BRAND

Packed in 1, 5 and 10 lb. boxes. Write us for prices and discount.

Sole Canadian Distributors

SHEPHERD-MOTT COMPANY
73 Ottawa Street, MONTREAL

The
CROWN
Trade-Mark

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

BRAND

CROWN BRAND

For your own protection insist upon having this line of known quality.

G. T. MICKLE - Ridgetown, Ont.

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 85
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 85
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 60
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 00
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 00
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 00
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

BRODIE & HARVIES, Ltd.
14 Bleury St., Montreal.

XXX Self-Rising Flour, 6 lbs. packages, doz.	$5 90
Do., 3 lbs.	3 00
Superb Self-Rising Flour, 6 lbs.	5 70
Do., 3 lbs.	2 90
Crescent Self-Rising Flour, 6 lbs.	5 80
Do., 3 lbs.	2 90
Buckwheat, 1½ lbs.	1 60
Brodie's Self-Rising Pancake Flour, 1½ lb. pkgs., doz.	1 60

SMALL'S LIMITED, MONTREAL

"FOREST CREAM" MAPLE SYRUP

36—10 oz. bottles	$ 7 10
24—16 oz. bottles	6 70
12—32 oz. bottles	6 40
24—28 oz. tins	8 20
6—160 oz. tins	11 40
1—5 gal. tin, crated	10 90
In barrel, per gal.	2 10

FOREST CREAM PURE SUGAR SYRUP

36—10 oz. bottles	$ 8.40
24—16 oz. bottles	8 20
12—32 oz. bottles	7 50
24—28 oz. tins	11 00
6—160 oz. tins	15 00
1—5 gal. tin, crated	16 00
In barrel, per gal.	2 00

FOREST CREAM MAPLE BUTTER

Reputed 1 lb. tins, 24 in case.	$ 4 80
2½ lb. tins, 24 in case	12 00
5 lb. tins, 12 in case	12 00
30 lb. pails	5 30
2—30 lbs., pails, crated	11 10
In barrel, per lb.	0 10

FOREST CREAM PEANUT BUTTER

24—No. 4 Tumbler	$ 5 00
24—2 lb. tins	13 00
12—4 lb. tins, in case	12 70
1—24 lb. pail	5 00
2-24 lb. pails, crated	11 00
In bbls. of about 500 lbs.	0 09

FOREST CREAM SALTED PEANUTS

1—15 lb. pail	$ 3 75
2—15 lb. pail, crated	7 00
In bbls. of about 200 lbs.	0 08
In bags of about 85 lbs.	0 18

BLANCHED AND MAPLE SUGARED

72—5c pkts., 3 boxes	$ 2 00
24—No. 4 Tumblers	4 00
24—1 lb. tins	11 00
1—12 lb. pail	4 00
2—12 lb. pail, crated	9 00

BLANCHED SALTED

72—5c pkts., 3 boxes	$ 2 00
24—No. 4 Tumblers	4 00
24—1¼ lb. tins	9 00
1—15 lb. pail	3 00
2—15 lb. pail, crated	8 00

FOREST CREAM PURE HONEY

24—Reputed 1 lb. glass, light.	$ 7 00
2½ lb. tin, 24 in case, light.	19 00
5 lb. tin, 12 in case, light.	19 00
1—70 lb. tin, light.	19 00
24—2½ lb. tin, dark	16 00
12—5 lb. tin, dark	15 00
1—70 lb. tin, dark	15 00

Kindly Mention Where You Saw the Advertisement

Oleomargarine

We desire to announce that we have taken on an agency for the sale of Armour's well and favorably known product.

The Oleo manufactured by the Armour Company has a wide distribution and dealers who are handling it are unanimous in stating that their customers like Armour's just a little bit better than other kinds—for they certainly have made a big success of making a margarine that gives the best of satisfaction.

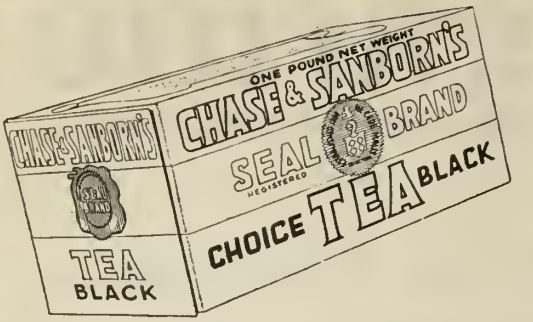
You who are not placing this commodity before your trade will reap a good profit by doing it now, and at the same time supply your customers with an article of real merit and a big repeater.

Send us an enquiry.

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO



Every Dealer has a number of Customers who are willing to pay a few cents extra for Goods of Real Quality

If you do not give them what they want, they will go elsewhere.

Our "SEAL BRAND" and "CEYLON AND INDIA" grades are quality teas. They cost a few cents more than ordinary tea, but they are worth it.

CHASE & SANBORN - - MONTREAL

1921

Make Brodie's XXX Self-Raising Flour your Standard brand for the New Year

Brodie & Harvie, Limited
Bleury Street, Montreal

Ontario Representatives:
Chadwick & Co., 34 Duke Street, Toronto

Quebec Representatives:
J. B. Renaud & Cie, Incorporated, Quebec

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITION WANTED

EXPERIENCED GROCERYMAN DESIRES position in store; good buyer and salesman; also good knowledge of dry goods and gent's furnishings; highest references. Apply Robert Jones, Vanguard, Sask.

POSITION WANTED—YOUNG LADY WOULD like position as clerk in store or clerical work, having had good experience in general store. Apply Gerrard 5723 (Toronto), or 1598 Queen St. East.

FOR SALE

FOR SALE—GROCERIES AND MEAT BUSINESS with property about $13,000, turnover, $57,000, best business town in Niagara Peninsula. Must have cash. Good reason. Only if you mean business. Apply to Box 432, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE

PLANT, MACHINERY AND STOCK, SPICE AND COFFEE MILL LOCATED IN VANCOUVER AND AT PRESENT IN OPERATION

Modern equipment for manufacture of Spices, Extracts, Jelly Powder and Baking Powder. Also for Coffee Roasting and Tea Blending.

Six-storey building, 25 feet by 112 ft. Leased.

Trade connections in British Columbia and Prairie Provinces. With or without stock on hand.

Write for particulars.

F. J. CARTER, *Liquidator*
505-506 London Building
Vancouver, B. C.

Opportunities are offered every week on this page.

Are you making use of them?

SALESMAN WANTED

SALESMAN WANTED—WE REQUIRE A REpresentative who has made a success in a retail store and who wishes to broaden his experience and at the same time increase his present earning power and immediate prospects. Salary and bonus on sales. To a man of ability and character this position offers a bright future. Write The MacLean Publishing Co., Ltd., Trade Newspaper Division, Toronto, Canada.

Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

RID-OF-RATS

Patented, is Non-Poisonous and can be used anywhere without risk of killing house pets or injuring human beings. Eight years on the market. If your dealer doesn't carry it, send direct to the manufacturer.

THE BERG & BEARD MFG. CO., 100 Emerson Place, Brooklyn, N.Y

Price $1.80 per doz. boxes; $1.00 per lb. (Discount quoted upon request)
We also manufacture a very effective Gopher Exterminator

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

KEYSTONE BRAND

NUGGET BROOMS

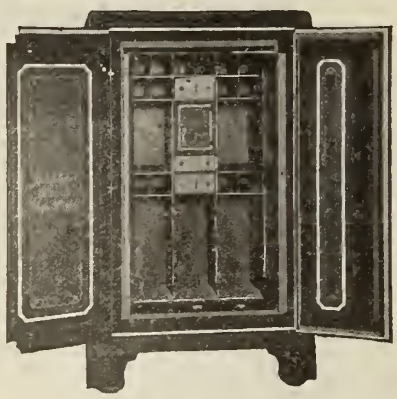
THE BEST REPEATERS IN CANADA

"Nugget" Brooms are unquestionably the finest Brooms made. They are light in weight and perfectly balanced. By a new system of sorting and grading corn, every "Nugget" Broom is absolutely guaranteed uniform in quality.

The photograph shows how clean the stock is, right through to the centre. No seeds, no stems are visible.

For particulars and prices of Keystone Brand Brooms, write

STEVENS-HEPNER COMPANY, LIMITED
PORT ELGIN, ONTARIO



MR. BUSINESS MAN

Those documents, receipts, bills, etc., that represent money in your business, deserve full protection against fire.

A Taylor Safe provides the protection they need.

Every Taylor Safe represents the achievement of 65 years of Safe building. They withstand every test of fire duration, intensity or impact.

Made in 40 different sizes.

Write us for quotations on Taylor Safes and Steel Cabinets

J. & J. TAYLOR LIMITED
TORONTO SAFE WORKS
TORONTO - ONTARIO
Branches: MONTREAL WINNIPEG VANCOUVER

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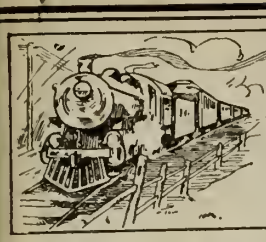


BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto

STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.

OPPENHEIMER BROS., LTD. Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

Canada Barrels & Kegs, Limited

Successors to

The Chas. Mueller Co., Ltd.
Manufacturers of Tight Cooperage
Waterloo, Ontario

A. F. VINCENTELLI & CO.

ANTWERP (BELGIUM)

The oldest Corsican Candied Peel and Fruit Manufacturers

CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

Information

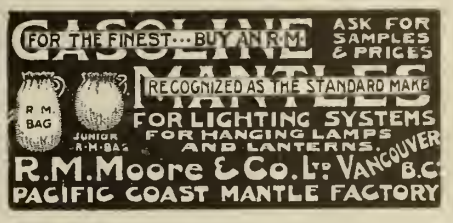
We can keep you posted with all daily news and business Tips.

Canadian Press Clipping Service
143-153 University Avenue, Toronto

NORWEGIAN SARDINES LIKELY TO ADVANCE

The stocks of sardines held in Norway are not very large and with the exchange advancing in value there is a tendency that Norwegian sardines will also be advanced. The increase in exchange on the Norwegian crown during the past few weeks, just adds practically $2.50 to the cost of Bristling sardines. It looks as though Norwegian sardines might be good buying at the present time.

These one-inch spaces only $2.20 per insertion if used each issue in the year.


FOR THE FINEST···BUY AN R.M.
ASK FOR SAMPLES & PRICES
RECOGNIZED AS THE STANDARD MAKE
R M BAG
JUNIOR R-M-BA
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS.
R.M.Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

CRESSY'S

CONCENTRATED FOOD FLAVORING EXTRACTS

Made from the purest ingredients. Many times stronger than Government standard. — Specify Cressy's when ordering Extracts.

John R. Cressy Co., 523 King St. TORONTO

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

THE LEAK IN THE DIKE

Centuries ago a flaxen-haired lad of Dutch birth saved his native land from destruction by a bold stroke of heroism.

A leak had sprung in one of the great dikes which keeps the waters from inundating the Netherlands. The boy, passing by, heard the faint trickle of the water. Unless instantly plugged, he realized instinctively, it would be the beginning of a great break that would spell ruin to his country. There was no time to call for assistance. With a cry of agony on his lips, the boy thrust his finger into the hole.

And there, in the gray dawn of the morning, Holland's little hero was discovered and the leak in the dike repaired. By the detection of the leak at ITS VERY START, Holland was saved from inundation.

There Are Dangerous Leaks in Your Business—Your Inventory May Disclose Some.

There are leaks in your business that are just as dangerous to your profits as this leak was to Holland, but the danger may not be so apparent. They may be forgotten charges—disputed accounts—late statements—unposted and unbalanced accounts—customers overbuying intentionally or otherwise, etc.

Your inventory may disclose the presence of some leaks, but it will not enable you to locate them—it will not enable you to prevent their recurrence in 1920.

A McCaskey System of Accounts Will Plug Up These Leaks.

A McCaskey System of Accounts for Retail Merchants will enable you to locate and stop all of these leaks, thus preventing their recurrence in 1920. The McCaskey System of Accounts has plugged up the leaks in the businesses of more than 200,000 successful merchants

Let us show you, without obligation to yourself, how it will do the same thing for you. Send a postal card for this information today!

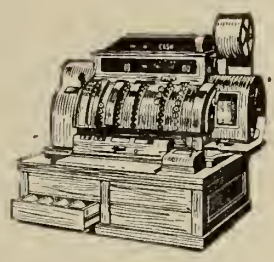
SYSTEMS SALESBOOKS

McCaskey

GALT, ONTARIO

Let him help you

There is a better way to keep the store records you need



In your province there are representatives of The National Cash Register Company of Canada, Limited. They are students of business systems. They have been trained to be of service to merchants—to help merchants solve their problems.

Let one of our representatives show you how you can get the store records you need without working overtime on day books, pass books, ledgers, and memorandums.

He will show you the easiest way to get the records you need every day to control your business.

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED

This Booklet

WILL
INCREASE YOUR
SALES
of

COCOA

FREE

LET US KNOW HOW MANY WE CAN SEND YOU FOR YOUR TRADE. WRITE US BEFORE OUR SUPPLY OF THESE BOOKLETS IS EXHAUSTED.

THIS BOOKLET shows the house-wife many new ways of using Cocoa in making Cakes, Pies, Puddings, etc.

The Cowan Co., Ltd.

Stirling Road

Toronto

1921 PRICE NUMBER.

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE: TORONTO, JANUARY 14, 1921 No. 2

MACDONALD'S

The Biggest Selling *and* Most Profitable Line *in* Canada Today

The Tobacco with a Heart

WHAT WE EXPECT OF 1921

We face the New Year with a smile—and with much determination.

We urge you to do the same.

1921 will be what we business men of Canada make it.

A calm survey of the situation will convince any thinking man that Canada is on the eve of a wonderful development.

To prove our confidence in the immediate future, we have just placed contracts for the largest and most spectacular advertising campaign in the history of our business.

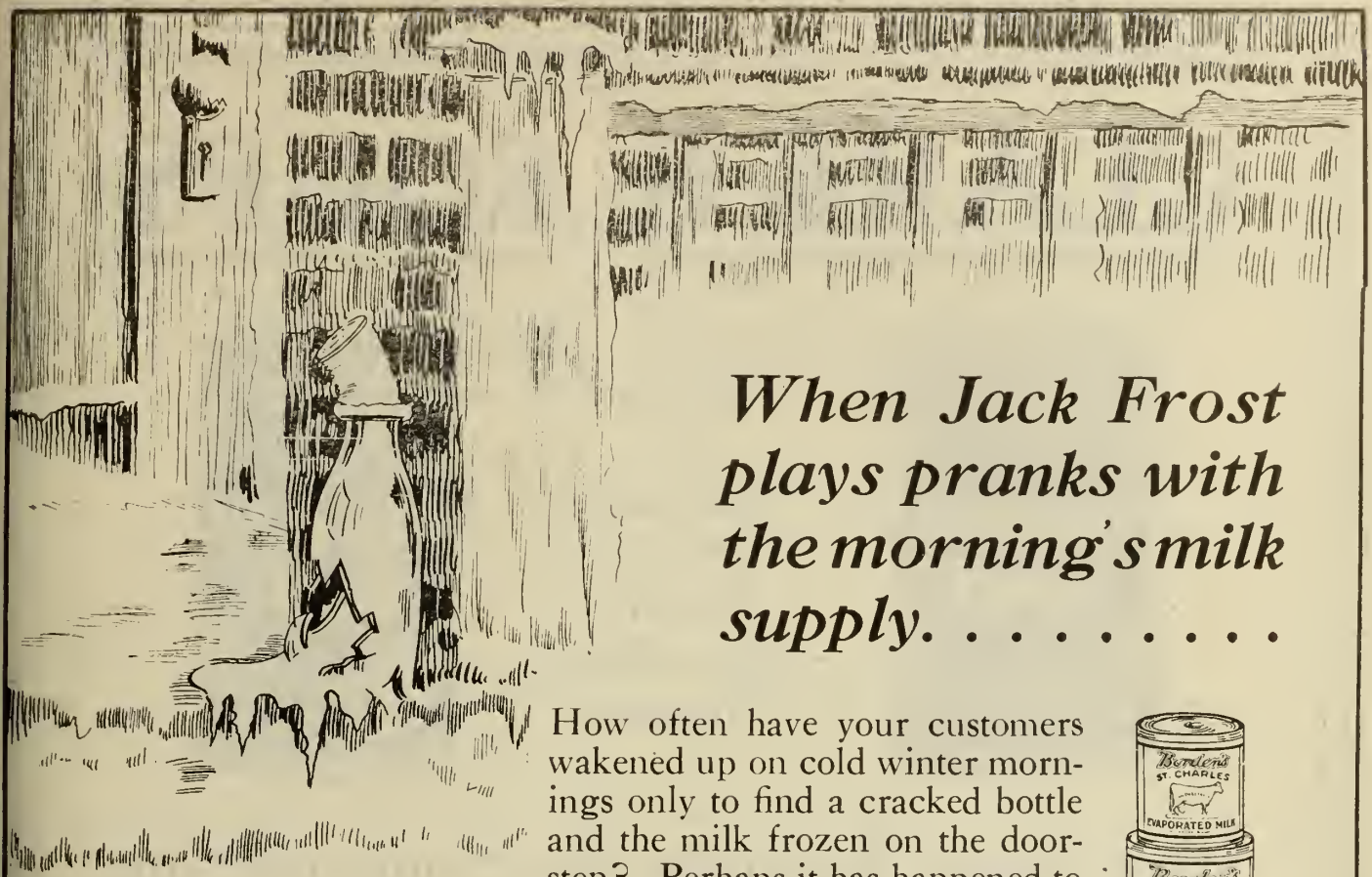
O-Cedar sales are going to be the biggest ever—our aggressive selling and advertising will make things hum in 1921.

O-Cedar will help to make things hum around your store. It is one of the biggest trade-pullers that you stock.

Give it a chance—by placing it in your windows and in a prominent place in your store.

Channell Limited, Toronto
Manufacturers of O-Cedar Polish
Distributors of Aladdin Dye Soap

CANADIAN GROCER, published every Friday. Yearly subscription price, $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.



When Jack Frost plays pranks with the morning's milk supply. . . . . .

How often have your customers wakened up on cold winter mornings only to find a cracked bottle and the milk frozen on the doorstep? Perhaps it has happened to you, Mr. Merchant, many times over.

A Size for Every Need

However, it is occurrences such as frozen and broken milk bottles, annoying delivery delays, etc., that has made hundreds of new friends for Borden's wholesome, convenient and economical milk products. Remind your customers the next time they order that a dozen assorted tins of Borden's St. Charles Milk (the milk with the cream left in) and Borden's Eagle Brand (condensed) on their pantry shelves will enable them to have a supply of rich, pure country milk always on hand — a supply that will never fail them.

Try this plan — suggest a dozen tins, assorted sizes, in place of one, and watch your profits increase.

Borden's

ST. CHARLES

Brand Milk

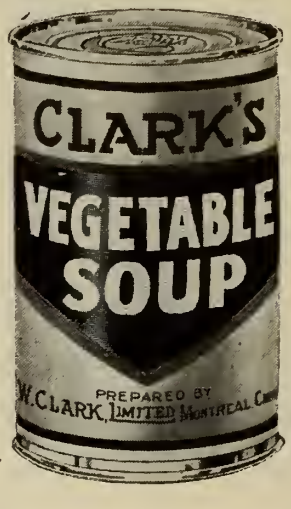
"With the Cream Left in"

Borden's Products—
Eagle Brand Milk
St. Charles Milk

Reindeer Coffee
Reindeer Cocoa
Malted Milk

CLARK'S SOUPS

Made in Canada by a Purely Canadian Company



are without doubt the best Soups offering on the Canadian market to-day.

They are prepared from the very finest ingredients, are highly condensed and you have a choice of 13 kinds.

DON'T FORGET THAT IF YOU BUY CLARK'S BOTH YOU *and* YOUR CUSTOMER GET *a* FULL DOLLAR'S WORTH *for* YOUR CANADIAN DOLLAR

W. CLARK LIMITED
MONTREAL

St. Williams Jam Window Contest

Starts Monday

As announced in Dec. 31 CANADIAN GROCER, $125 in prizes will be given to the winners in this contest, and $3 will be paid for each of the other photographs entered. Open to every grocer and clerk in city of Toronto.

What You Do

Trim a window of **St. Williams** products. Put it in any time between January 17 and February 17. Keep it in at least one week. Have photograph taken at least 6 in. by 8 in. Send it to Langley, Harris & Co., the selling agents, 12 Front Street E., Toronto.

What You Get

Winner gets $50 in cash.
Runner-up gets $25 in cash.
Third Prize, $15 in cash.
Fourth and Fifth Prize, $10 each.
Sixth, Seventh and Eighth, $5 each.
In addition, each grocer or clerk who sends in photograph 6 in. by 8 in. or larger, and not in the prize money, gets $3.

Some Suggestions

Ask Langley, Harris & Co., Ltd. (Phone Main 6022) or their salesmen for attractive window cards. Put name and address on separate sheet and attach to photograph. This is a splendid jam and marmalade selling season. Make the most of it by dressing your best window of the year with **St. Williams** jams and **Curling Brand** marmalade, and come into this contest.

You can guarantee to your best customers the quality of **St. Williams** products. The judges are: Editors of Canadian Grocer—J. L. Wyckoff, P. A. Crane, and B. T. Huston.

Made by

St. Williams Fruit Preservers, Limited, Simcoe, Ont.

Selling Agents

Langley, Harris & Company, Limited

Successors to

Maclure & Langley, Limited

12 Front Street East, Toronto

(CONTEST FOR STORES OUTSIDE TORONTO ANNOUNCED LATER)

PALMOLIVE

Leader in sales volume

Ask the wholesale grocers' salesmen who call on you to tell you about the ever-growing demand for Palmolive Soap. They travel from town to town and they know that it dominates everywhere.

They will tell you that it is the most widely known, the most extensively advertised and the most popular soap on the market.

And they prefer to sell it because it makes a bigger profit for wholesaler and retailer by reason of its rapid turnover.

We could not begin to sell Palmolive at the price we do if we were not selling millions of bars.

"Ask any wholesale grocer's salesman"

THE PALMOLIVE COMPANY OF CANADA, Limited, TORONTO, ONTARIO

DOMINION CANNERS LIMITED HAMILTON, CANADA

Dominion Brand Tomato Soup

Dominion Brand Tomato Soup has a piquant, appetizing flavor—this flavor comes from the use of selected, sun-ripened tomatoes and the choicest condiments. It is highly concentrated and therefore economical—it sells at an attractive price—it is a purely Canadian product.

These factors make for sales—and repeat sales.

Order your Supply to-day.

Dominion Canners, Limited
Hamilton, Canada

Over 600,000 Housewives Are Now Using the Famous FIVE ROSES Cook Book

And that means one in practically every second English-speaking home in Canada.

Think of over half a million flour users consulting it every day. Think of the insistent buying impulse in every page. Think of their tremendous buying power!

To-day, even in the smallest retail store in the smallest hamlet you can mention, dealers are collecting regular royalties on every cake and bread, every pie and pudding baked from its 144 pages. What will happen when every worth-while home in your trading radius possesses a copy of this famous book? And, mind you, this is not a FREE distribution. Canadian housewives are actually sending 40 cents by mail to secure their individual copies—a fact unprecedented in Canadian merchandising! Every day since 1913 the demand has been persistent, a sure sign that Canadian housewives are planning more and better baking. This year we expect to distribute another 100,000 books in both languages to satisfy the everlasting demand.

To YOU, who must sell **some** brand of flour, isn't this of the utmost significance?

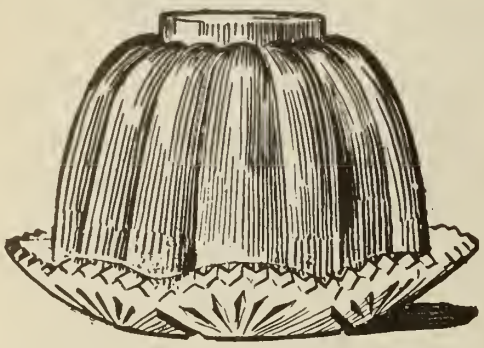
LAKE OF THE WOODS MILLING COMPANY, LIMITED

Makers of FIVE ROSES Flour

MONTREAL and WINNIPEG

Offices in 16 Canadian Cities
Daily Capacity: 27,400 Bags

Shirriff's
JELLY POWDER



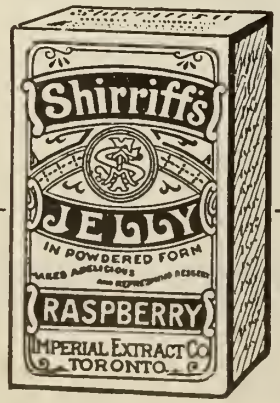
THE reputation of your store is determined by the quality of the goods you sell.

That is why Shirriff's Jelly Powders are such a valuable aid to you in building up a permanent, profitable business for yourself.

That is why it pays to push the sales of Shirriff's Jellies. Then, of course, there is a nice margin of profit that more than repays you for your trouble.

IMPERIAL EXTRACT COMPANY
TORONTO, CANADA

Selling Agents for Canada
HAROLD F. RITCHIE & CO., LIMITED.
TORONTO and MONTREAL



What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

Absolutely Pure Maple Products

Wherever there are Canadians you will have a constant demand for Maple Syrup, Maple Sugar and Maple Butter, *provided the products are pure.* You are guaranteed this absolute purity, combined with quality and flavor, when you carry

OLD COLONY MAPLE SYRUP
OLD TYME MAPLE SUGAR
OLE TYME MAPLE BUTTER

Canada's pure food laws allow nothing to be named Maple unless it is unadulterated maple. And these three products have successfully passed every Government test.

Old Colony Maple Syrup is proved 100 per cent. pure, and expert analysts have also commented on its high standard of quality.

Maple Sugar has that delicious flavor of maple sugar fresh from the boiling caldron in the snowy maple grove.

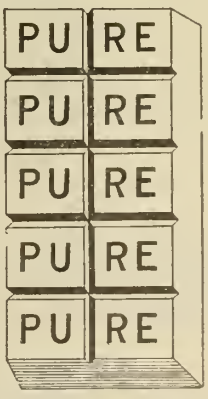
Old Tyme Maple Butter is the only pure maple butter being sold, and is delicious as a cake icing, a spread for toast, to serve with afternoon tea biscuits, or to make maple fudge.

SEND ORDERS NOW FOR THIS SEASON'S MAPLE PRODUCTS

Write for Prices

Canadian Maple Products Limited

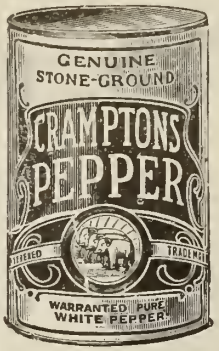
250 Van Horne St.
TORONTO



Crampton's Pepper

Stone-ground
(Sold only in dainty tins)

FINE FLAVOUR



RICH AROMA

This is the genuine, old-fashioned Stone-Ground Pepper of the highest quality.

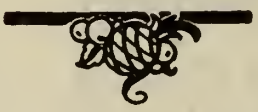
It is packed in a distinctive and very attractive manner for the household in three sizes of tins. Small, dainty tins with dredger tops, holding about 1 oz.—a most popular size; also large tins with plain tops, holding 2 oz. and 4 oz. It is an easily handled commodity, with a quick and ready sale. Address your inquiry to your usual wholesaler or direct to

JOHN CRAMPTON & CO., Ltd.
Spice Millers and Packers
MANCHESTER ENGLAND
Estd. 1849

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive



Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & Co.

SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples, prices and supplies to:—

F. W. KENDRICK & CO.
313 Carter Cotton Buildings, Vancouver
or
HUGHES & CO.
109 Place d'Youville, Montreal

DOG MEAT FIBRINE CAKES

Spratt's Patent Limited
24-5 Fenchurch Street, London, E. C. 3, England

BAGS

AND COTTON LINERS

The Highest Prices Paid

for Jute Sugar Bags and Cotton Liners —in large or small quantities. Just gather them together to-day before you forget—and send to us.

Scientific Reclamation of Commercial Waste

E. PULLAN

6 Maud Street, Toronto

WANTED

Representatives calling upon retail grocers to carry well-established, high-class product, Western and Southern Ontario towns, including London and Windsor. Orders to be shipped through jobbers.

Apply Box 438
CANADIAN GROCER
153 University Ave.
Toronto, Ont.

SURE SALES

When You Handle Sun-Maid

Your money in Sun-Maid goes a long way. Turnover is rapid. Cash comes quickly. Profit is sure—**all the time**—for this is the brand of raisins that all women know.

Order Sun-Maid from your jobber to-day. It's the easiest selling package raisin. Try and see.

Three Varieties:

Sun-Maid Seeded
(seeds removed)

Sun-Maid Seedless
(grown without seeds)

Sun-Maid Clusters
(on the stem)

California Associated Raisin Co.
Membership 10,000 Growers
Fresno, California

KING OSCAR
BRAND SARDINES

A high-grade line of Sardines that you can offer your best class of trade with pride. They're packed from the finest, carefully selected, Norwegian-caught bristlings in pure olive oil, and their exceptional flavor and quality will invariably win approval and repeat orders.

Feature "King Oscar" Sardines during the social season. Their many uses in preparing dainty sandwiches for afternoon teas, etc., will make them excellent sellers.

Order a supply from your wholesaler.

CANADIAN AGENTS:
John W. Bickle & Greening
Hamilton, Ontario

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

They'll Want SOM-MOR Biscuit This Year

Som-Mor
Graham Wafers
Fairy Soda (Plain and Salted)
Ginger Snaps
Social Tea
Royal Arrowroot

The biscuit in the striped package will be one of your best sellers in 1921.

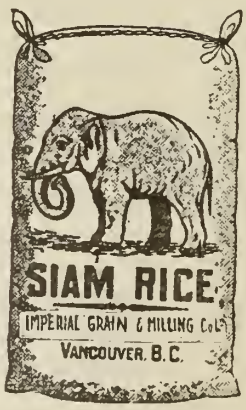
Your customers have tried it, and—recognizing its high quality—will continue buying Som-Mor and the other varieties, in the familiar striped packages, in increasing quantities.

Our advertising will send buyers to your store, where the co-operation of your displays will materially assist sales.

Keep your stock complete—and always before the eyes of your customers.

North-West Biscuit Co.
Edmonton, Alta.

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

BOXES AND CRATES

SUPPLIED BY

British Columbia Box Manufacturers

Combine Strength, Light Weight and Appearance

RAW MATERIALS, EQUIPMENT and SHIPPING FACILITIES equal to any demand.

Enquiries addressed to the Secretary

Box Manufacturers' Section
Canadian Manufacturers' Association
VANCOUVER

will receive prompt attention.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

JOHN PRITTY, LIMITED
Merchandise Broker and Manfrs.' Agent
HEAD OFFICE, REGINA, SASK.

We undertake to place your goods both on the Wholesale and Retail market and produce the fullest results. We have done it for others and can do it for you.

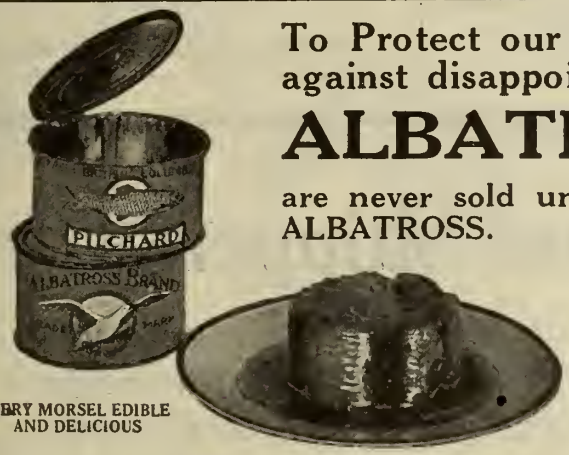
PRITTY — For Energetic, Live Representstion

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Western Transfer & Storage, Ltd.
OFFICIAL CARTERS FOR
C.N.R., C.P.R., E.D. & B.C., Can. Central G.T.P. and A. & G.W.
DISTRIBUTION—STORAGE—CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

When writing to Advertisers kindly mention this paper.

JOHNSON LIEBER MERCANTILE COMPANY of Canada, Ltd.
Brokers and Manufacturers' Agents
Established thirty years, maintaining offices in principal cities of Pacific northwest.
Our organization offers manufacturers every facility necessary to successful marketing of their product.
Calling upon Grocers, Confectioners, Hardware, Stationers and Ship Chandlery.
850 Hastings St. West, VANCOUVER, B.C.



EVERY MORSEL EDIBLE AND DELICIOUS

To Protect our enviable reputation, and our customers against disappointment, we must announce

ALBATROSS PILCHARDS

are never sold un-labeled, nor under any other brand than ALBATROSS.

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec:—Alfred Powis & Son, Hamilton, Ontario
Manitoba and Saskatchewan:—H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia:—Mason & Hickey
J. L. Beckwith, Victoria, B. C.

Wallace Herrings are Supreme in Quality

and enjoy a steady, well-earned demand

WALLACE FISHERIES
LIMITED
Vancouver

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

GIBSON-PATERSON-BROWN
LIMITED
Grocery Brokers and Manufacturers' Agents
WINNIPEG : CALGARY : VANCOUVER

Manufacturers and Shippers!

We offer the facilities of an efficient and energetic "chain" organization, long established, with financial stability and the necessary experience and knowledge, to place your goods successfully on the Western Market.

Let us show you.

Donald H. Bain Company

Wholesale Grocery Commission Agents

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory. Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

To Manufacturers and Shippers:---

We beg to announce the opening of a branch at Calgary, Alberta, under the management of Mr. Harry M. Judge, well known throughout the West to the Wholesale grocery and fruit trade. This step, with our specialty organization, enables us to cover the whole of Alberta systematically. If you want aggressive distribution by brokers who produce results, write or wire. DO IT NOW.

B. M. HENDERSON BROKERAGE, LTD.

EDMONTON — — — CALGARY

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Service **Reliability** **Integrity**

This is the secret of our success in marketing goods in the West. We have founded our business on these three corner-stones: Service, Reliability, Integrity.

Fourteen Salesmen Covering the West

If your line does not conflict we can give you the same service

SCOTT-BATHGATE CO., LIMITED

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg

Geo. W. Griffiths & Co., Ltd.

246 Princess Street

Winnipeg, Manitoba

Selling Agents and Brokers

Grocery Specialties, Druggists' Sundries Pipes, Cigarettes, Tobaccos and Smokers' Sundries

---

LET CANADIAN GROCER Sell It For You.

W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

Thompson's Sealed Salted Peanuts

Packed in drum-shaped packages to retail at 5 cents. Forty packages to a carton. 22 cartons to a case.

Order from your jobber To-day

"Nifty Brand" whole blanched Jumbos, in 5 lb. tins, with envelopes. Packed in Canada by

A. E. THOMPSON
Box 2015 WINNIPEG

G. B. THOMPSON & CO., *Western Distributers, Winnipeg*

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannstyne Ave. East. Winnipeg

Saskey & Mason, 839 Beatty Street Vancouver.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. Toronto.
Concentrated representation within the Province of Ontario

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE
LOGGIE, SONS & CO.
SATISFACTION
32 Front St. West
TORONTO CANADA

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

NEWTON A. HILL
Grocery Broker and
Manufacturers' Agent
56 Front St. E. Toronto

J. K. McLAUCHLAN
Manufacturers' Agent and
Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

John J. O'Donnell Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

H. C. BRENNAN
Grocery Broker and
Manufacturers' Agent
Booth Bldg. Ottawa, Canada

CLIMAX PAPER BALER

earns money for you every day—Turns waste into profit. 12 sizes.

Send for Catalog

Climax Baler Co.
Hamilton, Ont.

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

When Writing Advertisers Please Mention This Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

PEAS WANTED

Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.

Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.
GROCERY BROKERS

Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products

ST. NICHOLAS BUILDING, MONTREAL

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

The Smith Brokerage Co., Ltd.
Wholesale Commission Brokers
ST. JOHN, N.B

If you require distribution in the Maritime Provinces we are open to consider your proposition.

Best References
SMITH BROKERAGE CO., LTD
St. John, N.B. 1-4 South Wharf

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots

A. H. M. HAY

General Produce & Lumbermen's Supplies

Phone 5311
Residence 6383
80 ST. PETER ST. QUEBEC

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

LET CANADIAN GROCER Sell It For You

Still the Strongest and Best

Cow Brand Baking Soda has earned the confidence of Canadian housewives through its great strength, purity and economy.

As it was in grandmother's day so it is now — still the strongest and best.

Look over your stock to-day

CHURCH and DWIGHT
Limited
MONTREAL

Grocers Everywhere Sell More Keating's

The remarkable reputation earned for Keating's through its wonderful services during the past five years, means a vastly increased general demand for this universal insecticide. In addition our steady advertising helps on the good work. This all means better business for you.

KEATING'S POWDER

kills bugs, moths, roaches and other house insects

Place your orders regularly to ensure that your stock is ample for the demands.

SOLE AGENTS FOR CANADA
HAROLD F. RITCHIE & CO., LIMITED
10-12-14 McCaul Street
TORONTO

Successful C. P. INSECTICIDES are

DRY LIME SULPHUR
PARIS GREEN
SPRAYIDE
ARSENATE of LEAD
(Dry and Paste)
ARSENATE of LIME

C.P. Insecticides

For Efficient Spraying

The vast majority of farmers and fruit growers are convinced of the necessity of spraying as a means of producing full crops of prime quality.

But as results in this regard are determined by the quality of the spray it is very important for dealers to stock and recommend insecticides which actual tests have proven to be entirely satisfactory.

A stock of Canada Paint Insecticides will enable you to meet your customers' every spraying requirement. Economical and easy to apply, they furnish maximum poisoning strength and killing power, controlling the insect pest effectively without the least injury to foliage or fruit.

When you're stocked with C. P. Insecticides your selling efforts will be backed by a vigorous consumer advertising campaign which will direct the local insecticide demand to your store.

May we send you full particulars, prices, etc.?

THE CANADA PAINT CO.
LIMITED

Makers of the famous "Elephant" Brand Genuine White Lead

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

Brodie's XXX Self-Raising Flour

will prove one of your greatest sellers. It is a thoroughly dependable line that has forged to the front through sheer merit and has won the hearts of Canadian housewives by adhering to high standard, purity and quality year in and year out.

BRODIE & HARVIE, LIMITED
BLEURY STREET, MONTREAL

You Get New Customers With

WINDMILL

(Registered Trade Mark

BARBADOS SUPER-FANCY

MOLASSES

Don't think that all the poor grades of blended molasses have been disposed of. You will be offered these poor grades under new names, and by new companies, at very low prices to induce you to buy them.

They may change the name of the Brand and they may change the name of the company, but they cannot change the quality, which is always doubtful.

When placing your order for molasses be sure to order "Windmill" Brand Barbados Super-Fancy Molasses, and if your jobber or wholesaler has none in stock, write to us and we will get in touch with him immediately. When you order "Windmill" your quality is guaranteed and our price is right.

We guarantee "Windmill" to be absolutely pure and highest grade Barbados Molasses.

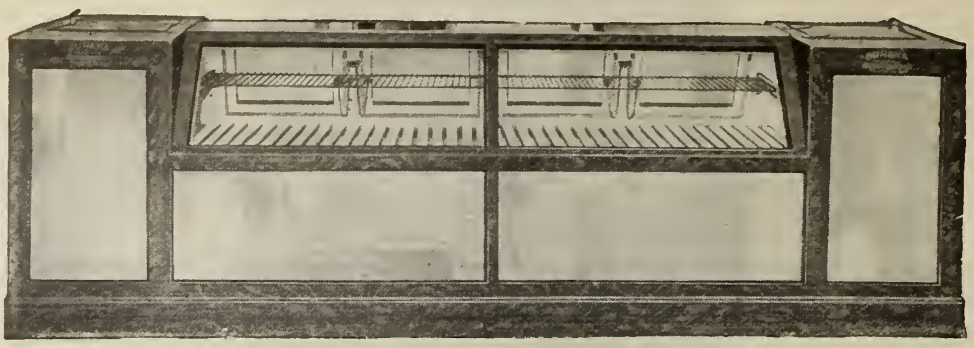
Pure Cane Molasses Co. of Canada, Ltd.
St. John, N.B. Montreal, Que.

THE PRICE OF OYSTERS

was not inflated like many other commodities during the war period. The advance was only enough to cover the added cost of production and the increased transportation charges. OYSTERS are handled on a very small margin of profit. GOOD OYSTERS are scarce; however, we hope to supply the trade with our "SALTESEA" Oysters the balance of the season, and the PRICE will always be the lowest we can possibly make it.

OCEANIC OYSTER CO.

MONTREAL



Model 105. Size 40 in. by 36 in. by 10, 12, 14, 16 and 18 feet lengths

"Eureka Freezer Counter Case has doubled our Cooked Meat Sales"

—say Griffin Bros. of Weston, Ont.

"Last April we installed a **Eureka Freezer Counter Case,** and during the summer of 1920 it had doubled our sales in cooked meats as compared with the summer of 1919. When we installed the Eureka Freezer Counter it was claimed we would have to use both ice and salt to maintain the right temperature, but all summer long we had no difficulty in keeping it at 35° and did not use a particle of salt."

This unsolicited testimonial is only one of many we could quote you in praise of Eureka Freezer Counter Cases.

We guarantee it to get below freezing point with use of ice and salt, and stay there if necessary; to keep meats not only over night, but for weeks; that temperature can be regulated; that our case will maintain a perfectly dry atmosphere at all times; a one-year guarantee to replace any defective material.

In the model illustrated above, the upper division is for display. Lower compartment for storage. Handsome oak case, wax finish, with Vitrolite panels. Heavily insulated, therefore economical in use of ice and salt.

We manufacture refrigerators and refrigeration equipment for every need. Get in touch with us now; we have 34 years of experience at your disposal.

Write for Literature and Prices covering this and our other models.

Eureka Refrigerator Company, Limited

Head Office and Factories: OWEN SOUND, ONTARIO

Toronto Office: 11 Colborne St. (Main 556) *Branches:* HAMILTON MONTREAL HALIFAX REGINA VANCOUVER

Particular Customers Ask for the Best Tea

It is always safe to recommend Red Rose Tea to particular customers. It is a tea so good that wealthy people want no better.

And as it makes one-third more cups than ordinary tea, economical people want no cheaper.

Red Rose Tea

"IS GOOD TEA"

T. H. Estabrooks Company, Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton St. John's, Nfld. Portland, Maine

Actual size, $2.35 per dozen, Ontario and Maritime Provinces. The genuine, delicious Forest Cream Maple Butter is having enormous sales. Are you sharing? Through jobbers only.

SMALL'S LIMITED
MONTREAL, QUE.

TS MFG LTD.

Our Prices are as low as it is possible to Manufacture products of a High Grade.

Should raw materials and labor become cheaper our customers will receive the benefit. To-day prices are attractive.

Send in your Orders

Trade Sundries Ltd.
Clarke St., Montreal

Place This In Full View of Your Customers

It will be a reminder for your customers of the best blueing on the market and a profitable assistant in your selling efforts.

The most successful merchants in the world have handled KEEN'S OXFORD BLUE for years.

Display this on your counter—an encouraging advertising medium.

Magor, Son & Co., Ltd.

191 St. Paul St. W. MONTREAL
30 Church St. TORONTO

LENT BEGINS FEB. 9th

Cold weather makes handling of fish easy. There will be a bigger demand for fish than ever this year.

PROCURE SUPPLIES NOW

LEONARD BRAND

A Good Supply Means Good Sales

"The Very Best of Good Fish"

FISH

Fresh, Frozen, Smoked, Dried, Pickled Haddies, Fillets, Kippers, Bloaters

ORDER FROM YOUR DEALER OR DIRECT FROM

LEONARD FISHERIES, LIMITED

Branches:
Canso, N.S.
Halifax, N.S.
St. John, N.B.
Port Hawkesbury, N.S.

PRODUCERS, PACKERS, CURERS AND DISTRIBUTORS

Head Office—MONTREAL

Branches:
Montreal, P.Q.
Ingonish, N.S.
Grand River, P.Q.
North Sydney, N.S.

CANADIAN GROCER

VOL. XXXV. TORONTO, JANUARY 14, 1921 No. 2

New Year Sees a Return of Activity

Renewal of a Freer Movement of Goods is Reported by Manufacturers and Wholesalers Alike—Should Forbid the Quoting of Such Words as "Buyers' Strike"

THAT the New Year has witnessed a substantial renewal of business activity is borne out by the statement of the heads of many concerns, who are impressed with the change that has taken place, and who are looking for even a much greater movement than has characterized trade for some weeks past. Wholesalers, manufacturers' agents and retailers all report an enlivening in trade that is decidedly encouraging, and the so-called buyers' strike has apparently spent itself.

Do Not Mention "Buyers' Strike"

In this connection the best way to resume, it would seem, is to resume. Wholesale and retail merchants and manufacturers should forbid every member of their staff to mention such words as "Buyers' Strike." They should give the impression in interviews, in their advertising and in their general conversation that business is O.K. Remember nothing succeeds like success. They should keep their customers well informed with regard to the trend of prices. They may advise them to purchase some lines, and they may even advise them to hold off purchasing other lines. The one thing they should not do is to complain about the attitude of the general public. This merely advertises the buyers' strike movement and tends to extend it.

Keep Close to Bankers

Merchants should keep close to their bankers. They should make all the economies they can and put themselves in a solid financial position, but above all, they should adopt an energetic policy with regard to getting business. Let them put on special sales if necessary, but do not announce that these sales are being put on because the public refuse to buy. Sales can be put on because they need ready cash, or for some other good reason. The merchant must keep his eye on replacement values.

If manufacturers, wholesalers and retailers adopt this policy it will do more than anything else to stimulate business.

A Better Movement

Representatives of Canadian Grocer are getting firsthand statements in regard to an actual renewed buying effort that has already begun to shape itself into a real right-about-face movement. It is the duty of every manufacturer, wholesaler and retailer to encourage it with all their might.

One wholesale grocer told a Canadian Grocer representative that in the first five days of this year he had opened ten new accounts. A manufacturers' agent declared that on Thursday of last week one of his salesmen had brought in $8,000 worth of business in the forenoon. Wholesalers were purchasing, he said, certain goods in 25 and 50-case lots, whereas during November and December they were purchasing in single-case lots. Another firm was very optimistic in discussing conditions, and showed an order whereby a wholesale grocer in western Ontario had bought unsolicited a half car of their products.

A Splendid Start

"Business for the new year is off with a splendid start," remarked another wholesaler enthusiastically. "The travellers all came in last Saturday with the report that customers are ordering more freely, and that sales for the week will compare very favorably with the same period last year."

"Sales for the first week in the New Year have been very satisfactory," stated a third wholesaler. "There is no doubt that merchants have reduced their stocks very considerably, and they are now ready to buy nearly every line. We have particularly noted that sales for tea have been fairly heavy, compared with a month ago. We have received more three to ten-chest orders than we have for some time."

"We sold one thousand bags of rice on Monday last. Not a large day's business by any means in normal times, but it is the best rice business for one day we have had for some time," remarked a manufacturer's agent. "Business for the first week in the year is showing up well. Wholesalers' and retailers' stocks are down to rock bottom and there is no reason why business should not soon become normal."

"Judging by the increased orders we have received for beans this past week it looks as though people will buy when the price is right. Beans are cheaper now than they have been for several years," was the comment of another dealer interviewed.

"Business for the New Year is certainly starting off with a better feeling than at the close of the old year. This past week is the best single week we have had for several months," reiterated a large manufacturer.

Readjustment of Coffee Prices Brief and Drastic

Good Quality Coffee Is Now At a Reasonably Low Figure—The New Year Introduces Practically Normal Conditions in Coffee

By Special Correspondent Canadian Grocer.

COFFEE prices have been tending for some months towards lower levels. The trend of the coffee market for the last month of the old year has kept to its usual course, and new low quotations were recorded for the present crops, which are much below average years. The depression is the result of world-wide conditions affecting all lines of merchandise. In the United States a committee was appointed to investigate the decline in the prices of many lines of farm products, which included coffee. The report given stated that the losses were not the result of manipulation but were due to the same economic conditions that were causing readjustments in all kinds of business, and that there was no other way to return to normal conditions except to take the losses and start anew.

A Year of Heavy Losses

As regards the coffee business for the year just ended, never in the history of the trade has there been a year entailing such severe losses. The report from the primary market states that there is every reason to expect a very profitable business for coffee in the year 1921, especially if the current predictions as to the size of the growing Santos crop are to be relied upon. Early in February reliable estimates should be at hand concerning the prospects and probable output of the 1921-1922 Brazilian crops.

World's Supply Greater

In seeking some reliable information on this market Canadian Grocer representative interviewed one of the large importers of coffee in Montreal, who is well versed in the market. This importer said: "Although receipts at Brazilian ports during the past six months have greatly exceeded those of recent years for the same period, the world's visible supply shows an increase on January 1st of only 350,000 bags, compared with the same date last year, which would indicate that the world's consumption of coffee is being well maintained despite the fact shipments to Central Europe continue to be very limited.

Not Due to Over Supply

"It would appear that the steadily declining market of the past few months cannot be attributed to any over supply, but has been brought about by the liquidation of stocks in common with other commodities all over the world.

"The best authorities feel that the period of deflation has run its course, as present prices in the primary markets are much below the cost of production, and cannot be maintained for a long period without diverting the attention of the grower to more profitable enterprises, thus curtailing production, and creating a scarcity which would inevitably result in higher prices.

"Prices are now below pre-war levels, but of course, Canadian prices are greatly enhanced by the duty, high exchange and increased freight rates as compared with 1914. These increased charges, the result of our war experience, are likely to continue for a considerable time, and much lower prices cannot be reasonably expected. Both dealer and consumer need no longer hesitate to purchase normal supplies, as in the natural course of readjustment the cost of some grades of coffee is more apt to be higher than lower within a short period.

"Good quality coffee is now at a reasonably low figure, and within reach of all consumers. The period of readjustment in this commodity has been brief and drastic, but the New Year introduces practically normal conditions in this branch of industry."

Primary Stocks of Spices Are Limited And Depression Is Clearing

Market Conditions in Spices Depend Largely on How Soon Depressed Stocks Are Cleared Up—Retail Trade at Present Is Well Advised

SPICES, like many other lines of commodities, have been passing through a period of depression. Brokers and speculators had been investing heavily in spices and when the banks, some six months ago, commenced to call in their loans holders were forced to place their stocks on the market in order to liquidate their loans. These stocks were offered at prices far below the actual market value. One spice grinder stated to Canadian Grocer that he was offered nutmegs only this week at a figure that would barely cover delivery costs. Another said that he could buy peppers at almost pre-war prices. And so it has been going, one broker being overloaded with a certain spice would be compelled to sell at any price he could get in order that he might meet his obligations at his bank. Another would have another line, and needing the money promptly, would be compelled to sell his holdings. This condition has resulted in an unsettled market, but some who are closely in touch with the situation state that depressed stocks are fairly well moved off, both in Canada and in the United States.

An advice from primary markets states that the stocks held there are limited and the market generally has a firm undertone. It is impossible at present to get an accurate idea as to the outlook, as conditions will depend to a large extent upon how soon these depressed stocks are cleared up. Some importers are of the opinion that the situation has a better feeling, while others state that it will be well into spring before the market becomes stabilized. All are agreed, however, that in about three months prices can be expected to strengthen.

Buy in Small Quantities

In the meantime, quotations to the retail trade have been revised downward and the retail merchant can make no mistake by taking the advice of the grinder and the wholesaler—buy in small quantities.

In referring to the probable trend of prices on containers used in the spice business one manufacturer stated: "We believe that the prices of containers generally are at the peak. There has already been a decline in the cost of wood boxes. Of course, if exchange continues to advance between Canada and the United States, from where the bulk of our tin comes, there is not much chance of a decline in tin containers. Another condition that should tend to keep prices above 1914 figures, even if raw materials approach quotations in that year, is the fact that our overhead has increased enormously. Most of our employees have been with us for years and their salaries have steadily gone up and it will be very hard to reduce overhead in this respect.

"There has been considerable slashing of prices in spices already, which must have shown severe loss on the original cost of the goods. In the addition to the increased overhead charges there are the different taxes, the cost of which it is rather hard to assume, probably running between five and ten per cent. even over for certain kinds of business I do not think, in many cases, that these extra costs have been taken into account in making up costs of the finished product. However, I believe that things ought to improve by next spring and in the meantime our policy is to buy cautiously just as goods are required."

Can the Window Pay the Rent?

The Beginning of a New Year is an Opportunity to Give Careful Consideration to the Importance of the Window—Your Window Should Pay Big Profits—What Change Will Improve Its Capacity for Display?

By ROY A. HUNTER, Vancouver

VANCOUVER, Jan. 12. — 'At the threshold of the new year, when each merchant is deciding for himself what changes for the better he can make, what departments can be made to produce more, and in what direction he can increase his sales effort, the window should come in for a careful scrutiny.

Can it be made to pay the rent? What change would improve its display capacity? Is it easily kept clean?

For tips on running a grocery store, the writer hastens down to a successful grocer, but for tips on the use of windows for sales, the place to go is to a man that makes that his business, and can earn ten thousand a year, based on the profit he can make the windows earn.

Such a man is C. L. Greer, display manager for the Hudson's Bay Co., Vancouver. Discussing the sales possibilities of the even smaller-than-average grocery window Mr. Greer says:

If Goods Were Locked in Cupboards

"Seventy-five per cent. of the merchandise that is sold is not absolutely needed at the time it is bought. This is true to a less extent in staple groceries, but of fancy groceries, where the greatest profit is made, it is just as true as it is in ladies' wear.

"If you don't think so, imagine your volume of business, if all your merchandise were kept in closed cupboards till brought out on demand. Consider the splendid little memory joggers that your shelves full of groceries are. Notice almost any sale you make over the counter, how items are added, one at a time, after scanning your shelves for suggestions. The more pointed the suggestion, the more impressive it is. The more real the implied desirability, the more your sales.

"Merchandise attractively presented is partially sold. If the presentation is good enough—the interest and desire of the passer-by sufficiently intrigued, the sale will be completed right there—that is—if you have the price on the article, and the would-be purchaser has the cash or the credit to negotiate.

The Feature of the Offering

"One must decide first, what is the strong feature of the offering. If, for instance, you have made a splendid purchase of canned peas and purpose to move them at 9 cents a can, you will need nothing more than a great pile of the cans in the window and a large card saying 9 cents.

"But suppose they are French peas, and you must sell them for 50 cents, then you must proceed differently. You must display them in an 'atmosphere' of quality, dignity, refinement and exlusiveness. You can then profitably strive for an artistic setting, and a richer background. You could suitably introduce a fine linen napkin, a good glass bowl, a silver spoon. Name the price? Yes! Always. But in this case the price will be in light figures, on a small card. Not in poster style, like your nine cent bargain. The larger cards in the window will now feature the flavor, the appearance, the distinctiveness of the peas—their suitability for the 'dinner' which is a 'little extra' etc.

Windows That Mean Sales

"Many grocers and also many other retailers are still loath to advertise. The larger stores advertise very profitably—very profitably, or they certainly would not be doing it. In the same way a great many dealers hesitate to spend a few dollars for fixtures with which to make proper window displays. A few such helps are invaluable in producing an effective dindow. Now don't misunderstand me. By an effective window I do not mean an 'art-for-art's-sake' kind of window, I mean the window that is artfully dressed to create a demand for the articles displayed, that will be converted into actual sales over the counter.

"If you had an announcement to make about a certain line of merchandise that you wanted special attention drawn to, and had a man employed to make announcements in front of your store, would you, while he was speaking, have a dozen other people shouting out the names of a dozen other articles you had in stock?

Let It Be Only One Line

"Think that over, next time you put in a special in your front window, and then proceed to clutter up the beholder's attention with a dozen other unrelated lines. If you want attention on the quality and price of your new season's dried fruit—let it be a dried fruit window, with no other exhibits in the window to take the attention off the dried fruits. Same with jams, honey, tea. Let there be an idea behind your window if you're putting in an assortment of commodities. At preserving time, the preserving idea will naturally introduce jars, rings, sugar, wax, but don't put jams in that window unless you want to make the suggestion that they should not do their own preserving. A pickling window will suggest all kinds of spices, vinegars, jars, crocks, etc., but it would be contradictory to introduce at the same time your various pails and bottles of pickles unless you wanted to absolutely neutralize any effect from your display.

Should Pay Big Profits

"These are just a few random thoughts. Your windows should pay you big profits. If you have neither the time nor inclination to dress a good window every week—pay a few dollars to some one to do it for you. Check up carefully the sales you make on the lines displayed. You will be surprised."

The Future of Peanut Butter

Prices of Raw Peanuts Are Inclined To Be Low But Increased Costs of Packing Make Pre-War Values for Peanut Butter Unlikely

VANCOUVER.—(Special).— While it is quite true that the price of raw peanuts is comparatively low, people who expect the price to drop to anywhere near the 1914 level are doomed to disappointment. This is the considered opinion of one of the largest peanut butter manufacturers in Canada.

For one thing, the lithographed tins used are just 100 per cent. higher than they were before. The United States Steel Co. is making efforts to stabilize steel prices for the safety of the hundreds of allied industries, and one of them is the tin plate and tin can manufacturing business. There are no indications of any great reduction in the prices of cans. Eventually the cost of these containers will reduce, but it will likely be by slow drops of five and ten per cent.

The increased freight rates are also a factor in neutralizing the effect of cheaper peanuts. Freight rates are almost double what they were even eighteen months ago.

Lower prices on peanut butter and salted peanuts will likely be named, but they will not be able to approach pre-war prices, nor can they ever be expected to do this unless the entire wage scale reverts to the pre-war level, which seems improbable.

Rice Experiences Sharp Declines

During the Last Few Months Rice Has Been Reduced to Less Than One Half Its Value—Large Surplus Quantities Now Available—Future is Uncertain and Cautious Buying Is Advised

By Special Correspondent to Canadian Grocer

AMONG the many articles which have experienced very heavy reductions in value from war time prices, rice has had to bear the brunt of a heavy storm. Like sugar, it has, during the past year or two, been subject to more or less governmental control, and in some of the large producing countries at the present time that control has not yet ceased to be a factor. This commodity, like some other semi-tropical products, had experienced an inflated condition due not only to the natural causes of supply and demand, condition of crops, etc., but also to unnatural causes following in the wake of the terrible world war as well as to regulation and control exercised by government officials in various countries.

Shortage in India

In 1919, during the early part of the year particularly, there was a tremendous shortage of rice in India, the conditions amounting to those commonly found in famine years. This resulted in the Government of India absolutely prohibiting the export of rice except in very limited quantities to certain countries, and under certain restrictions. The unfortunate conditions prevailing in India at the time were aggravated by shortage of crops in some of the other large producing points, and consequently the degree of control exercised by the government seems to have been a necessary evil at the time. However, the inevitable result was that prices continued to advance as the available supply of material continued to decrease, until levels were reached which had not been experienced before. This increase in value, due to shrinkage in quantity, was further influenced by the fact that the value of silver continued to increase at tremendous rate, the Hong Kong or Mexican dollar going up at one time to a value of about $1.30 in gold. Under normal conditions the value of the Hong Kong dollar would be in the neighborhood of 45 to 50 cents gold, so the tremendous increase in the value of Oriental products such as rice is very largely explained by the increase in the value of the silver currency, with which rice has to be purchased in Oriental producing countries.

Now Less Than Half Its Value

The peak of values was reached in the early months of the year 1920 but it was not until general conditions of trade seemed to be getting unsteady, and confidence in the market generally was commencing to show signs of wavering that the great declines took place, and during the last few months, in keeping with a tumble in silver, rice has been reduced to less than one-half its value. Another of the factors which has influenced the movement downward in addition to those which have already been mentioned, is that this year some of the large producing countries are likely to have exportable supplies far in excess of those which they had the year before. Under usual conditions British Burma is the largest producing country in the world as far as its exportable surplus is concerned.

The next in importance, in surplus rice, usually comes from French Indo-China, and Siam, both of which countries together would probably have for export under usual conditions about equal to the exportable surplus of British Burma.

Burma's Surplus For Export

The new crop of British Burma which is just commencing to show itself on the market, and can be fairly closely estimated shows that Burma is going to have quite a considerable quantity of surplus material to export, only a portion of which will be required for India.

A Depressing Effect

The known fact, therefore, that this year Burma will commence to make a contribution again to the world supply of rice, and also to the known fact that French Indo-China and Siam will each be able to spare something from their crops, has had a depressing effect on the market, and has made the growers of rice in other producing countries, particularly such as the United States, and Brazil, very nervous concerning their own production. Added to this it may be said that the United States has this year a larger crop of rice than she has ever experienced in her history, amounting to possibly more than twice the amount she can consume. Under ordinary conditions, she looks to her near neighbor, Cuba, to absorb a large portion of what she does not require for her own consumption, but, Cuba being at the present time overloaded with Oriental rice purchased at comparatively high prices, and having financial difficulties due to sugar, she is unable to absorb her usual supply of American grown rice of which she usually eats about 500 tons per day.

Embargo on Rice Imports in Cuba

The Government of Cuba, therefore, has placed an absolute embargo on the importation of rice into the country, and a moratorium affecting the financing would in any case have made business different, even without the embargo restrictions. If Europe were in a position to purchase her normal requirements, the situation would probably be greatly relieved in a very few months by the actual consumption of a great portion of the American surplus crop, and the effect of Europe's consumption would readily tend to stabilize the values throughout the world, but unfortunately Europe cannot buy except in very limited quantities and in very restricted areas, the general demoralization there both political and financial making it impossible for the rice producing countries to look to Europe for any reasonable outlet.

It would hardly do to overlook the question of ocean transportation which, since the Armistice, has experienced such tremendous declines. The simple fact would have greatly affected the value of an article which is normally produced in its largest quantities in Oriental countries, and has always therefore to bear an ocean freight of considerable amount before reaching European and American consuming markets. Freights have declined so that they are in some instances less than one-sixth of what they were while the war was on, and shipowners seem to be seeking cargoes at almost any rates which they can obtain, in spite of the high cost of coal and the advanced wages being paid now as compared with those of pre-war days.

Cannot Predict Future

As to the future of rice it would be a very unwise prophet who will venture to predict with any degree of accuracy what is likely to take place. So much depends upon the financial and political conditions of Europe and of other parts of the world, and to the quickness with which trading and merchandising operations are resumed in normal quantity, that it is practically impossible to forecast either in time or value the likely movement of the market. A resumption in general confidence in business, or the establishment of some means whereby Europe would be enabled to buy her much needed and normal requirements, would have a tremendous effect in stabilizing such an article as rice. On the other hand, if the article goes any lower it is likely to reach some level, if it has not already done so, where the cost of production is greater than its selling price.

Cautious buying in reasonable quantities would therefore seem the wise policy at the present time.

World's Tea Production Is 25 Per Cent Above Consumption

Production Has Increased While Decrease is Attributed to Cutting Off of Market in Russia and Central Europe—A Deluge of Common Tea

THE tea producing industry is passing through a difficult period, and a continuation of present conditions would lead to the abandonment of a number of tea gardens, especially those that grow the commoner grades in Ceylon and India. It is estimated that the world's tea production is about twenty-five per cent. above consumption, production having increased and consumption decreased. The decrease is attributed mainly to the cessation of the demand in Russia and Central Europe, and also to some extent to the demobilization of the British army, for the soldier on active service was a heavy tea drinker.

Huge Stocks Accumulated

The increase in production was largely due to the coarse plucking which was encouraged by the British Government while tea was in control, taking their proportion of the crop at a fixed price, no matter what the quality. This habit of coarse plucking continued after the de-control until the fall in prices which led to the practice being discontinued. By that time, however, huge stocks of tea had been accumulated in Great Britain, for which there was no outlet, and prices fell in consequence. A considerable portion of these heavy stocks consists of old and stale teas, which have deteriorated until there is practically no market for them. There is some hope of an early re-opening of the Russian market, which will absorb a large quantity of the existing stocks, but, if no such relief is found, many gardens will go out of cultivation, which undoubtedly will result in higher prices.

A Deluge of Common Tea

"There never was such a deluge of common tea as there is to-day in the London market, and probably never as great a scarcity of fine teas," stated P. C. Larkin, of the Salada Tea Company, Ltd., Toronto, in an interview with Canadian Grocer. "This was largely brought about by the enormous price that common tea was bringing up to six months ago. Prices induced the finest gardens to pluck coarse and thereby to practically double their output, but unfortunately debased their product. Thus, by increasing the production of common tea, they limited the production of what is always scarce enough—fine teas. Then there is the fact that Russia is completely out of the market, and is likely to continue so and her consumption was not less than one hundred million pounds per annum.

Producing a Better Tea

"Doubtless the gardens now are plucking finer, and thereby trying to produce a better class of tea, and the production in all countries will be, without question, much less in the coming year than it has been in the past, with a corresponding bettering of quality."

"Has the consumption increased in Canada since prohibition?" asked by the writer.

"The tea consumption in Canada at present is about five pounds per head per annum," replied Mr. Larkin, "but it is hard to say positively whether it has increased or not since prohibition, as the duty has only been on two years, and previous to that, we could not tell what the consumption was from year to year. While there might be large quantities of tea imported one year, there might be considerably less the two following years. When the duty has been on for another couple of years, we will be able to follow the consumption very closely, because the amount taken out of bond in the year will give us the amount consumed very closely."

United States Imports

It is interesting to know that the amount of tea imported into the United States, where there is no duty, amounted to 103,364,410 lbs. in 1916-17, 151,314,932 lbs. in 1917-18, 108,172,102 lbs. in 1918-19, 93,274,217 lbs. in 1919-20.

Some people jumped to the conclusion that consumption increased enormously in 1917-18 and fell off in 1919-20. This is not so at all, and doubtless some of the tea that was imported into the United States in 1917-18 is still in the United States awaiting consumption.

Southern Rice at Lowest Level

Current Year Should See a Stabilization of Prices With an Increased Demand, Says Hugh M. Blain, Manager, Associated Rice Millers of America, New Orleans

SOUTHERN rice millers are of the opinion that rice (United States grown), has reached about its lowest level. Southern rice, Blue Rose, for instance, is at present quoted in Toronto at $10.50 per hundred, which is exactly one half of the highest figure quoted during 1920. Eastern rices have shown some slight reductions, but generally prices have been fairly steady. It is expected, however, that when the new crop arrives, which will be about the first of February, prices will be lower.

"In all probability rice has reached its lowest wholesale price, and 1921 should find a stable market with an increased demand," stated Hugh M. Blain, manager Associated Rice Millers of America, New Orleans, La., in an inteview with Canadian Grocer. "The agreement between the Southern Rice Growers' Association and the Southern millers, who handle practically all of the rice raised, in regard to definite prices, insures against further reductions."

"All authorities on rice agree that, beginning with the first month of the new year, market conditions will be much better and that the product will begin to move with some regularity. The crop of 1920 was the largest in the history of the rice industry, thanks to good season and increased acreage. During 1919 the per capita consumption of rice in the United States was only three pounds, yet the price was high and the growers and millers made money. With rice gaining in popularity and with decreased cost of labor, implements and supplies, and with a readjustment of management to cope with present industrial conditions, it is thought that it will not be necessary for the rice farmers to cut their acreage.

"In the rice belt there are practically no labor troubles. Negroes, who went north during the war to seek employment in the munition plants and other manufactories, are returning. With the return of the soldiers they have been forced to surrender their jobs to white and more skilled labor. That has convinced them that the farm life is best, and they are gladly returning to agricultural pursuits.

"The introduction of the very latest farming machinery into the rice belt has also eliminated labor troubles. The land is cultivated by tractors, and the rice is harvested by tractor-reapers, and then is threshed by the most improved methods.

"With no labor trouble, with a readjustment of business conditions, a united industry, and an extensive advertising campaign to increase consumption of rice, those engaged in the Southern rice industry are planning and hoping for a larger business in 1921."

The Retail Merchants' Association of Chatham, Ont., is making extensive preparations for a country-wide trade campaign to stimulate business during the corn show week, this month.

Prices of Store Equipment are Firm

Scales, Meat Slicers, Cheese Cutters, Refrigerators, Counters and Other Store Equipment Will Likely Sell at Present Values in 1921—Raw Material and Labor Are Still High

"THERE is a query in the mind of almost every merchant in Canada as to whether there will be any perceptible change in the price of store fixtures during the coming year," stated F. E. Mutton, vice-president and general manager of the International Business Machines Company, Ltd., Toronto, Ont., in an interview with Canadian Grocer.

"As manufacturers of scales, meat slicers, cheese cutters and time recorders, we do not feel it is likely there will be any change in these store accessories, either up or down, for the reason that there was never any inflated price, and while raw materials may decrease in price somewhat, the cost of labor will not be changed so that it will affect manufacturing costs.

Overhead Expenses Increasing

"On the other hand, overhead expenses will increase owing to increased taxation, and again, there are some raw materials that the Canadian manufacturer is compelled to import. The adverse exchange rate against the Canadian manufacturer again tends to equal, if not more than offset, any reduction there may be in the purchase price of raw material.

"Another factor that enters into the distribution at an increased cost is selling expense, owing to increased railway fares or general travelling expense, and there is also the item of increased freight rates. Consequently in summing up the situation as we see it for at least the next year, it is really a question, with the increased cost of doing business, whether prices would not, if changed at all, have to move up a little."

Refrigerators Are Steady

Regarding the selling prices of refrigeration equipment, there is no chance of the prices of this equipment being reduced in the near future. Such is the opinion of manufacturers. They point out that they are not anticipating any big reduction in the cost of raw material, and as they employ highly skilled labor, it too must remain at the present level. They further explain that the present costs are the same as early 1920 costs, and will likely remain practically stationary during the coming season. Under these conditions the selling price of refrigerator equipment cannot be reduced.

Store Furniture Firm

In summing up the market situation for store furniture, Oliver Kinzie, president of the Walker Bin and Store Fixture Co., Ltd., Kitchener, Ont., stated to Canadian Grocer:

"Prices, of course, went up in everything, so must recede in proportion until some level is reached comparatively to correspond with cost of material, labor and taxes. On household furniture the advance since 1914 was possibly 150 per cent. to cover an advance of 125 per cent. in labor, and 150 per cent. in lumber to 200 per cent. in glass and hardware. On shop furniture or store fixtures the advance on an average has been but 100 per cent., and we see no possibility of any material change during the coming season, if at all, in general lines. It takes specially trained mechanics to work to detail specifications, and if anything a higher standard of skill than for regular lines of furniture, where one does the same thing over and over without variation for months or years. This specially trained labor being scarce the trade has to compete more or less with higher paid metal and rubber industries to hold the men and there is no likelihood of any reduction in wages at all. Again, the fixture business being in few hands, all of which while competing keenly for business, had secured all lumber and supplies for a year or two of operation before the rise in cost of lumber, etc., in effect last year, the prices never reached a level such as raw materials would have justified, and present cost of essential raw materials is only reaching the levels of same goods 18 months ago, when present stocks were purchased in many instances. Taking one single item in our line as good basswood used for bins; in 1915, we bought it F.A.S. grade for $38 per M, in 1918 at $68, and now same grade is $128 at the least. Oak has been reduced a great deal since last spring, but all Canadian woods have advanced 25 per cent. at the least on an average.

"Glass, fortunately, on account of exchange and financial pressure in Europe, is sold lower in Canada by Belgian firms than the same stock is sold in England or on the Continent. The large American plate glass factories, however, have made no reduction. In fact, we know of one car of Belgian plate sold by local firm to a Toledo manufacturer at net cost laid down here, his only profit being the 11 per cent. exchange on N. Y. funds he received. Out of this, too, would have to be paid duty. At the same time competition with U. S. manufacturers had to be considered, so the relief in this instance seems to be only local."

Few Recessions Are Looked For In Evaporated Milk Prices

The First Three Months of the Year, at Any Rate, Will See Little Change in the Market—Situation in Condensed Milk is Similar

THERE is no indication that evaporated milk prices will be any lower than at present for at least the first three months of the year. Practically the only raw material that has declined in price over the high prices prevailing during the past twelve months is the raw milk. The cost of cans has not been reduced at all from the extreme high price during and since the war period. There has been an indication during the past sixty days that prices on containers are weakening and manufacturers of evaporated milk are looking for a slight reduction on the cost of containers. This reduction, however, will probably be a mere shading, amounting to perhaps three or four cents on a case.

Then again the high cost of labor has not come down, nor is likely to, for some time. There is a possibility that there will be some readjustments to a lower basis, but it will take some months to bring this about, and how far it will go will depend upon the extent the general scale of living expenses are reduced.

Freight Rates Still High

Against the savings which may be made by the reduction in the prices of raw material there are the increases that have been made in the freight rates, which will undoubtedly offset any savings in raw materials.

Prospects for exporting are not good. Manufacturers are of the opinion that there will be some continued exportations of evaporated milk, but the unfavorable exchange situation, together with the general unsatisfactory financial conditions of the European nations, are very much against a revival of export business.

Condensed Milk Situation

The situation in condensed milk is similar to that of evaporated. The cost

of sugar has something to do with the price of condensed milk, but manufacturers state that the lower cost of sugar will not be reflected in the price of condensed milk until after the first of March.

Changes in prices of condensed and evaporated milks to the trade are not likely for the first quarter of the year, unless raw materials and other expenses show considerable change from the present position.

Trend of Biscuits is Down But Pre-War Levels Are Not Likely

Lower Quotations are Already Ruling But Further Declines Will Depend Largely on the Extent of Reductions in Raw Materials

"WE are not anticipating any further declines in the prices of our biscuits for the next three or four months at least," remarked H. A. Telfer, of Telfer Bros., biscuit manufacturers, West Toronto, when spoken to by Canadian Grocer, in regard to biscuit prices in 1921. "We have discounted any lower prices on raw materials, during that period, in the striking of our present levels. Our values declined in December, and at that time we endeavored to cover any recessions that are likely to occur in a period of three to four months. At the present time we are working on ten cent sugar, and the likelihood is that it won't go much lower."'

Will Not Reach Pre-War Levels

Biscuit manufacturers seem to be agreed that prices of biscuits will not go as low as pre-war levels, as at that time flour was on a basis of practically five dollars per barrel, lard nine cents per pound and sugar five cents, whereas to-day the prices for these same materials are, as everyone knows, very much higher.

"Labor is nearly double what it was in 1914, with no possibility that it will decline to any extent in the very near future," stated Harvey Shaw, manager of the North-west Biscuit Company, Limited, Edmonton, Alta., to Canadian Grocer. "There has been a slight decline in some staple packages of soda biscuits, with a possibility of some further decline in the early part of this year. We made a decline of practically ten per cent on all sponge goods on December the first, and a further decline on sweet biscuits is due early in the new year. Further declines will depend very largely on the markets for raw materials, particularly the situation in wheat."

"I wouldn't like to say what the prices of biscuits will be in the coming months." remarked John Edmunds, of the Christie Brown Co., Ltd., to Canadian Grocer. "We lowered our prices on both sodas and sweetened varieties from two to five cents per pound at the beginning of the year. What further declines there will be, of course will depend on what additional reductions are made in prices of raw materials. Our present prices are according to what we now have to pay for ingredients. We have not discounted further declines, and will lower our prices according as declines take place. There has been no reduction in labor costs, and this factor renders very little likelihood of pre-war prices prevailing."

Prices Lower on Small Confections

William Robertson, of Robertson Bros., Toronto, Does Not Look for Lower Levels Unless Luxury Tax is Removed

"WE have already lowered our prices on practically all our lines," remarked William Robertson, of Robertson Bros., confectionery manufacturers and distributors, Queen street east, Toronto, to Canadian Grocer, the other day. "Our lines are now from four to eight cents per pound lower than they were at the end of the year. At the beginning of this year, we adjusted our quotations, on the basis of sugar at 9½ cents per pound. Of course if the government removes the luxury tax on confectionery, our prices will then be another ten per cent. lower, as at present the manufacturer is absorbing that tax. The removal of that tax will be one of the best things for the confectionery business that can happen."

Apart from the decline that will take place, should the luxury tax be removed, Mr. Robertson is not anticipating any further decreases in present quotations. The sugar market, he states, is the controlling factor in the prices on confectionery. Mr. Robertson does not believe that the sugar market will see any lower levels than are at present ruling, not at any rate for some time. Other raw materials that enter into the manufacture of confections, Mr. Robertson pointed out, have also declined and these easier values have been of course taken into consideration in the striking of 1921 quotations.

With the removal of the luxury tax, Mr. Robertson is looking for a very active trade in his products. The discontinuance of this taxation will, he thinks, result in renewed buying, as everything else indicates active business in 1921.

H. R. McKenzie, manager of the Dominion Chocolate Company, Toronto, does not intend, at present at any rate, lowering the price of Dominion chocolate bars. He told Canadian Grocer that the present quotation on Dominion bars is a special one, and he does not anticipate any decline. He reports renewed activity in buying, and expressed the opinion that in practically all lines of merchandise the readjustment period was closing. While prices were generally lower, he did not believe that pre-war levels would be reached.

Laundry Soaps Likely to Hold at Present Levels

"Laundry soaps are not likely to show further price recessions during the next month," remarked J. E. Ganong, president of Lever Bros., Ltd., Toronto, in the course of an interview with Canadian Grocer. During the first two years of the war, soap manufacturers had not advanced their prices in accordance with the inceased cost of raw material but were content to base their profits on the higher price received for glycerine. Then when the war closed glycerine prices reached the bottom and raw materials commenced to soar and stayed there until well into the middle of the year just closed. And of course soaps were also advanced during the advancing period of raw materials.

The manufacturing of soap is a long process. "In fact," said Mr. Ganong, "it takes from three to four months to make a piece of soap ready for the market. The costs of fats have come down but so many other things such as coal, paper, labor and packages have not come down, that it makes it very improbable that there will be any further reductions for some time. If there are any declines they will not be large so that the merchant will have time to clean up his stock without any great loss."

Toilet soaps have been reduced about 15 per cent during the past month. Mr. Ganong pointed out that the actual cost of the raw material and manufacturing toilet soaps was not half what it cost to wrap, box and ship it. The perfume and coloring must also be taken into consideration, and none of these have shown any recessions and until they do further reductions are not likely.

B.C. Jam Makers Will Pay Market Prices For Supplies

It Is Expected That in Current Year Manufacturers Will Not Contract for Their Berries in Advance—Jam Men Buying Berry Fields

(By Special Correspondent, Canadian Grocer)

VANCOUVER, Jan. 10.—Looking back to the spring of 1919, it is recalled that the market price of Gordon Head strawberries was around 14 cents a pound. Some of the eastern jam manufacturers came to British Columbia and whether they needed the fruit, or needed the prairie business, they offered and paid for a few cars of Gordon Head berries prices ranging around 17 and 18 cents per pound. Consequently, the price of berries to the B. C. jam manufacturers was raised to the same figure. The Ontario prices for strawberries remained at a lower figure.

Not to be caught again, the B. C. manufacturers in 1920 jumped in early and contracted for their fruit. Not all, or not at first, but most of them did contract for what they needed well in advance of the actual picking.

Should Get 25 Cents Pound

At a meeting of the Fraser Valley berry growers, called to form an association, one speaker warmly claimed that the growers should and would get twenty-five cents a pound for every pound of raspberries and strawberries that they grew," etc., etc. One canner said to the speaker, "but the consumer will not pay a price for jam that will allow us to pay you a dollar for four pounds of raspberries."

"We're not talking about what the consumer will pay. We are saying what we are going to get," said this farmer.

They held their price at twenty-four cents for quite a while, until, in fact, the first shipment of the season were made to the prairies. But none of the jam makers would rise to the price. Then the growers turned around and sold half the valley crop to a United States firm at 20 cents, hoping to get them out of the country and keep up the price on the remainder. Then one of the Island packers began to get panicky and contracted for what he needed at about twenty-two cents. Others then jumped in at twenty-three cents, and one packer, who did not pack much, paid as high as thirty cents a pound. But the packer who remonstrated with the growers on their twenty-four cent price bought all he needed back from the American buyer at eighteen cents. Berries were crossing the American boundary into Seattle, and the same berries were then coming back to the Canadian side at the same time. In fact toward the end of the season an arrangement was made to swap berries, pound for pound and save them crossing the line at all, or standing the extra carrying.

Will Pay Market Prices

This year, 1921, it is confidently expected that the jam makers will not contract for their berries in advance. They will pay the market price for berries, and that is what the growers will get for them.

A new stage is being approached in the B. C. jam business. The jam manufacturers are buying berry fields, and, to a certain extent, reducing their dependence on berry growers.

1914 Prices of Rolled Oats Unlikely

Sales Manager of Quaker Oats Co., Peterborough, Ont., Does Not See Any Probability of Prices in 1921 Being at Pre-war Levels—

"WILL the price of rolled oats be as low in 1921 as it was in 1914?" asked a Canadian Grocer representative of George A. Macdonald, sales manager of the Quaker Oats Company, Peterborough, Ont.

"We do not see any probability of the price of rolled oats being at any time during 1921 as low as in 1914, although when making this statement we are figuring that the margin made by the miller on sales of rolled oats during 1921 will probably be considerably less than the margin obtained by the miller in the year 1914," replied Mr. Macdonald.

"The raw material for a bag of rolled oats may go as low as in 1914, but higher freights primarily, and necessarily higher costs of manufacturing and merchandising would make it, to say the least, entirely improbable that they will reach any such level.

Gradual Return of Oats Price

"Furthermore, inasmuch as the present market value set upon oats is one based upon economic necessity and sentiment rather than proper value, we are inclined to look for a gradual return of the oats price to a fair return basis to the producer during the year.

"Labor, in all probability, will be reflected downward in our costs in the year 1921, but no such thought as a return to 1914 labor wage scale occurs to us as probable during 1921, and all adjustments of wages will be made only after the fullest consideration and comprehension of the actual reduction in the scale of living cost by declines in commodity values.

Packages Should Come Down

"The cost of cartons and packages should come down during 1921, as paper and allied products have so far not proportionately declined with other products."

In referring to the possibilities of exporting grains and flour to Europe, Mr. Macdonald said:

"It seems to us that the possibilities on flour and wheat will be limited by the actual necessities of importing, unless some better method is devised by the exporting countries of handling the exchange situation. Of coarse grains, such as oats, the possibility ought to be greater, as Europe must build up her animals, and oats, barley, corn, etc., are to-day selling at a much lower relative scale than wheat is or can be expected to."

Does Not Look for Any Changes in Pickle Prices

"We are not looking for any changes in prices of pickles at the present time," remarked Fred. Lytle, of Lytle Bros., pickle packers, West Toronto, to Canadian Grocer, the other day. "Our labor costs are still as high as ever, and the cost of containers, as well as of labels, is still maintained at very strong levels. Actual stocks of pickles are not heavy. Should present supplies become exhausted, and it became necessary to purchase from the United States, prices here would be more or less affected. The crop of cucumbers in the United States last year was only forty-seven per cent of normal, and prices are consequently very firm over there. The exchange situation, at its present high levels, will also be a factor in prices as far as the Canadian market is concerned, should it be necessary to buy stock in the United States.

"The lower market in sugar will not affect pickle prices, that is, of course the sweet varieties, to any great extent. A ten gallon keg might be quoted somewhat lower on account of the easier sugar market, but any difference in quotations on a ten ounce bottle would be so light as to be almost negligible."

Sockeye Salmon May Show Some Reduction in Current Year

In Sympathy With Declines in Other Food Products, But Pinks and Chums Are Now Selling Below Cost and May Show Advance

By Special Correspondent to Canadian Grocer

VANCOUVER, Jan. 10.—The British Columbia salmon pack of 1920 is about 200,000 cases less than that of 1919, due principally to the small quantity of chums put up by the canneries. The foreign market for this cheaper fish has been seriously curtailed owing to various abnormal conditions, but there is every confidence that these unfavorable hindrances to free trading are only temporary, and that the continental demand for pinks and chums will before long absorb the greater part of what good stocks are now unsold.

Packers' Supplies Cleaned Up

Sockeye, red spring and cohoes are generally cleaned up from packers' hands. These fish are always in demand in Canada, England and Australia. Pinks and chums usually find a ready market both at home and on the continent of Europe. In France, these last mentioned fish are almost exclusively imported, as the French buyer recognizes their equal value to sockeye, when made up into salads and other like dishes. The Frenchwoman declines to pay the heavy extra price for the sake of a red color, when an equally palatable and nutrient article can be purchased for one-third of the cost.

A Forecast Difficult

It is impossible to forecast the market prices for 1921. World conditions of trade, cost of materials used in processing, and many other considerations will decide this question within the next six months.

Tinplates, nets, twine and several other leading necessities of the cannery business have already been purchased, and at costs generally in excess of those paid for last year's pack. Sockeye salmon sold at high prices last season, but with the natural tendency for lower prices on all commodities, this popular fish will probably have to show some reduction in sympathy with other food products. Pinks and chums are now selling at or below the cost of production, and may and should show an advance in price if the canning industry is to be maintained on a safe and healthy commercial footing.

No Declines Expected on High Grade Brooms

Broom Corn Crop Greatly Damaged by Rain—Advanced Freight Rates and Exchange Also Factors in Holding Prices

ACCORDING to broom manufacturers there is no possibility of prices on the better grade of brooms being reduced to any great extent during the coming year. The broom corn crop was as large as in other years, but the crop was greatly damaged by excessive rains during the harvesting season. This means that a very small portion of the entire crop is fit for making into high-class brooms, and the remainder will be made into cheaper grades.

Crop Damage Extensive

H. H. Stevens, of Stevens-Hepner Co., Ltd., Port Elgin, Ont., who has recently returned from a buying trip to the broom corn market in Chicago, stated in an interview with Canadian Grocer:

"The American Government reports show about the same quantity of broom corn harvested in 1920 as in 1919, but in the past season there was an enormous proportion of it damaged by rain, so that corn running from good to medium grade to choice is not at all plentiful and commands a good price. Prices in the field run from $50 to $300 per ton, certainly a very wide range. Anything under $125 is, in my opinion, hardly worth buying. In addition to the great amount of damaged corn there was a lot of corn grown in Western Kansas and Colorado, which is of nice color, but as hard and brittle as a pipe stem.

"The 40 per cent. freight rate advance hits the broom manufacturer both coming and going, as he has to pay this increase on the corn coming in and the brooms going out. In addition to this he has to pay freight on corn in American funds, and therefore pays exchange on the freight, which at present amounts to about $75 for exchange alone on an average car. Handles advanced 75 per cent., during the past twelve months and recently declined 10 per cent., but handle manufacturers claim that prices will again advance after January."

Further Decline Unlikely

"Prices on brooms have been reduced about 50 cents per dozen, and I do not think that any further decline can be expected for brooms made of sound corn," concluded Mr. Stevens. "Of course there will be brooms made of damaged corn, which are liable to be sold at almost any price.

"While there has been a decreased demand for brooms during the past few months, undoubtedly due to the desire of all retail merchants as well as wholesalers to reduce stocks to the lowest point possible consistent with the service they render," stated M. S. Snyder, of the Waterloo Broom & Brush Co., Ltd., Waterloo, Ont., "furthermore, there seems to be a feeling throughout the trade that because some lines have shown reductions all other lines would follow. Up to the present there has been nothing in the price of broom corn or other material entering into the make-up of a broom to warrant any reduction in the selling price, unless one wishes to produce brooms of inferior quality. There has been a great deal of damaged corn this year, as for example in one of the largest broom corn producing districts in the United States at least 75 per cent. of the entire crop was exposed to excessive rains at a time when it should have had absolute dry weather. In addition to this the climatic conditions in other producing districts were not nearly so favorable as is usually the case.

Quality is Lower

"This damaged broom corn, of course, can be brought in at a lower price than the better corn, but when it is considered that the freight on this corn is just the same as on the better grade, and often it will figure higher for the reason that this grade will have more waste stock in it, on which, of course, the freight is paid and also the original price per ton on this waste as well, there appears to be no occasion for prices on brooms of quality to be lower, and where exceptionally low prices are quoted it may safely be assumed that the quality will also be lower."

EVAPORATED APPLE MAKERS HOLD MEETING

Toronto, Jan. 12.—A meeting of the evaporated apple manufacturers of Ontario was recently held in the King Edward Hotel. Fully ninety-five per cent of the total number of manufacturers in Ontario were represented. Discussions on the present situation showed that the present price of evaporated apples did not cover the cost of production, and it was hoped to arrange prices that would at least allow the manufacturers to break even. However, there were no prices established as it could hardly be done without a holding company being formed, which they thought was too late for this season.

W. H. Millman & Sons., Toronto, were appointed brokers for the Dominion for the whole of the Ontario pack.

The citizens of Welland, Ont., carried the daylight saving by-law by a small majority.

A Cash Basis Means Better Service

The More Accounts in a Town Which Tries to Get Away as Far As Possible From a Credit Business, the Better it Will Be for The Town, Because Credits From Banks Will Be More Easily Obtained

By C. R. BARNHILL, Amherst, N.S.

THE manufacturer's job can be classified in two parts—to manufacture the goods—to get a good profit. One main factor lies between these two principles, namely, "Distribution." This factor is flexible, can be handled in many ways. The principal or prime factor in handling distribution is the line of "Credit" which is the bug-bear of many business houses to-day, is non-essential in a great number of cases, and is certainly the beginning and the end of the sale of manufactured lines.

The Shortest Route to Consumer

The automobile industry to-day is one line of business which ranks high among the world's commercial industries because distribution is worked out the shortest possible way; in other words, the line connecting manufacturer with consumer has no curves, but is followed by the shortest route, and is worked out on the principle that a straight line is the shortest distance between two points.

In many other lines of business the short route is not followed, and it takes time from the distribution to the point where you realize profit. For instance, in a house doing business on a cash basis, the time from distribution to realizing profit is short. A house working distribution on a credit basis may mean months before realizing profit.

If a manufacturer invests $100.00 in raw material, from the time the finished product reaches the dealer to time it takes a dealer to pay ranges all the way from thirty days to ninety days, and in a large number of cases even longer. If manufacturer makes 10 per cent. on his investment for ninety days, his profit is $2.50. If he could realize this on a turnover twelve times a year, or paid cash for goods, his margin would be much greater.

Would Seek Credit Elsewhere

If some of the retail merchants were asked to pay cash by their wholesale house, many no doubt would at once cease to buy from that particular house, and would seek credit from some other house. This would happen in the majority of cases where the retailer does not look into this question thoroughly, and if he did so would in order to do as requested have to notify all his customers that he will have to sell for cash, or get after his accounts in earnest, which he is very loath to do because he is afraid of losing trade. Some would say, "No use, I have a good trade, have a few accounts which are only 25 per cent. collectable, but this cannot be helped." Others would say, "Should be doing cash business, but have been established here for years, and could not, or would not, be advisable to change my business," and still others are afraid to change, while still others are dilatory, able as they are to pay all their accounts, and because of that feeling of safety they let accounts grow; in many cases they lose all, and in larger number of cases collect a few dollars at a time, which means they are banker for some accounts for months and even years.

Can Give Better Service

All the above reasons which retailers give are worthy of serious consideration because of the fact that it would not do to spring all at once, the idea that they intend to work on a cash basis only. The idea would have to be conveyed, would need grading, trimming, building up, and the retail dealer would have to realize the worth of a cash business. To this end the wholesaler can be of great assistance, and not follow the line of least resistance, but seek out a path in his distribution that will give him returns in least possible time, and this would automatically be followed by the retailer, who would have to see to it that his goods must be paid for in a certain time. His customer in turn would realize that his store is in a better position to serve his wants, both in quality and price, as from the manufacturer down to the customer the cash basis would have a tendency to give better service than can be done on a credit basis.

Money Easier and Business Better

The more accounts in a town or community, which tries to get away as far as possible from a credit basis, though they may not all do a cash business, the better it will be for the town or community because of the fact that the nearer an account gets to a cash basis, the easier it is to get credit from his bankers. This would have a tendency to make money easier and business better, and turnover for both manufacturer and buyer is speeded up, which means better times.

The main factor in any business, particularly in this present period, for both wholesaler and retailer, and applies more particularly to the average retailer, is not only to keep his accounts down to the minimum, but to collect his bad and doubtful accounts.

Prices of Starch, Syrup and Glucose Are at Low Level

In summing up the possible trend of prices on starches, corn syrups and glucose, a manufacturer stated in an interview with Canadian Grocer:

"These products depend almost entirely on the market price of corn, and corn is one of the world's commodities that has been forced down practically to a pre-war price. As far as corn is concerned, our feeling is that the low point for some time to come has probably been reached, and at the moment there is nothing in sight to bring about a further reduction in the prices of starch, syrup or glucose."

"Will the cost of labor be down to such a point that will warrant a decline in your products?" was asked.

"Labor conditions to-day are different from what they were in 1914, and they are not likely to revert to the old basis. There must undoubtedly be some readjustment in labor scales, but it will come gradually, and it is not likely to have any pronounced effect for a great part of the new year. Then, again, the cost of paper and lumber is very much greater than it was, and there is not much sign as yet of a reaction in the prices of these products.

"We feel that we have practically reached bottom as far as most of our products are concerned, unless this season's crop of corn becomes more burdensome than is expected. We can, in any case, only figure on the situation for the first half of the year, for in case of serious drought or a very wet summer, the prospects for the new corn crop may be influenced to such an extent that conditions for the second half of the year may be entirely different."

THE CORN FLAKES CASE

All the evidence, with the exception of that of W. K. Kellogg has been heard in the case of the Battle Creek Toasted Corn Flake Co., of London, Ont., against the W. K. Kellogg Cereal Co., of Toronto and Battle Creek, Mich. This evidence will be taken shortly, Mr. Kellogg having been prevented from appearing on account of illness. Argument will then be heard before Mr. Justice Middleton.

Must Follow the Market Downward

The Grocer Who Is Doing This is Making His Net Profits Just as Rapidly and Surely as He Who Follows It Up.

By HENRY JOHNSON, Jr.

EUGENE DEBS, who undoubtedly is like the rest of us in that he is not as bad as he might be or as he is often represented to be, talked recently to an interviewer. In the course of his talk he said:

"Under the capitalist arrangement the only way to get ahead is to get ahead of the other fellow. Such a system necessarily breeds hatred, war and spiritual ruin."

Nothing could be more dangerous to our country than to let such folly pass unchallenged; and it is the folly, not the "system," which "breeds hatred, war, spiritual ruin," misunderstanding and the terrible class antagonism which is upsetting peaceful life in so many portions of the world to-day. It is the promulgation of such folly, unrefuted, that is dangerous.

As a matter of sober fact, "under the capitalistic arrangement" lies precisely the golden opportunity which America and all Anglo-Saxon development during the last two thousand years has laid at the feet and placed within reach of every man on equal terms. For under our system, every man has the chance to become a capitalist himself; and he does it not by getting ahead of the other fellow, but by helping the other fellow to get ahead to better things! It is true that the man who works so that his own growth upward is most conducive to the growth of those around him progresses fastest and goes farthest himself. This is not a dream but the truth and solid fact, as can be noted on all sides of us every day.

Business is Not a "Game"

The truth is that no business is a "game" though we carelessly call it by that name. Why? well, think:

The essence of any game you can think of is that one can win only through the loss of another or the others. There is no other way for any gamester to win than to get from others who thereby lose. But when a customer buys a dollar's worth of goods from you, she gives you a dollar in exchange for what is worth more to her than the dollar; and you give her the goods for the dollar which is worth more to you than the goods. So in business. Both sides win. That is why it can never be classed as a game.

How does it come about that your goods are worth more to that woman than the dollar she gives you? Because accompanying them is a distinct kind of specialized service which not only could she not afford to supply herself, but which she could not supply at all. It is this character of interdependent service and mutual helpfulness which underlies our civilization. There is an equal chance under it for all of us. It is a glorious heritage of such slow, stable and sturdy growth that it is not liable to be upset by any such half-baked maunderings as Debs and his ilk indulge in —unless we permit such talk to go unchallenged.

For the sake of ourselves, our posterity, the future of our country and the entire race of mankind we must be up and doing to scotch such folly and nip weeds of such noxious character in the bud. Let us take to heart the words of Lincoln—who surely could hardly be called an oppressor of his fellows.

Property Desirable

Lincoln said:—"Property is the fruit of labor; property is desirable; it is a positive good in the world. That some should be rich shows that others may become rich, and hence is just encouragement to industry and enterprises. Let not him who is houseless pull down the house of another, but let him work diligently and build one for himself, thus by example assuring that his own shall be safe from violence when built."

Look around at your own precious possessions. Consider whether you think anything you have done justifies Debs et al. in calling you a robber of your fellows. If you decide that no such charge as robbery can lie against you, be up and doing to cut short the folly of those who talk the language of Debs and all his kind.

The positive duty to inventory comes once each year; but it has not been so important in years as it is this year. This because we are in the period of readjustment — the time when of all others you cannot afford to fool yourself by a hair's breadth.

Make an effort to reduce stocks to the utmost limit. Take new values as they come and unload. Beans on hand may have cost you nine cents. No matter, they are only worth about five cents to-day. Therefore, if you get nine cents, and sell three pounds for 25 cents, you will be acting the part of the wise merchant.

"But you will lose money thereby," you say? Well, let us see whether it is as bad as that.

If to-day you sell three pounds of beans for 25 cents what happens? You can put away ten cents and take only fifteen cents to replace those beans. That shows you a margin of 40 per cent.! It is my opinion that this shows clearly that a man who follows the market down makes his net profit just as rapidly and surely as he who follows it up. Then, the beans are worth only five cents and you must sell in competition with your neighbors on such a staple. So get rid of them and all other merchandise like them, and get on to the new basis of cost as rapidly as possible.

Since this reasoning applies to practically the whole line of groceries now, this means clean out your stock!

Many merchants, because of this policy, have the minimum of stock to count at this, the first of the year. This facilitates the work, enables them to know where they stand within a few days after the first of the new year, and thus enables them to shape their course through 1921 more intelligently than maybe you have done it for the past three or four years. You cannot take chances from now onward it seems to me.

Pricing is mighty particular business. Nothing should be done more conservatively. Big houses recognize this so keenly that they work against their stocks in every way. Some go so far as to do this: Goods on which the market has advanced are priced on the original basis of cost, regardless of the advance. Goods on which the price has declined are taken at the new replacement value. There is no self-fooling about that sort of thing.

Inventory everything—fixtures, equipment, bills, unexpired insurance—being careful to estimate all you have and what is owing to you with great conservatism and being certain to make what you owe as liberal in total as possible.

Values—How Taken

Fixtures should have been listed at about what you might expect to sell them for if forced to do that; or if you carry an account with fixtures that account should be depreciated ten per cent. of the original total each year. Handle delivery equipment the same way, only depreciate that 20 per cent. Book accounts should be handled with this thought in mind: "I cannot be too careful about this." All bills should be estimated individually, based on what you feel they are actually conservatively worth—what you would feel safe in paying for them. Then from the total thus arrived at, deduct 10 per cent. This is not too conservative. I know from over 20 years' actual experience with this method.

Then be most diligent in finding out what you owe—don't sidestep any of that. Thus, when you have counted up your possessions, you will be facing the music honestly and be in better shape than otherwise to cope with the New Year.

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PRICE OUTLOOK IN 1921

THIS issue of Canadian Grocer constitutes our annual price number. Information has been gathered from all sources in the trade, and particularly from primary markets, on the probable price trend of grocery commodities during 1921. A resumé of this information shows that conditions generally in all lines have reached a stabilizing price basis. Although values in primary markets on certain lines compare very favorably with those of 1914, it must be considered that marketing conditions have greatly changed since that date. Duty has been levied, freights are higher, and business and manufacturing taxes are in force. All these factors add considerably to the finished product.

In regard to labor, manufacturers are not desirous of reducing their pay roll. Some readjustments in wages undoubtedly will be made, but not sufficient to seriously affect the selling price of their product.

Roughly speaking, the outlook may be viewed during the first three months in the light of prices still in the process of readjustment. Some reductions may be made, while others will be holding steady as more buyers come into the markets. Then in the following three months prices will have passed the readjustment stage and business will become normal. The last six months of the year should find business conducted under the old law of supply and demand. Inflated prices, brought about to a large extent by after-war conditions, will be something of the past. The public will have settled down to a saner method of buying. With Canada's vast wealth in natural resources, there is no doubt that the year will close with Canada well on to the crest of prosperity.

REPLACEMENT VALUE MUST RULE

RECENTLY a woman purchased a pound of cooked ham in a grocery store. The price was eighty-five cents. The following day she had occasion to go into another grocery, just one block distant from the store first mentioned. Noticing some cooked hams nicely displayed on the counter, she casually inquired the price. It was seventy-five cents a pound. In relating this instance to the writer, the woman stated, "I have always been in the habit of dealing at one store, but now I find that it pays to shop around a bit. This man charged me ten cents a pound more than the other store was charging. I do not feel inclined to buy anything more from that chap."

There is no doubt that the buying public is doing and will continue to do just what this woman is doing, "shop around a bit." Even the customers of long standing are on the trail of lower prices, and will continue to do so until the general feeling spreads that prices have gone as low as possible.

No merchant is going to take a loss if it can be avoided. That is sound logic during normal times, but the mercantile world to-day faces a quickening readjustment period. The sooner a merchant places his prices on a replacement basis, the more prosperous and happier everyone will be. The retailer who is resisting the downward trend of prices is due to lose a considerable portion of his steady customers, and the sooner every one does his part in bringing retail prices down in line with wholesale prices, the sooner business will again be on a normal basis.

EDITORIAL BRIEFS

THE REMEDY for the apparent non-buying on the part of the consuming public, is for the merchant to buy in small quantities and have a quick turnover, giving his customers every price recession, thereby helping along the readjustment period instead of trying to avoid it.

* * *

IS CONFECTIONERY to be placed in the same category as alcohol? Looks very much like it, with the luxury tax removed from every other commodity, with the exception of confectionery.

* * *

THE MERCHANT should not overlook the fact that there are still about ninety per cent. of the people on their old jobs, drawing the same good salaries, and wanting and expecting good things to eat. It is up to the merchant to place his merchandise before them in such a tempting manner that they will forget this "readjustment period."

* * *

IT IS now necessary to produce a Pure Food Certificate on importations of shelled nuts. This will undoubtedly stop the dumping in Canada of poor quality goods off the New York market.

* * *

WATCH market prices closely, and keep stocks as low as possible, consistent with giving good service. It is just as foolish to be out of an article and lose a good customer as it is to buy heavily on a declining market.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Maritimes

T. H. Estabrooks, of the T. H. Estabrooks Co., Ltd., of St. John, N.B., was in Toronto all last week and is leaving for his home on Saturday night. He had been on a visit to the Winnipeg branch of the company and returned to St. John by way of Toronto.

H. de V. Partridge, advertising manager of T. H. Estabrooks Co., Limited, St. John, N.B., is in Toronto this week at the offices of the company. He will visit the Winnipeg office before returning to St. John.

Ontario

Wilson & Morel, Kapuskasing, Ont., has opened a meat store.

W. H. Hurst & Son, Hamilton, Ont., has opened a grocery store.

Cecil English, Mooretown, Ont., recently suffered a loss by fire.

J. J. Picott is opening a grocery and meat store at Penetanguishene, Ont.

George R. Logie, of Logie, Sons and Co., Toronto, has gone on a business trip to the Maritime Provinces.

W. H. Millman, Toronto, expects to take a trip to the west as far as the coast within the next few weeks.

The executive of the Canadian Wholesale Grocers' Association will meet in Toronto the first week in February.

Ben. Miller, salesman for Red Rose Tea, was elected a director of the Commercial Travellers Association this year.

James Kerr of the Kerr bakery, grocery and confectionery, Courtwright, was elected reeve of the village at the election on Monday, January 3rd. Mr. Kerr has been in the council eleven years.

The Essex Provision Co., of the border cities, with quarters in Windsor, Ont., is tendering a banquet to all its members on February 8th. The company will provide the entire menu as well as the entertainment.

Three young men entered the store of Gordon Eadie, 401 St. Clarens Avenue, Toronto, the other evening, asking for a tin of vegetables that was on a shelf. Mr. Eadie is 70 years of age, and was alone in the store. When he turned his back to reach the shelf one of the men jumped over the counter, and pointing a revolver at Mr. Eadie threatened him. Mr. Eadie refused to obey the thug's order and tackled the man. He was beaten severely, suffering injuries to his head and hands, and was rendered unconscious. The robbers fled without either money or goods. Three young men are held under arrest, charged with the affair.

JOINS CANADIAN GROCER STAFF

G. G. Yorke has joined the staff of Canadian Grocer, as Ontario representative. He has been connected with the trade all his life, having for several years past represented Groceries Limited, wholesale grocers, as a salesman on their central Ontario ground.

G. G. YORKE.

Mr. Yorke began his grocery career in boyhood in Great Britain, by a full term apprenticeship and has been directly connected with the trade in the retail, wholesale and manufacturing branches since that time.

The experience of Mr. Yorke who has been a careful student of the retail business for many years will be gladly given to any member of the trade.

COMMITS ROBBERY OF TILL WHILE IN GROCER'S PRESENCE

Montreal, Jan. 11.—The grocery store of Martin Hoffner, 36 Iberville street, was the object of a very bold daylight robbery last week. Mr. Hoffner reported that he was sitting in an easy chair in the rear of his store when a stranger briskly entered his store. Mr. Hoffner was watching the stranger, but before he had time to get up out of his chair the man had pressed a key on the cash register and had it opened. He grabbed a handful of bills and departed. Mr. Hoffner was too surprised at the time to give chase. He found upon investigation that twenty dollars was missing from the till and the thief got away.

HAROLD F. RITCHIE, LTD., ENTERTAINS REPRESENTATIVES OF GROCERY TRADE

At the annual convention of the Harold F. Ritchie Co., Ltd., sales staff in Toronto last week representatives of the wholesale grocers of Ontario were invited to one of the noon luncheons that were held each day. Hugh Blain, of Eby-Blain, Limited, Toronto; A. C. Pyke, the secretary of the association, and Messrs. Parsons and Brown, of Parsons & Brown Co., were present. Following the luncheon short addresses were delivered by Harold F. Ritchie, who presided, and Messrs. Blain and Pyke. Mr. Blain paid complimentary tribute to the splendid business achievement of Mr. Ritchie, referring to the growth of the Harold F. Ritchie Co., Ltd., and the fact that in widely separated parts of the world are to be found branches of this concern. He bespoke a closer co-operation between the wholesale trade and the Harold F. Ritchie Co., Ltd.

Remarks were also made along the same lines by Mr. Pyke. He referred to the work of the Wholesale Grocers' Association and to what they are doing in the interests of the trade.

PRODUCE MERCHANTS IN MONTREAL HOLD ANNUAL MEET ING

Montreal, Jan. 11.—Arthur Vaillancourt, of J. A. Vaillancourt Co., butter and cheese merchants of this city, was re-elected president for the second term of the Produce Merchants' Association of the Board of Trade at a meeting on Wednesday of last week.

All the other officers were returned without contest as follows:—Vice-pres., A. McKergow; treasurer, Richard Gray; executive committee, John Wilson, F. G. Hodge, P. W. McLagan and A. Limoges. The arbitration committee comprise:—R. E. Graham, R. M. Ballantyne, Clinton Henderson, J. D. Warrington, and A. D. McGillis.

The annual meeting of this association will be held at the Board of Trade on Tuesday, Jan. 11, when reports for the year will be read.

After being carried on by R. Clarke Cummings for a number of years and established over 50 years ago, the general store at Cummings Bridge has been sold by Mr. Cummings to Duncan McPhail, Eastview. The store is at present situated upon an island which has recently been acquired by the county of Carleton so business will be transferred to the town at an early date.

International Business Machines Co. Sales Force Are Optimistic

Salesmen in Annual Convention Believe That Record Year of 1920 Will Be Eclipsed in Current Twelvemonth—A Fifty Per Cent. Increase The Objective

OPTIMISM was the keynote at the convention of the Canadian sales force of the International Business Machines Company, held at the offices of the company, Royce and Campbell avenues, Toronto, last week. That even the excellent showing of 1920 would be eclipsed in the present year was the confident prediction of the salesmen, based on observation of the prospects in their respective fields.

"A fifty per cent. increase in business in 1921" is the task to which they have addressed themselves, and not a few expressed the conviction that even this mark would be passed long before the close of the year.

About 75 salesmen in all were in attendance at the convention. They represented the three well-known divisions of the company—International Time Recorders, International Dayton Scales and International Tabulating and Sorting Machines.

Canadian Organization Leads

Figures presented at the convention showed that the Canadian organization held all sales records for 1920 against the sales forces of the American firms manufacturing similar products. In fact, the Canadian organization had led the entire world in sales, on percentage of quota, for four successive years. The Canadian boys naturally felt elated and justifiably so in view of the fact that the sales forces in the United States and England number some 1,100 men, and that all quotations are based on the same figures, namely, of population.

The factory organization did itself proud in decoration to welcome the boys from the field. When the latter arrived from all parts of Canada—from Vancouver to Newfoundland—they were greeted by a group of pretty office girls, who pinned a buttonhole bouquet on each of their lapels, and who further had prepared a song applicable to each member of the sales force.

Addresses and Entertainment

The convention was addressed by Thomas J. Watson, president of the Computing Tabulating-Recording Co., of New York; Joseph E. Rogers, general manager of International Time Recording Company, New York; R. L. Houston, general manager of the Tabulating Machine Company, New York; S. M. Hastings, president of the Computing Scale Company of America, Chicago; W. S. Spahr, general manager of the Computing Scale Company of America, Dayton, Ohio; B. C. Wells, general manager of the Detroit Automatic Scale Company; G. Ludlow, general manager of the Moneyweight Scale Company, Chicago.

Monday evening, January 3rd, was spent at a theatre party at Shea's Theatre, and Tuesday evening Mr. J. E. Mutton, vice president and general manager, gave an exclusive banquet to the members of the I.B.M. Club, comprised of men who lead the entire organization, at the King Edward Hotel. Wednesday evening was devoted to a supper and dance to the entire organization at Masonic Hall, at which some novel vaudeville features added materially to the merriment. Friday evening closed the convention with a banquet at the King Edward Hotel.

Does Not Want Margarine Sale Interfered With

Brockville, Jan. 12.—(Special).—At the annual convention of the Eastern Ontario and Ottawa District retail merchants, which opened in the City Hall here yesterday afternoon, a resolution was passed requesting the Dominion Board to see that the importation and sale of oleomargarine are not interfered with.

A resolution left to the Provincial and Dominion Boards for questionnaires was that all fruit should be sold by weight, that the size of strawberry boxes should be specified under the act and that when berries are sold by the box only boxes containing a standard specified quantity should be used.

Another resolution sent to the Dominion and Provincial Boards protested as unfair the selling by manufacturers and wholesalers direct to customers.

The Ontario Provincial Board was asked in a resolution to oppose any attempt on the part of the Ontario Government to bring the retail trade under the scope of the Workmen's Compensation Act.

Secretary J. C. Campbell, Ottawa, reported the membership as 1,270, against 1,109 a year ago.

SWIFT CANADIAN CO. ATHLETIC ASSOCIATION GIVE ENTERTAINMENT

The first annual Christmas tree of the Swift Canadian Athletic Association was given during the holiday season. The attendance and enthusiasm of the crowd was beyond the greatest expectations.

The large cafeteria was attractively decorated and when the athletic association orchestra struck up the first piece the building was jammed to the doors. The tables had been removed earlier in the day and in their place chairs had been put but as the crowd began to thicken many tables had to be returned in order to provide seating accommodation for the crowd, but everybody was finally seated comfortably when Santa Claus arrived through the chimney into the big brick fire-place. Nearly 1,500 men, women and children greeted him with the most hearty cheers. Huge baskets piled high with toys, oranges, apples, nuts and candies were placed on the platform and for the next hour and a half Santa Claus and his willing assistants were kept busy handing out the "goodies" and best of all there was plenty for everybody.

There was a Punch and Judy show for the children and some of the grown-ups enjoyed it as much as the youngsters. As a fitting climax, the grown-up boys and girls closed the eventful evening with a good old-fashioned dance and some of the new steps included for those who liked them best. There is no doubt but that this will be an annual event in the Toronto plant.

Coffee Declines More Than Any Other Commodity

"With one or two exceptions coffee has declined more than any other commodity," stated A. C. Israel, of A. C. Israel Co. Inc., New York City, in an interview with Canadian Grocer. "For instance, Rio Number 7 to-day is being quoted at 6¼ cents per pound as against 15 cents per pound last year. But in view of these severe declines and the exceptionally low prices, which are three cents lower than July 1, 1914, it is reasonable to expect that as soon as the present readjustment in all lines is completed that the trend of coffee will be decidedly upward.

"The crops this year will be normal but the prospects for the next crop is estimated to be ten to twenty per cent less than the present."

The fact that prices in primary markets are now considerably below the prices in 1914 does not necessarily mean that prices in Canada will also be as low. In the United States there is no duty on coffee, while in Canada there is a duty of 7½ cents per pound, placed on since 1914. There is also the increase in freight rates and the exchange which must be considered. Coffee, during the past six weeks, has been reduced in price to the trade five to ten cents per pound. Importers are now of the opinion that prices have reached practically a stable basis, while information from primary sources all indicates that the last half of the present year will see firmer and probably higher prices.

NEWS FROM WESTERN CANADA

WESTERN

Sydney Grant, Prince Albert, Sask., has sold his business known as the Harphill Grocery, to Bert Lacroix.

Vernon, B. C., is to have a pickle factory, employing thirty hands, and taking care of all the pickles grown in the district.

Richardson-Green, Limited, Winnipeg, have recently opened an office at Vancouver, B.C., in order to better serve the interests of the trade, and Fred. Mason is in charge of this office.

Richardson-Green, Limited, Winnipeg, have been recently appointed Alberta representatives for the McLaren Imperial Cheese Co., of Toronto.

George W. Griffith & Co., Ltd., manufacturers' agents, of Winnipeg, have recently been appointed western agents for James R. Cressy & Co., of Toronto, manufacturers of extracts, etc.

S. H. Whyte Mfg. Co., Ltd., Wininpeg, have been appointed Canadian representatives of Raynor & Co., Ltd., London, England. Raynor & Co., are manufacturers of essences and condiments, and been established in the Old Country for the past seventy-five years. They are exporters to all parts of the world.

A. Sproule has just recently joined the staff of Richardson-Green, Ltd., Winnipeg, and has taken over the management of their branch at Saskatoon, Sask. John McNeil has also taken over the branch office of this firm at Regina.

J. K. McCulloch, Winnipeg, is the new president of the Associated Commercial Travellers. E. R. Ford, Vancouver, is the first vice-president, and other officers elected at the annual meeting recently held in Winnipeg are L. J. McIntyre, Vancouver, second vice-president; H. L. Jackson, Vancouver, treasurer, and W. G. Cochrane, Calgary, secretary.

A banquet and a dance followed the election of officers, attended by a very large number of commercial men.

Wedley's grocery store, Portage Avenue and Banning street, Winnipeg, was recently entered by burglars, and groceries to the value of forty dollars were stolen.

The Quaker Oats Co., Saskatoon, Sask., has decided to open a warehouse in Regina, for the purpose of handling the company's products in the southern part of the province. J. Preston, of the Saskatoon mills, will be in charge.

SALT HERRING EXPORTED

Vancouver.—(Special).—One exporter recently shipped seventy carloads of salt herring to China. The way the Chinese use the salt herring is interesting. From the coast the herring is taken by peddlers into the interior and sold a pound or so at a time. Even at the low price of herring the Chinese in the interior cannot afford to eat them "straight," they break up a herring into the family rice ration and the herring supplies a flavor to the mixture, as well as providing the salt, which is high-priced and scarce in many parts. In the famine district the population is so dense that with good crops the natives have merely sufficient to live, and with a poor crop, or a complete failure, they simply starve.

ANNUAL CONVENTION OF WESTERN CANADA FRUIT ASSOCIATION

WINNIPEG.—The Western Canada Fruit Association is holding its annual convention at the Royal Alexandra Hotel, Winnipeg, January 12-13-14th, and besides western fruit jobbers attending, there will be a large number of fruit growers and shippers from the east and west and several from United States, who are interested in the welfare of the Canadian Western fruit jobbers.

Well-known speakers, such as Hon. T. C. Norris, premier of Manitoba; Hon. Edward Brown, Provincial Treasurer; H. Bruce Walker, Dominion Government Immigration Agent; J. H. Evans, Minister of Agriculture, and others will speak at the luncheons and banquet. The fruit trade has a live organization, and knows how to conduct a convention that will bear fruit and of the right variety.

HENDERSON BROKERAGE, LTD., OPENS OFFICE IN CALGARY

B. M. Henderson Brokerage, Ltd., Edmonton, Alta., have opened a branch at Calgary under the management of Harry M. Judge. Mr. Judge was for four years with the Codville Co., Winnipeg, from which firm he went to the old Macdonald Co., of Edmonton, then to Macdonald, Cooper, Limited, Edmonton. While buyer for the latter firm he enlisted for overseas service, and after spending two years in France returned to Canada. Since that time he has been connected with brokerage houses. The opening of a branch at Calgary enables the Henderson Co. to cover the whole of Alberta systematically.

He still has the turkey.
—Coleman in "Interstate Grocer."

THE MARKETS AT A GLANCE

GENERALLY speaking, business continues with the improved feeling that was manifest at the beginning of the year. Some shading downward is noted on some lines, but for the most part prices are steady. Wholesalers and manufacturers report that sales for the first week in the new year compare very favorably with other years, and are greater than they have been for several months past.

MONTREAL—Quotations on hogs advanced towards the latter part of last week but the bigger offerings this week have resulted in quotations coming back to where they were one week ago. Packers state that lower quotations may be expected on live hogs in the near future, and this will have an effect on the whole pork market. In the meantime prices remain unchanged. The trade in lard and shortening is quiet. Both butter and cheese show more strength this week with smaller supplies of butter at hand and a bigger demand for export. The feature of the market is the lower prices quoted on eggs as a result of the bigger production and the larger receipts on the market. Easier prices are quoted on chickens. In the provision market there are many reductions in prices as a result of a price-cutting scheme on the part of a number of local wholesalers. This has resulted in much lower quotations on nearly all lines of canned fruit, some vegetables, and on the cheaper grades of canned salmon. There are also big reductions on prunes and on some raisins. Although the refiners are once more standing together with standard prices, some of the wholesalers are cutting the price. Molasses is also reduced 10 cents a gallon mainly on account of this price-cutting campaign. Wrapping paper is reduced in price. The nut market is quiet, with some lower quotations on shelled almonds. The tea market is still very weak, with very poor sales. Flour was reduced 20 cents a barrel towards the latter part of last week, but the wheat market has strengthened up this week with a stronger feeling for flour. The fruit and vegetable market is limited in variety but business is brisk and prices steady. The price-cutting which started early this week is an effort on the part of some of the wholesalers to stimulate business, and it is uncertain how long these reductions will last since in most cases they are not prompted by reductions in the primary market.

TORONTO—Business in wholesale circles for the first week in the new year has a more cheerful tone. Sales have been more frequent and orders are for larger quantities than for some months past. This increased activity is undoubtedly due to the fact that retailers' stocks have been reduced to as low a point as possible. The markets are gradually becoming stabilized, and with the buying movement increasing, business conditions should be well on the road to normal by the end of the month. There are no new developments in refined sugar. The firmness that is manifest in raw sugar has every indication of holding as buyers are showing more interest and larger orders are placed. The harvesting of the new Cuban crop is progressing and there are now available for shipment both new and old raw sugar. Other than a slight shading in the price of pot and pearl barley, cereals are ruling fairly steady. Canned goods continue to show a better feeling as stocks are gradually moved, which has had a strengthening influence on the market. New crop Eastern rices are quoted considerably lower than present prices on spot stocks, but these goods will not be available on this market for several weeks. Southern rices continue easy but there are indications that prices will settle around the present basis. Lack of export orders both in Canada and the United States for evaporated apples is said to be the reason that evaporated apples are offered at the present prices, which are fifty per cent. lower than last year. Evaporated apple manufacturers claim that present prices are less than the cost of production. Currants are weak, and as spot stocks are fairly well cleaned up, prices are easier. Shipments of new crop shellac walnuts have arrived and prices are steady. Primary markets for French walnuts are inclined to be firm. Almonds are easier, with lower quotations for future shipments. Primary tea markets have shown considerable firmness with prices advanced on all grades. Production of tea has been cut down about 20 per cent., which will have a tendency to maintain the strong situation that has developed. Quotations on teas on spot are unchanged but importers are placing orders more freely. Practically all spice quotations are reduced. Stocks of spices in primary markets are small and the market is holding steady to firm. Beans are easy under an active demand. Onions are a drug on the market and prices are easier. Potatoes and other vegetables are dull at unchanged prices.

WINNIPEG—Business is reported by both wholesalers and retailers to have shown a decided improvement over last year for the same period. Retailers, wholesalers and travelling salesmen have done a lot towards creating this spirit of optimism, and while competition no doubt will be keener, these merchants who are showing a cheerful spirit of optimism, and who are talking of improved conditions, and meeting their problems with confidence will create an atmosphere which is very desirable and no doubt will render real service to themselves and also to the country at large. The raw sugar market is firmer.

QUEBEC MARKETS

MONTREAL, Jan. 12.—The grocery market in Montreal has many changes in quotations this week as a result of an effort on the part of a number of wholesalers to stimulate business by reductions in price. The line mainly affected is canned goods, with lower prices on all canned fruit and some vegetables. Canned salmon, in some instances, is also reduced in price. Prunes are included in this price cutting, but the primary market for prunes is weak. Although the refiners are standing together once more with standard quotations on granulated sugar at $10.50 per cwt., some of the wholesalers are quoting 10 cents a pound on sugar. There was a reduction of 20 cents on flour towards the latter part of last week, but the wheat market has strengthened up considerably this week. Shelled almonds and raisins come under the price cutting. The coffee and tea market do not show any more strength. Soaps are reduced 50 cents per case for standard laundry lines. Molasses is also reduced 10 cents a gallon by local wholesalers, but corn syrups are holding firm. Wrapping paper is reduced 1½ to 2½ cents per pound. There are some reductions in package rolled oats this week.

Unity Among Refiners

Montreal.

Sugar.—The sugar market shows more strength this week than it has for some time. All the refineries are now quoting $10.50 per cwt. for granulated sugar and any cutting that is being done is among the wholesalers. The future of the market seems to be towards more strength, with the refineries standing together again.

Granulated Sugar, per cwt.	....	10 50
Do., barrels	....	10 50
Do., gunnies, 20/5	....	10 90
Do., gunnies, 10/10	....	11 00
Do., cases, 20/5-lb. cartons	....	11 10
Do., cases 50/2-lb. cartons	....	11 25
Yellow, light, per cwt.	....	10 10
Do., medium, per cwt.	....	10 10
Do., dark, per cwt.	....	9 90

Molasses Again Reduced

Montreal.

MOLASSES.—A number of wholesalers in this city have made a ten cent reduction on the price of molasses. Molasses is now being sold in the city at $1.05 per gallon and $1.00 to country points. The quotations on corn syrups are unchanged this week.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 08
Half barrels, about 350 lbs.	....	0 08¼
Quarter barrels, about 175 lbs.	....	0 08¾
2 gal., 25-lb. pails, each	....	2 60
3 gal., 38½-lb. pails, each	....	3 85
5 gal., 65-lb. pails, each	....	6 20
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 15
5-lb. tins, 1 doz. in case, case	....	6 85
10-lb. tins, ½ doz. in case, case	....	6 55
	Prices for	Island of Montreal
Barbadoes Molasses—		
Puncheons	....	1 05
Barrels	....	1 08
Half barrels	....	1 10
Puncheons, outside city	....	1 00
Fancy Molasses (In tins)—		
2-lb. tins, 2 doz. in case, case	....	7 75
3-lb. tins, 2 doz. in case, case	....	10 75
5-lb. tins, 1 doz. in case, case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

Cereal Market Firmer

Montreal.

CEREALS.—The cereal market shows more strength this week, with the firmer market for wheat and oats. Rolled oats is steady in price and there are no changes to record.

Oatmeal, gran., fine standard	....	4 75
Rolled Oats, 90 lbs.	4 00	4 10
Pearl Hominy	4 50	5 00
Cornmeal, Gold Dust Brand	....	3 90
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25
Beans, Ont.	....	4 25
Do., Can.	....	4 00
Do., California	....	3 75
Lima Beans	....	0 12
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00

Shelled Almonds Cheaper

Montreal.

NUTS.—The only change in the quotations on nuts this week is a reduction of three cents per pound on Valencia shelled almonds, making the price 45 cents per pound. The market is rather quiet and prices steady.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	0 50	0 60
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 38
Chestnuts (Italian)	....	0 18
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 17	0 19
Peanuts, Jumbo	....	0 15½
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo	....	0 60
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot, Walnuts	0 24	0 25
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 50
Do., Bordeaux	....	0 53
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Further Drop in Prunes

Montreal.

DRIED FRUIT.—The feature of the dried fruit market this week is the big reductions in prunes made by some of the wholesalers. This is primarily a result of the very weak prune market, but the price cutting campaign in vogue here has something to do with the extent of this cut. The effect is also felt in reductions on Valencia, Muscatel and California raisins in bulk. The decline in the price of prunes amounts to three and four cents per pound.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	....	0 24
Do., fancy	0 30	0 31
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 ozs.	0 21	0 23
Do., 16 ounces	....	0 27¼
California Seedless in bulk	....	0 28
Currants, loose	....	0 30
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.	....	0 19
Packages only, Excelsior	....	0 20
Loose	0 15	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do, mats	....	3 00
Do., 22-lb. box	....	1 90
Do., (12 10-oz. boxes)	....	[illegible]
Prunes (25-lb. boxes)—		
20-30s	....	0 27
30-40s	....	0 25
40-50s	....	0 21
50-60s	....	0 19
60-70s	....	0 16
70-80s	....	0 15
80-90s	....	0 12
90-100s	....	0 10

Reductions on Canned Goods

Montreal.

CANNED GOODS.—On Monday of this week a revision in the price lists of a few of the bigger wholesale grocers in Montreal showed striking reductions in nearly all lines of canned goods, including salmon. The reductions are purely a result of sacrifice on the part of the wholesalers in an effort to stimulate buying, and it is uncertain how permanent these changes will be. The price lists from the canners are unchanged, and in some cases the new quotations are said to be below cost. The biggest reductions are on canned raspberries, strawberries, and some lines of plums. These reductions are from sixty to thirty-five cents a case. Reductions on corn, tomatoes, beans, apples, peaches, pears, and peas, are from ten to thirty cents a case. The revised list as given by Montreal wholesalers is as below:

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	1 80	2 00
Do, Refuge	1 80	2 00
Corn, 2s	1 45	1 50
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb. doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do, Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50

Do., (wine gals.)	$ 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 30	1 40
Do., 2½s	1 45	1 50
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	1 65	1 70
Do., Early June	1 80	1 85
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 87½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2-½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s., doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	2 75	2 85
2½-lb.	4 25	4 35
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	4 65	4 75
Do., 2-lb.	3 50	3 60
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced),		
2½-lb.	5 40	5 80
2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

No Change in Spices

Montreal.

SPICES.—There is no change in the quotations made on spices this week. The market is quiet and prices are steady.

Allspice	....	0 20
Cassia (pure)	0 32	0 35
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 18
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	....	0 65
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 31
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 30
Do., white	....	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Package Oats Reduced

Montreal.

PACKAGE GOODS.—There is a reduction this week of twenty cents per case on the large size Quaker rolled oats. Family size is now quoted at $5.60 per case and small at $2.00. Robin Hood and Quaker are now at the same level. One firm is selling package rolled oats loose at $2.75 per doz. for three pound packages. Self-raising buckwheat flour is reduced in price to $1.60 per doz., a reduction of twenty cents.

PACKAGE GOODS

Breakfast food, case 18	....	....	3 50
Cocoanut, 2-oz. pkgs., doz.	....	....	0 78½
Do., 20-lb. cartons, lb.	....	....	0 36
Corn Flakes, 3-doz. case	3 50	3 65 3 50	4 25
Corn Flakes, 36s	....	....	4 16
Oat Flakes, 20s	....	....	5 40
Rolled oats, 20s	....	....	5 60
Do., 18s	....	....	2 00
Oatmeal, fine cut, pkgs., case	....	....	6 75
Puffed Rice	....	....	5 70
Puffed Wheat	....	....	4 25
Farina, case	....	....	2 35
Hominy, pearl or granu., 3 doz.	....	....	3 65
Health bran (20 pkgs.), case	....	....	2 60
Pancake Flour, case	....	....	3 60
Do., self-rising, doz.	....	....	1 60
Wheat Food, 18-1½s	....	....	3 25
Wheat Flakes, case of 2 doz.	....	....	2 95
Oatmeal, fine cut, 20 pkgs	....	....	6 75
Porridge Wheat, 36s, case	....	....	6 40
Do., 20s, case	....	....	6 50
Self-raising Flour (3-lb. pack doz.	....	....	3 00
Do. (6-lb. pack.), doz.	....	....	5 90
Do., Buckwheat flour, per doz.	....	....	1 60
Corn Starch (prepared)	....	....	0 11½
Potato Flour	....	....	0 13
Starch (laundry)	....	....	0 09¾
Flour, Tapioca	0 15		0 16
Shredded Krumbles, 36s	....	....	4 35
Shredded Wheat	....	....	4 95
Cooked Bran, 12s	....	....	2 25
Enamel Laundry Starch, 40 pks. case	....	....	4 30
Celluloid Starch, 45 pkgs., case	....	....	3 40
Package Cornmeal	....	....	3 40
Malt Breakfast Food (36 pkgs)	....	....	12 50

No Change in Rice

Montreal.

RICE.—There is no change in the rice market. It continues in its unsettled condition and quotations are only nominal.

RICE—			
Carolina, extra fancy	....	....	
Do. (fancy)	....	....	
Rangoon "B"	....	....	12 50
Rangoon "CC"	....	....	12 25
Broken rice, fine	....	....	8 00
Bell rice, fine	....	....	16 00
Bell broken rice	....	....	10 00
Texas rice	....	....	10 50
Siam	....	....	7 00
Tapioca, per lb. (seed)	0 11½		0 12
Do. (pearl)	0 11½		0 12
Do. (flake)	0 11		0 12½
Honduras	....	....	0 07
Siam	....	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Tea Market May React

Montreal.

TEA.— The London market showed more strength early this week. This is generally reflected immediately in this market but it has not as yet shown any results. The demand for the medium grade tea is very poor at the present time but it is expected that a reaction may take place shortly. The presence on the market of large supplies of cheap lower grade teas has upset both sales and quotations, but there are gradually being used up. It is reported that only about twenty-five per cent of the Ceylon crop is being picked on account of market conditions.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Vegetable Prices Steady

Montreal.

VEGETABLES.—There is no change this week in the quotations made in the vegetable market. The supplies in the imported lines are limited, especially of celery. The high rate of exchange is playing an important part in keeping up the prices on green vegetables and limiting the demand. Potatoes are holding firm at prices quoted and the supply seems to be quite sufficient to meet present demands.

Beets, per bag	0 75	0 90
Cabbage, Montreal, bbl.	....	1 50
Chicory, doz.	....	0 50
Carrots, bag	....	1 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	2 00	2 25
Do., sweet, hamper	....	3 50
Pumpkins, per doz.	....	2 00
Spinach, box	....	0 75
Turnips, per bag	0 75	1 00
Spanish Onions, per case	5 00	5 50
Yellow Onions, per cwt., bag	....	1 50
Red Onions, per cwt.	....	2 50

Orange Prices Hold Firm

Montreal.

FRUIT.—The activities of the fruit market are largely limited to oranges, lemons, and bananas. The supply of oranges is good but the high exchange rate is keeping up the prices. There are no changes in the quotations made.

Apples—		
Do., Fameuse, per bbl.	8 00	12 00
Do., Wealthy, No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	7 00	7 50
Do., Greening	....	8 00
Do., Baldwin	7 50	8 00
Do., Ben Davis	6 00	6 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	8 00
Lemons, Messina	2 50	4 75
Do., 100s and 150s	....	10 00
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	5 00	6 50
Do., Florida, 150-216s	4 75	5 00
Pears, Keiffers, per hamper	....	3 00
Tokay Grapes, per box	....	5 00
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	9 50
Cranberries, per bbl.	....	16 00

Flour Looks Stronger

Montreal.

FLOUR.—There was a further reduction of twenty cents made in the price of flour in the later part of the week. This made the price of flour $10.25 to $10.50 per barrel for winter wheat and from $10.40 to $10.90 for spring wheat flour. This week the wheat market has strengthened up considerably with a stronger feeling for flour.

Lower Prices on Soaps

Montreal.

SOAP.— Another effect of the price cutting campaign now going on in this city among some of the wholesalers is a reduction in the price of all standard lines of soaps amounting to fifty cents a case. The ruling price is now eight dollars per case for laundry soaps.

Wrapping Paper is Cheaper

Montreal.

WRAPPING PAPER.—Wrapping paper is again reduced this week. Brown paper is reduced 2½ cents to 9½ cents per pound. Manilla is also 2½ cents lower, selling at 10 cents and kraft is reduced one cent to 15½ cents. per pound.

ONTARIO MARKETS

TORONTO, Jan. 12. — The sugar market is unchanged but some wholesalers are selling at less than list prices. Raw sugars continue to hold firm with a better movement noted. Corn syrups are unchanged and it is now thought that the lowest prices have been reached for some time to come. Pot and pearl barley show some price recessions but otherwise the cereal market is ruling fairly steady. One brand of rolled oats in packages, small size is reduced, which places all brands on an equal price basis. Canned goods are showing a better feeling and stocks are moving under an improved enquiry. Sockeye salmon is now practically all in the hands of the wholesalers and retailers, and many wholesalers supplies are becoming exhausted. Spot stocks of currants are light, but primary markets have an easy tendency. Raisins are ruling strong under a heavy demand. New crop shelled Bordeaux walnuts are on the market. Shelled almonds to arrive are offered at 8 to 15 cents per pound less than quotations on spot stocks. All grades of teas in the London market have advanced. Spice quotations are revised downward. Tapioca and sago are reduced. Eastern rices to arrive are being quoted lower. Southern rices are now considered to be about the low level. California navel oranges are lower. Grape fruit and tangerines are higher. Honey prices are down one cent per pound. Vegetables are dull and unchanged.

Sugar Unchanged

Toronto.

SUGAR. — There is practically no change in the refined sugar situation. The list price for granulated is $10.71 but in some quarters, granulated is offered at $10.50 and yellow at $10.00. Raw sugars continue to hold firm with a better movement noted. The buying now includes both old and new crop raws.

St. Lawrence, extra granulated, cwt.	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated	10 71
Dom. Sugar Refinery, extra granulated	10 71
Canada Sugar Refinery, granulated	10 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c: cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 65c: No. 2, 75c; No. 3, 85c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, carton 50/2s, 70c Yellows same as above.

Syrup Prices Hold

Toronto.

SYRUPS.—Corn syrups are ruling steady. There are no indications that prices on corn syrups will reach lower levels, manufacturers point out that the possibility is that corn has reached its lowest point and unless this year's crop of corn becomes more burdensome than is expected and the cost of labor and containers is greatly reduced, there can be no further reductions on corn syrups for the greater part of the year at least.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 06
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case		6 15
Cases, 5-lb. tins, white, 1 doz. in case	....	6 85
Cases, 5-lb. tins, white, ½ doz. in case	....	6 55
Cases 2-lb. tins, yellow, 2 doz. in case		5 55
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 25
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 95
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ dozen to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Cereals Fairly Steady

Toronto.

CEREALS.—Rolled oats continue to be offered at a range of prices from $3.60 to $3.80 per bag. Pearl barley shows a slight recession now quoted $6.50 per bag. Pot barley is also shaded lower now quoted $5.00 to $5.50 per bag. Marrow fat green peas are down one-half cent now quoted 6 to 6 1-2 cents per pound.

	Single F.o.b.	Bag Lots Toronto
Barley, pearl, 98s	....	6 50
Barley, pot, 98s	5 00	5 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	5 70
Cornmeal, Golden, 98s	....	3 75
Oatmeal, 98s	....	4 90
Corn Flour, 98s	....	5 75
Rye Flours, 98s	....	7 00
Rolled Oats, 90s	3 60	3 80
Rolled Wheat, 100-lb. bbl.	....	7 25
Cracked Wheat, bag	....	6 50
Breakfast Food, No. 1	....	6 25
Do., No. 2	....	6 25
Rice Flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 75
Peas, split, 98s	....	7 00
Blue Peas, lb.	....	0 10
Marrowfat green peas	0 06	0 06½
Graham Flour, 98s	....	4 70
Whole Wheat Flour	....	4 80
Wheat Kernels, 98s	....	7 00
Farina, 98s	....	6 20

One Package Oats Lower

Toronto.

PACKAGE GOODS. — The only change manifest in package cereals is the reduction to $2.00 per case of Quaker Oats 18s, which now places all brands on an equal price basis.

PACKAGE GOODS		
Rolled Oats, 20s, round, case	....	5 60
Do., 20s, square, case	....	5 60
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas., 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 11½
Do., No. 2, lb. cartons	....	0 10
Laundry Starch	....	0 09¾
Do., in 1-lb. cartons	....	0 10½
Do., in 6-lb. wood boxes	....	0 13½
Do., in 6-lb. tin canisters	....	0 14
Celluloid Starch, case	....	4 70
Potato Flour, case 20 1-lb. pkgs.	....	2 60
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	6 30
Cornmeal, 24s	....	3 70
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	3 70
Buckwheat flour, 24s	....	3 70
Two-minute Oat Food, 24s	....	2 75
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 70
Do., pearl, case	....	3 70
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	1 20
Do., Buckwheat Flour, 30 to case	....	1 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65

CANNED VEGETABLES FIRMER

Toronto.

CANNED GOODS.—Stocks of sockeye salmon are now practically all in the hands of the wholesalers and retailers. The pack of sockeye in 1920 was very small and canneries are now cleared up. Sockeye salmon prices are firm but chums, pinks and cohoes are in an easy tendency. Canned vegetables have apparently settled on a firmer basis. Jams are not moving very freely as yet and there is a tendency for prices to be easier before the end of the month.

Salmon—		
Sockeye, 1s, doz.	....	5 80
Sockeye, ½s, doz.	....	3 20
Alaska reds, 1s, doz.	4 25	4 50

Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb. doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	....	1 72½
Peas, Standard, doz.	....	1 75
Do., Early June, doz.	1 90	2 00
Do., Sweet Wrinkle, doz.	....	2 25
Beets, 2s, doz.	1 45	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 55
Pumpkins, 2½s, doz.	1 20	1 25
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	....	5 25
Jams—		
Apricots, 4s, each	....	1 27
Black Currants, 16 oz., doz.	....	5 15
Do., 4s, each	1 34	1 43
Gooseberry, 4s, each	1 20	1 43
Do., 16 oz., doz.	....	4 50
Peach, 4s, each	....	1 13
Do., 16 oz., doz.	....	4 60
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 1 6oz., doz.	5 15	5 35
Strawberries, 16 oz., doz.	5 15	5 55
Do., 4s, each	1 34	1 43

Currants Are Weak

Toronto.

DRIED FRUITS.—Lack of export business both in Canada and United States is said to be the cause of the present low prices on evaporated apples. Evaporated apple manufacturers claim that they are selling evaporated apples below the cost of production. Spot stocks of currants are light but primary markets are weak which would indicate that easier prices are in sight. Prunes continue weak. Raisins are ruling strong under heavy demands.

Candied Peels—		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	0 18½	0 19
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 25
Dromedary, 9 doz. to case	....	7 25
Fard, per lb.	....	0 30
Halowee dates, per lb.	....	0 13
Figs—		
Smyrna layers, 4 crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 12½
Prunes—		
30-40s, 25s	....	0 23
40-50s, 25s	....	0 21
50-60s, 25s	....	0 18
60-70s, 25s	....	0 15½
70-80s, 25s	....	0 14
90-100s, 25s	....	0 11
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 30
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 29
Valencia	....	0 23

New Shelled Walnuts Arrive

Toronto.

NUTS.—Shipments of new crop shelled Bordeaux walnuts have arrived and offered to the trade at 55 cents per pound. The primary market for walnuts shows indications of firmness. Shelled almonds are holding at 48 cents to 55 cents per pound for spot but stocks to arrive are quoted at 40 cents.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	....	0 14
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	8 50
Cocoanut, unsweetened, lb.	....	0 32
Do., shred	....	0 28
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 48	0 55
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	....	0 55
Peanuts, Spanish, lb.	....	0 15
Do., Chinese, 30-32 to oz.	....	0 12
Do., Java	....	0 14
Brazil nuts, lb.	....	1 20
Pecans, lb.	....	1 15

All Grades of Tea Higher

Toronto.

TEAS.—Cables from the London market show that all grades of tea have advanced 1-2d to 1d per pound. Tea production has been reduced about 20 per cent. which undoubtedly had a strengthening influence upon the market. Local importers report an improved buying movement and particularly noted that larger orders were received.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Some Spices Marked Lower

Toronto.

SPICES.—Practically all spice quotations are revised downward. These reductions amount to one to ten cents per pound. Spices like many other lines of commodities have been passing through a depressed period, attributed to the banks calling in loans, which resulted in forced sales and stocks being sold in many instances far below the real market value. These depressed stocks are now considered to be fairly well cleared up and with stocks in primary markets limited there are indications that the spice situation is well on the way to a stabilized basis.

Allspice	0 20	0 22
Cassia	0 30	0 35
Cinnamon	....	0 55
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Herbs — sage, thyme, parsley,		
Pastry	0 28	0 35
Pickling Spices	0 25	0 28
Mace	0 90	1 00
Peppers, black	0 26	0 30
Do., white	....	0 36
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 45
Do., 80s	....	0 50
Do., 64s	....	0 60
Do., ground	....	0 40
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Carraway seed, whole	....	0 30
Tumeric	....	0 23
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 55
American high-test, bulk	....	0 55
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Spot Coffee Steady

Toronto.

COFFEES.—The coffee market shows no change and although prices in primary markets are as low as in 1914, the higher cost of labor, freight and exchange will tend to keep quotations in Canada about at present levels. Some importers are of the opinion that after general business conditions settle down coffee is apt to advance.

Java, Private Estate	0 51	0 53
Bogotas, lb.	....	0 43
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Mocha, lb.	0 52	0 55
Rio, lb.	....	0 24
Santo	....	0 35

Tapioca and Sago Lower

Toronto.

RICE.—Brokers are quoting new crop Chinese rice, which is considerably lower than present prices. This rice, however, will not reach this market until about the first of March. Japan has a record rice crop and it is estimated that it will be 10 per cent. larger than the average for the past seven years. Wholesale prices in Japan have fallen considerably and it is expected that prices on this market will also be lower. Southern rices are now considered that they are about as low as they will be for this season crop. Tapioca and sago are now quoted at 8 1-2 cents per pound.

Honduras, broken, per lb.	....	0 08
Blue Rose, lb.	0 10½	0 11
Siam, broken, per lb.	0 09	0 10
Siam, per lb.	0 10	0 11
Japans, per lb.	0 11½	0 12½
Chinese, XX	....	....
Do., Simiu	0 15	0 16
Do., Mujin, No. 1	0 14½	0 16
Do., Pakling	0 13	0 14
White Sago	....	0 08½
Tapioca, per lb.	....	0 08½

Oranges Are Lower

Toronto.

FRUIT.—Florida oranges are practically over for this season and wholesalers are offering them at $4.00 per case to clean up. Navel oranges are 25 cents per case lower now quoted $4.00 to $5.25 per case and 25 cents per case less in five case lots. Grape fruit and tangerines are 25 to 75 cents per case higher.

Oranges, Floridas—		
126s, 150s, 176s, 200s, 216s	....	4 00
220s	....	4 00
288s	....	4 00
324s	....	4 00
Oranges, California Navels—		
100s	....	4 75
126s	....	5 25
150s, 176s, 200s, 216s, 250s	4 75	5 25
288s	....	4 50
324s	....	4 00
Grapefruit—		
64s, 70s, 80s, 96s	5 25	6 00
Bananas, Port Limons	....	0 08
Lemons, Cal.	....	4 50
Do., Messinas, 30s	....	4 00

Grapes—		
Malagas, bbls.	14 00	15 00
Apples, Ontario—		
Spies, No. 1s	....	7 00
Spies, No. 2s	....	6 00
Baldwins, No. 1s	....	6 00
Baldwins, No. 2s	....	5 00
Greenings, No. 1s	....	6 00
Greenings, No. 2s	....	5 00
B. C., in boxes	....	3 85
Cranberries, ½ barrels	....	14 00
Tangerines, Florida	....	5 75
Pomegranates, half boxes	....	4 00

Onions Are Easy

Toronto.

VEGETABLES.—Potatoes continue to be dull and prices are steady. Onions are practically a drug on the market, quotations range from $1.50 to $1.75 per bag of 100 pounds. There is, however, a good demand for California vegetables. Cauliflower are firm at $6.00 per case. Iceberg head lettuce is up 25 cents, now quoted $5.00 per case. Mushrooms are now $3.25 per three pound basket, an advance of 25 cents.

Cabbage, Can., per bbl.	....	1 25
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	1 00	1 25
Onions, 100-lb. sack	1 50	1 75
Do., Spanish, large crate	....	5 75
Potatoes, per bag	1 75	1 85
Sweet Potatoes, hampers	....	3 00
Celery, crates, 6 to 7 doz.	....	5 00
Hot House Tomatoes, lb.	....	0 50
Mushroms, 3-lb. basket	....	3 25
Cal. Head Lettuce, 4 doz. crate	....	5 00
Cauliflowers, standard crate	....	6 00

Honey Down One Cent

Toronto.

HONEY.—Extracted honey is reduced one cent per pound under a quiet demand.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, Extracted, white clover		
Ontario, No. 1, white clover, in 30 and 60 pound tins	....	0 24
10 pound tins, per lb.	....	0 25
5 pound tins, per lb.	....	0 25

Wheat Quotations Higher

Toronto.

FLOUR.—A decidedly upward movement is noted in the wheat market, which will probably be reflected on the price of flour. Another factor is the fact that on account of the lack of export demand for flour the mills are running very light and some are shut down entirely which is bound to result in greater cost of the product on account of overhead. However, by the beginning of February, Great Britain is expected to be in the market for large quantities of both wheat and flour.

FLOUR—		
Patent Firsts, in jute bags, per barrel	....	11 10
Do., seconds, in jute bags, per barrel	....	10 60

Some Lines Reduced

Toronto.

MISCELLANEOUS. — Reductions are announced on Holbrook's powdered bathbrick, now quoted at 75 cents per dozen. Harry Horne's custard powder is now quoted as follows: 6 ounce tins, $1.45 per dozen; 16 ounce tins, $3.50 per dozen and 10 pound tins at $3.00 each. Princess soap flakes in 25 pound boxes is reduced to 19 1-2 cents per pound.

Maple Products Lower

Toronto.

MAPLE PRODUCTS. — Old colony maple syrup is reduced as follows: No. 10 tins, 6 to case, $16.00 per case; No. 5 tins, 12 to case, $16.50 per case; No. 3 bottles, 12 to case, $8.75 per case; No. 1 1-2 bottles, 24 to case, $9.50 per case; 5 gallon tins, $17.00 each. Maple sugar, 40 blocks to case, $3.60. Old Tyme maple butter, 5 ounce tumblers, 24 to case, $4.00 per case; 1 pound tins, 24 to case, $8.50 per case.; 8 ounce tins, 24 to case, $5.00 per dozen.

WINNIPEG MARKETS

WINNIPEG, Jan. 12.—Granulated sugar is unchanged, but yellow sugar is slightly higher. Rolled oats and other cereals are easier with a tendency for lower prices. Coffees, teas and spices are unchanged. Canned goods show a better movement. Raisins are holding firm but prunes continue weak. Import quotations on shelled walnuts are higher. Fruits and vegetables are plentiful but quotations are unchanged.

Yellow Sugar Higher

Winnipeg.

SUGAR.—There is a firmer undertone in the raw sugar market. Locally the sugar situation is steady and granulated is being quoted at $11.00 per cwt. Yellow sugar has advanced and is now quoted at $10.50 per cwt. It is expected that small packages of granulated will show an advance in the near future.

No Change in Syrups

Winnipeg.

SYRUPS.—There is no change in corn or cane syrup. However it is possible that the corn syrup market may ease off due to the easiness of corn, as corn syrup is entirely governed by the corn market. Molasses show no change.

CANE SYRUP—		
No. 2s	....	7 30
No. 5s	....	8 40
No. 10s	....	7 85
No. 20s	....	7 65
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 45
Cases, 5-lb. tins, white, 1 doz. in case	....	7 20
Cases, 10-lb. tins, white, ½ doz. in case	....	6 95
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 95
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 85
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 60
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 35
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	6 35
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s. 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Cereals are Easier

Winnipeg.

CEREALS.—The general tone of all cereals is easier, and if the mills are to be kept busy it will likely result in lower quotations.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	3 80
Puffed Wheat, 3 doz. case, case	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case	....	3 75
Cream of Wheat, 3 doz. case, case.	....	9 00
BULK CEREALS		
Rolled Oats, 80s, per bag	....	3 10
Do., 40s, per bag	....	1 58
Do., 20s, per bag	....	0 83
Do., 10-8s, per bale	....	3 95
Do., 15-6s, per bale	....	4 80
Oatmeal, 98s, gran. or stand., bag	....	5 50
Wheat Granules, 98s, per bag	....	3 25
Do., 16-6s, per bale	....	7 00
Peas, whole, green, 100-lb. bag, per bush.	....	4 75
Do., split, yellow, 98s, per bag	....	3 45
Do., split, yellow, 49s, per bag	....	4 30
Beans, fancy, hand picked, 100 lb. bag, bushel	....	4 55
Do., Lima, 100-lb. bag, per lb.	....	0 14
Barley, Pot, 98s, per bag	....	4 25
Do., pearl, 98s, per bag	....	5 75
Cornmeal, 98s, per bag	....	3 40
Do., 24s, per bag	....	0 90
Do., 10-10s, per bale	....	4 65
Buckwheat grits, whole, 98-lb. bags, per bag.	....	10 25

Coffee Market Dull

Winnipeg.

COFFEE.—The coffee market continues to be very quiet and the market is reported dull.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Snatos, lb.	0 42	0 44
COCOA—		
In 1-lbs., per doz.	....	6 80
In ½-lbs., pe rdoz.	....	3 40
In ¼-lbs., per doz.	....	1 75
In small size, per doz.	....	1 30

Spices Unchanged

Winnipeg.

SPICES.— The spice market remains unchanged with very little movement.

Allspice, Jamaica, best quality, lb.	....	0 23
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 75
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36

Do., white, do., per lb.	....	0 50
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 28
GROUND SPICE.		
Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 30
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 80
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75

Rice Market Easier

Winnipeg.

RICE.—The rice market continues very easy and prices are practically back to pre-war levels. Siam rice is now quoted in 100 pound bags as low as 6½ cents per pound. Carolina rice in 100 pound bags is quoted at 11¼ cents.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 07¾
Do., 50-lb. sacks, lb.	....	0 08
Siam, Elephant, 100-lb. bags	....	0 06½
Do., 50-lb. bags, lb.	....	0 06¾
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 08¾
Do., in less quantities, lb.	....	0 09
Tapioca, pearl, per lb.	....	0 08¾

Canned Goods Improving

Winnipeg.

CANNED GOODS.—The canned goods market is considerably stronger. Apparently a large quantity of cheap price goods have now been absorbed, resulting in canned tomatoes having advanced about 40 cents a case over the low point. The same applies to canned peas and corn. Indications are that after these low priced goods reach the retailer that a firmer tone will be experienced. Packers report that all their 1920 pack of canned pineapple has passed into the usual channels of trade and that there are small stocks being held by a few brokers at a premium over opening prices. There is a decided improvement for all canned goods.

Raisins are Firm

Winnipeg.

DRIED FRUIT.—There is very little change reported on the dried fruit situation. California raisins are about the only line of California fruit that is firmer in price. Raisins are experiencing the largest demand of any of the dried fruit lines and if exchange continues high prices are likely to be advanced. Prunes are reported very weak.

Nuts Reported Firmer

Winnipeg.

NUTS.—Nuts are reported firmer this week and from recent import quotations on almonds and walnuts they are several cents higher than what is now being quoted by the wholesale trade.

Tea Market Unchanged

Winnipeg.

TEA.—There has been no change on tea during the week since our last report.

Flour Unchanged

Winnipeg.

FLOUR.—There is no change in the flour market and quotations remain unchanged. The demand has been fairly steady but retailers continue to buy in small quantities. Best quality No. 1 Manitoba flour is quoted at $10.85 per barrel and 98 pound jute bags at $5.42½.

Fruits Unchanged

Winnipeg.

FRUITS. — The fruit business this week has been fairly steady. California navel oranges are quoted at $6.50 to $7 per case, according to size. Lemons are in good demand and are quoted at $6 to $6.50 per case. Bananas are arriving freely and are being offered at 12 cents per pound.

ORANGES—		
Navel, 176 and smaller, case	....	7 00
150s, per case	....	6 75
125s, per case	....	6 50
Lemons, California, per case	....	6 50
FLORIDA GRAPE FRUIT—		
64-72s, 80s and 96s, per case	6 00	6 50
54s, per case	....	7 50
Bananas, per lb.	....	0 12
APPLES—		
B.C. Wagners, unwrap., per cs.	....	3 25
10 case lots, per case	....	3 15
Wagners No. 1, per box	....	4 00
Delicious, No. 1, per box	....	5 25
Do, No. 2, per box	....	4 50
Ont. Spys, No. 1, per bbl.	....	9 50
Baldwins, No. 1, per bbl.	....	8 50

Vegetables Steady

Winnipeg.

VEGETABLES. — The demand for vegetables has been very steady. California celery is being offered at $10 per case, lettuce $5 and cauliflower at $3.50 per case. Local vegetables such as potatoes show no change and are quoted at $1.60 to $1.75 per bushel. Onions are being quoted at $2.50 per sack with turnips and carrots at 2½ cents to 3 cents per pound.

Ham and Bacon Active

Winnipeg.

PROVISIONS. — The smoked meat business is reported extra good and the demand is even better than at this time last year. Although bacon is reported scarce local packers report that they have enough to meet requirements.

Ham—		
8 to 16 lbs., per lb.	....	0 39½
16 to 20 lbs., per lb.	....	0 38
Boneless, 8-16 lbs., per lb.	....	0 43½
Skinned, 14-18 lbs., lb.	....	0 42
Skinned, 18-22 lbs., lb.	....	0 41
Bacon—		
Sliced, 6 to 10 lbs., lb.	....	0 63½
Cottage Rolls, boneless	....	0 39
Bellies, 6-10 lbs., lb.	....	0 40
Do., 10-14 lbs., lb.	....	0 41½
Do., 14-16 lbs., lb.	....	0 45½

Cooked Meats in Demand

Winnipeg.

COOKED MEATS.—The demand for all cooked meats especially cooked ham has been extremely good. Quotations on these commodities remain unchanged.

Hams—		
Best quality, skinned, 8-13 lbs.	....	0 58½
Do., 13-16 lbs.	....	0 55½
Roast Ham, lb.	....	0 60½
Roast Shoulders, lb.	....	0 48½
Head Cheese, 1-lb. tins	....	0 17½
Jellied Ox Tongues, lb.	....	0 68
Pork Tongues	....	0 61½
Luncheon Cooked Meats, lb.	....	0 30

Butter Market Firmer

Winnipeg.

BUTTER.—The butter market has shown a firmer tone and best quality creamery butter is now quoted at 58 cents per pound. Margarine declined 2 cents per pound, No. 1 is now quoted at 32 cents and nut at 30 cents per pound.

BUTTER—		
Creamery, best table grade	....	0 58
Dairy, best table grade	0 45	0 50
Margarine	0 30	0 35

Lard Slightly Easier

Winnipeg.

LARD.—The lard and shortening market is slightly weaker and pure lard on the tierce basis is quoted at 25½ cents per pound. Shortening remains on the same basis at 18 cents.

Pure Lard, No. 1 quality, per lb. (in tierces of 400 pounds.)	....	0 25½
Do., wooden pails, 20-lb. pails	....	5 60
Shortening, wooden pails, 20-lb. pails, per pail	....	4 10
Shortening, tierces of 400 lbs., per lb.	....	0 18

Cheese Unchanged

Winnipeg.

CHEESE.—There has been no change in the cheese market this week and prices remain practically unchanged.

Egg Market Firmer

Winnipeg.

EGGS.—The egg market shows a much firmer tone and what few new laid eggs are arriving are quoted at 90 cents per dozen. Cold storage eggs are being quoted at 74 cents per dozen and candled eggs at 56 cents per dozen.

Poultry Steady

Winnipeg.

POULTRY.—Poultry is reported very steady and prices remain unchanged.

POULTRY		Per lb.
D.P. Broilers, 2½ lbs. and under	....	0 35
D.P. Chickens, 3½ lbs. and under	....	0 32
Do., 3½ lbs. and over	....	0 34
C.D. Fowl, 3½ lbs. and under	....	0 29
Do., 3½ lbs. and over	....	0 31
Turkeys, mixed weights	....	0 47
Choice Geese	....	0 35

Fish Trade Steady

Winnipeg.

FISH.—The demand for fish of all kinds is reported very steady. Quotations are unchanged.

Black Cod, lb.	....	....
Brills, lb.	....	0 08½
Herring, Lake Superior, 100-lb. sacks, new stock	....	....
Halibut, chicken, cases 300 lbs.	....	0 15½
Do., broken cases	....	0 16½
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 13
Salmon—		
Cohoe, in full boxes, 300 lbs.	....	0 20
Do., in broken cases	....	0 21
Red Spring, in full boxes	....	0 24½
Do., broken cases	....	0 25½
Soles	....	0 08½
Baby Whites or Tulibees	....	0 09½
Whitefish, dressed, case lots	....	0 17
Do., broken cases	....	0 18
SMOKED FISH		
Bloaters, Eastern National, case	....	3 50
Do., Western, 20-lb. boxes, box	....	....
Haddies, 30-lb. cases, lb.	....	0 15
Do., in 15-lb. cases, lb.	....	0 15
Kippers, East. Nat., 20 count, per count	....	3 25
Do., Western, 20-lb. boxes, box	....	2 25
Fillets, 15-lb. boxes, lb.	....	0 19
SALT FISH	....	....
Steak Cod, 2s, Seely's, lb.	....	....
Acadia Strip Cod, 30-lb. boxes, lb.	....	....
Acadia Cod, 12-2s, wood boxes, lb.	....	....
Do., 20-1s, tablets, lb.	....	....
Holland Herring, Milkers, 9-lb. pails, per pail	....	1 35
Do., mixed, 9-lb. pails, per pail	....	1 25
Labrador herrings, 100-lb. bbls., per bbl.	....	....

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Jan. 12.—Changes in the markets during the week include many lines. Eggs are reported to have reached the peak and are coming down, now quoted at 85 cents per dozen. Molasses shows a decrease of ten cents per gallon, now quoted at $1.00. Rolled oats are quoted at $4.60, a decline of 30 cents. Evaporated apples are down, now selling at 15½ cents per pound. Fruit prices show increases; in apples Spys have replaced Kings and are quoted, No. 1, $7.00, and No. 3 at $3.50 per barrel.

Flour, No. 1 patents, bbl.	....	14 50
Cornmeal, bags	....	3 50
Rolled oats, per bag	....	4 60
Rice, Siam, per 100 lbs.	8 50	11 50
Tapioca, 100 lbs.	....	13 00
Molasses (extra fancy Barbadoes)	....	1 00
Sugar, standard, granulated	....	10 00
Do., No. 1, yellow	....	10 00
Cheese, Ont., twins	....	0 28
Eggs, fresh, doz.	....	0 85
Lard, compound	....	0 19
Lard, pure, lb.	....	0 26
American clear pork, per bbl.	....	50 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 48
Hams, aver, 9-12 lbs.	....	0 41
Do., aver. 12-18 lbs.	....	0 41
Do., aver. 18-25 lbs.	....	0 38
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 55
Do., dairy	....	0 45
Raspberies, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 80
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	1 92½
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 15½
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	2 00
Beans, white	....	3 90
Do., yellow eye	....	7 25
Bananas, lb.	0 10½	0 11½
Lemons, Cal.	....	9 00
Oranges, all sizes	7 50	8 50
Grapefruit, Florida, case	....	6 50
Do., Jamaica	....	5 50
Apples—		
Pippins	4 50	6 00
Spys, No. 1	....	7 00
Do., No. 3	....	3 50
Oats, per bush.	....	1 05

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 12.—Business on the local market was fairly brisk during the week. Prices showing a few declines. Flour is down 20 cents per barrel, now quoted at $13.15. Corn meal is easier, granulated declining to $4.25, and ordinary to $2.95 per bag. A 50 cents cut was made in rolled oats. Tapioca dropped $3.00, now quoted at $12.00 to $14.00 per hundred. Molasses is selling at 85 cents per gallon, a decline of 10 cents. Compound lard is reduced another half cent. Potatoes are slightly firmer in good supply at $3.50. Lemons declined $1.00 per case, while grapefruit advanced $1.00 per case.

Flour, No. 1 patents, bbls., Man.	....	13 15
Cornmeal, gran., bags	....	4 25
Do., ordinary	....	2 95
Rolled oats	....	9 50
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	12 00	14 00
Molasses	....	0 85
Sugar—		
Standard, granulated	....	10 60
No. 1, yellow	....	10 10
Cheese, N.B.	0 29½	0 30
Eggs, fresh, doz.	0 90	1 00
Do., cast	0 75	0 80
Lard, pure, lb.	0 24	0 24½
Do., compound	....	0 18
American clear pork	49 00	51 00
Tomatoes, 2½s, standard, case.	....	4 20
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 40	0 45
Butter, creamery, per lb.	....	0 65
Do., dairy	0 55	0 58
Do., tub	0 53	0 55
Peaches, 2s, standard, case.	7 15	7 20
Corn, 2s, standard, case.	....	3 60
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case.	....	....
Potatoes, per bbl.	....	3 50
Lemons, case	5 50	6 50
Oranges, Florida	6 00	7 00
Do., California	6 50	7 00
Bananas, lb.	....	0 11
Grapefruit, case	7 50	8 50

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 12.—With the exception of flour and millfeeds the markets continue to be easy. Flour is up 25 cents per barrel, now quoted at $11.70 per barrel. Bran and shorts are up $2.00 per ton. Small white beans are quoted at $6.50 to $6.70. Siam rice is down, now quoted $6.75 to $7.00. Japan rice, $7.50 to $7.75. Ontario cheese is easier, now quoted 29 to 30 cents per pound. Canned tomatoes are down 15 cents per dozen, now quoted at $4.15 to $4.35 per case. Biscuits are from two to five cents per pound lower. One line of pure strawberry jam fours now selling at $11.50 per case. Local potatoes are easy and prices are down, now quoted at $42.00 per ton.

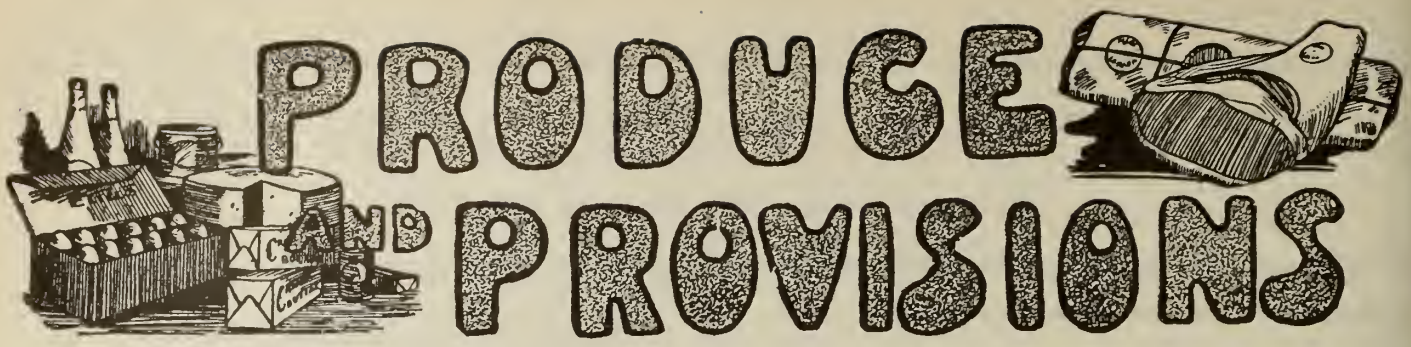
Beans, B.C.	6 50	6 75
Rolled oats, 80s	....	3 25
Rice, Siam	6 75	7 20
Japan, No. 1	7 50	7 75
Tapioca	8 00	9 00
Sago	8 00	9 00
Sugar, pure cane, gran., cwt.	....	12 52
Cheese, No. 1, Ont., large	0 29	0 30
Alberta cheese, twins	....	0 29
Do., large	....	0 28
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 40	0 45
Lard, pure, 3s	....	15 90
Eggs, new laid, local, case	....	24 00
Do., storage, case	19 50	21 00
Tomatoes, 2½s, standard, case.	4 15	4 35
Wax and Green Beans, 2s, case.	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case.	4 35	4 60
New early June peas, case.	....	4 50
Strawberries, 2s, Ontario, case.	10 00	10 30
Raspberries, 2s, Ontario, case.	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 15	0 17
Do., 25s, lb.	0 16½	0 18½
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 10	0 12
Do., 70-80s	0 13½	0 15
Potatoes, local, ton	....	42 00
Walnuts, per lb.	....	0 30
Pecans, lb.	....	0 30

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Jan. 12.—There are large lots of beans being bought right now quietly, and as soon as a general inclination to stock even moderately develops present prices will not be in effect.

The crops of beans in the Orient have been small; there has also been some rain damage. The general demand, of course, is slow at the present time. The prices at which the beans are selling does not encourage the Oriental farmers to plant big acreage next year, as the price does not cover the cost of production. Various prices are quoted, but the figures at which actual business could be done would permit small white beans, hand-picked and good quality, to sell to the retail trade any place in the East at 6c. Whatever stocks are on hand at higher figures simply preclude the possibility of making a profitable turnover on these lower figures. California and Michigan beans were good crops and the prices are low, but not quite so attractive as the Oriental varieties. The peanut market at the present time is lower than before the war. Not because there is any relation at all between the price and the cost of production, but because some holders are taking serious losses. Cotton oil, peanut oil, cotton seed and bean cake and meal are all low. Fresh eggs are quoted at 70 cents per dozen. Best butter, 58 cents per pound. Cheese, 29 cents. Pure lard, 24 cents, and compound, 16½ cents per pound. Beef steer, 16 cents. Mutton, 27 cents. Lamb, 32 cents. Veal, 21 cents. Pork, 27 cents. Hams, 43 cents. Bacon, 47 cents. Okanagan onions, $3.50, and Spanish, $9.00 per case. Potatoes average $45.00 per ton. Grapefruit, $5.00 per case. Lemons, $4.50, and oranges, $5.50 per case. Canadian tobaccos down 15 cents per pound.



Butter and Cheese Will be Lower

Both Butter and Cheese Have in Late Months Experienced a Gradual Decline in Prices, and Even Lower Levels May Be Expected—British Market Must Be Supplied to Even a Greater Extent, However, by Canada

By Special Correspondent to Canadian Grocer

MONTREAL, Jan. 12.—Both the butter and cheese markets have in late months experienced a gradual decline in prices until they are both quoted at lower levels than they were a year ago this date. The prices paid for cheese F.O.B. country points has gradually declined this year from 30 cents per pound to 20 cents per pound paid for the late made. The figures showing the receipt of cheese in Montreal for the year ending December 4th, 1920, are 1,415,779 boxes as compared with those for the year 1919 which were 1,544,939 boxes. This shows a big decrease in the make this year. There are a number of causes which have decreased the make of cheese which will be dealt with later in this article.

The Ontario factories to a large extent have joined together to form a co-operative association to ship their cheese direct to Montreal, where they are sold under the auspices of this association. The report of this new enterprise given at a meeting in Peterboro, Ontario, this year indicates that this has not been altogether a success.

Lack of Experience

In speaking of this matter to Canadian Grocer, A. A. Ayer, managing-director of A. A. Ayer & Company, Limited, butter and cheese exporters, of Montreal, said, "It is hardly to be expected that an association of farmers can as successfully dispose of their produce on the export market as can business firms who have many years' experience behind them, and a wide connection with which to work. For this reason, if for no other, this enterprise has hardly been a success." There is no doubt, however, that the production of cheese has greatly fallen off this year as is indicated by the figures given above."

Falling off in Production

The butter market, like the cheese market, has fallen off in its production this year for probably the same reasons. The figures given this year show receipts in Montreal of 372,889 pounds of butter, whereas last year the figures were 444,981 pounds. Part of this difference may be accounted for by the fact that a large quantity of butter was shipped this year direct to the United States without passing through the Montreal market. The American market created quite a demand for Canadian butter this year, and big shipments went across the border particularly in view of the exchange situation. This enables the American buyers to purchase butter in Canada cheaper than they could buy it in the United States. At the same time there is no doubt that the make is much below that of 1919. Probably one of the reasons for this is the large quantities of milk and cream that were shipped to the United States to meet the demands of the large cities. There has also been a bigger demand than ever this year for milk and cream for the manufacture of condensed and powdered milk. This has done a great deal to cut down the available supplies for the butter and cheese factories. Up to the close of navigation this year 10,000 boxes of butter were shipped to England and since that time 40,000 boxes have been dispatched.

Butter Exports 78,555 Boxes

The exportation of butter to England last year through Montreal mounted to 78,555 boxes. This shows a big decline in the exportation of butter, but this is accounted for to some extent in the unusually large extra shipments of butter to the United States.

When asked about the future of the butter and the cheese market Mr. Ayer said, "It is only natural to expect lower prices in 1921 for butter and cheese for the reason that there is a decided decline in prices in nearly all lines of foodstuffs but owing to the state of affairs in Russia, where a large part of Britain's butter and cheese was produced before the war, the supplies available in the British Isles are cut down and Canada is looked to for a bigger production of those dairy products. This may have a tendency towards firming up prices on dairy products in the next year. Then too, the war has had the effect upon the people of the British Isles of changing somewhat their taste in food stuffs, so that perhaps the demand for butter and cheese to-day is not the same as it was before the war. There is no doubt that in the past two years new influences have come into play in the dairy market that were never felt before, and as a result it is very hard to predict just what the future of this market will be. Prices in Canada are largely affected by the state of the export market and therefore by a careful study of foreign conditions one may be able to foresee to some extent the future of the butter and cheese market, but this is confused by the new influences which have been brought to bear upon market conditions."

Buying Sardines At Present Levels Is Advisable

The pack of Norwegian sardines during the last season was far from normal. This was the result of the fishermen going on strike during the fishing season. By the time the strike was settled the best part of the season was past, resulting in a smaller pack than usual and higher prices were named. These higher prices in Norway, however, hardly affected the price in Canada on account of the low exchange prevailing at the time shipments arrived.

Since November the exchange on the

rona has been steadily advancing, until t the present time the difference on the xchange just adds $2.50 to a case of Norwegian Bristling sardines. Spot tocks of sardines, in view of the advance n exchange and the fact that there is a limited quantity held in Norway, also that the season for sardine fishing does not open until next July and August may be considered good buying at present prices.

Production of Hogs in 1921 is at Low Point

Trend of Prices in Current Year is Difficult to Foretell—Sharp Reductions Have Already Taken Place—Lack of Export Discourages Hog Raising

"LIVE hogs and all pork products have reached low levels, as compared with a year ago," remarked Mr. Mitchell, vice president of the Wm. Davies Co., Toronto, to Canadian Grocer. "Whether even lower levels will be reached, approaching a pre-war basis, is pretty hard to say. The production of hogs both in Ontario and in Western Canada is at a low point at the present time, much lower than at this period in 1920. The high price of grains a year ago discouraged the farmer, and he began to cut down his hog production. The control in the British market also has had its effect on hog raising in Canada. Canadian bacon is only being exported in very small quantities, and consequently the lack of export has resulted in a falling off in production."

Will Not Steady Prices

"Will not this lower production have the effect of steadying prices?" Mr. Mitchell was asked.

"Not necessarily," he replied. "The lack of production will affect the export trade and lose this business for Canada, as well as the fine place that Canadian bacon holds in the Old Land. It does not, however, mean that prices on the Canadian market will be held at higher levels.

Sharp Reductions

"Live hogs this week are selling around $14.25 per hundred, Toronto, fed and watered basis, as compared with $9 in pre-war days. The high mark last year was $25. Thus it is evident that severe and drastic declines have taken place. How much lower these values will go is difficult for anyone to say. All pork products have also suffered sharp reactions. Bacon and hams are now at fairly low quotations, and it is doubtful if prices can be held at these declines. Lard is down from 31 cents tierce basis to about 22 cents per pound. These are sharp reductions, and with the present cost of processing, including the high price of labor, etc., just now it is hard to see how they can go much lower.

"The position of the foreign exchange market has a certain amount of bearing on the hog market, particularly, of course, in regard to the export business. Should the pound sterling come back to four dollars and exchange in other countries become greater in value, their buying power in Canada will have increased likewise."

Fish is Practically at Pre-War Basis

Weather Conditions Play Big Part in Demand And Supply—Increased Cost of Operating Fleets The Chief Factor in Any Advances That Have Taken Place in Fish Quotations

By Special Correspondent to Canadian Grocer

MONTREAL, Jan. 11.—The cost of fresh, salted and smoked fish did not advance in proportion with the advance on other food commodities. The cost of fish increased only as the cost of labor and fishing equipment increased.

Speaking of the future of the fish market to Canadian Grocer, D. J. Byrne, general manager of the Leonard Fisheries, Montreal, said:

"With the increase in cost of operating our fishing fleets, the cost of nets, twine, boots, rubber goods, cotton and other accessories in the last two years, our prices on fish were forced to advance. It is only of late that these have commenced to come back to pre-war prices and with a few exceptions they are well on the way towards normal cost. As a result, with the exception of halibut and salmon, Atlantic fish, both fresh and salted, and most of the lake fish have returned to pre-war prices. Then too, the increased freight rates has done considerable to advance the cost of fish but this too is receding since the first of this year and this will help to reduce the cost of fish laid down on the market.

For Immediate Needs Only

The mild weather of this fall and the early months of the winter have tended to make the buyers hold off as long as possible in purchasing their requirements for the trade. It has, in fact, limited the demand to the immediate requirements of the consumer. It is hoped, however, that the colder weather has set in for the rest of the winter and the ordering out of many cars, which have been held up on account of the mild weather, will result. This year the Lenten season begins on February 9th, which is much earlier than in other years. There is always a big demand for fish during Lent and when the cold weather accompanies these six weeks it makes the handling of the required fish easier and more profitable to the retailer.

There is another factor which plays an important part in the fish market at this time and that is the price of eggs. Eggs are generally very expensive during the winter months and while they cost, as they do now, over one dollar per dozen, the demand for fish will be greater than ever. The high prices on poultry also has the effect of increasing the demand for fish.

Prices More or Less Steady

There is at no time very much fluctuation in the quotations on fish. The supply of sea fish is practically inexhaustible and the market price mainly depends upon the cost of fishing equipment and marketing. These two things do not vary to any great extent in normal times and so the price of fish remains practically steady. The fishing industry is one of Canada's natural resources and has not nearly reached a point of full development. As far as the future of the fish market is concerned, very little can be said except that unlike many other commodities on the market to-day, very little change in prices may be expected since the prices of most varieties of fish are already on a pre-war basis."

At the annual meeting the other day of the St. Thomas Packing Co., the year 1920 was reported to have been the most successful in its history, with a total turnover of $1,005,000 which is an increase of 50 per cent over 1919. A dividend of 7 per cent was declared for the year.

Thomas Elgie, Chatham, Ont., has purchased the grocery business carried on by the late Charles Sterling.

The Fundy Fisheries, Limited, with headquarters at St. George, Charlotte County, N.B., has recently been incorporated. The company will carry on a general fisheries business. The authorized capital is $100,000. Senator Irving R. Todd, of Milltown, N.B., together with John C. Belyea, John C. Earle, of St. John, and George E. Frauley and James H. Frauley of St. George, are the incorporators.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Jan. 12.—Towards the latter part of last week the quotations on live hogs strengthened up to high prices and were quoted at as high as $18.25 per cwt. The offerings are heavy this week, however, and prices have dropped again to 17½ cents per pound. Packers predict that with these larger offerings prices will go still lower. If this is the case quotations on smoked meats may be expected to drop slightly. Bacon was in some cases advanced in price last week as a result of the stronger market, but has returned to former quotations this week as a result of the better supply of hogs at the lower prices. The feature of the week in the produce market is the larger supply of fresh eggs on the market with much lower prices. Strictly fresh eggs are in some cases reduced to 90 cents per dozen. The supply throughout the country seems to be much improved. The butter and cheese market shows more strength this week, with a better demand, and in the case of butter the receipts are smaller than last week. This fact has a tendency to give strength to the market. The lard and shortening market is unchanged, but the easier trend of the hog market is reflected in both lard and shortening. There is an improved demand for fish with the colder weather and the approach of the Lenten season, which is early this year.

Hogs Return to Lower Prices

Montreal.

FRESH MEATS—The market for live hogs gained strength during the week, but is falling off again and prices are the same as they were a week ago. Hogs were quoted as high as 18¼ cents per pound in Montreal during the week but quotations to-day are 17½ cents and packers predict even lower prices. This fluctuation in the market resulted in higher prices on some smoked meat during the week but these two have come back to the level quoted by Canadian Grocer last week. Lower prices throughout the hog market may be expected within the next week or ten days as a result of better offerings on the market. There is no change in the beef situation this week. The offering on the market is only fair and prices remain unchanged.

FRESH MEATS

Hogs, live (selected)	0 17	0 17½
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 25½	0 26
Fresh Pork—		
Legs of pork (foot on)	....	0 33
Loins (trimmed)	0 37	0 38
Bone trimmings	....	0 28
Trimmed shoulders	0 28	0 29
Untrimmed	....	0 26½
Pork sausage (pure)	....	0 25
Farmer sausage	....	0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18
Fresh Beef—		
(Cows)	(Steers)	
$.... $.... ..Hind quarters..	$0 22	$0 30
0 10 0 15 ..Front quarters..	0 12	0 17
0 36 0 38 ..... Loins	0 40	0 45
0 16 0 25 ..... Ribs	0 16	0 28
0 10 0 13 .... Chucks	0 10	0 15
0 20 0 26 ..... Hips	0 20	0 29
Calves (as to grade)	0 18	0 26

Chicken Quoted Lower

Montreal.

POULTRY.—The only change in the poultry market this week is slightly lower prices quoted on chicken. These are offered at from 30 to 33 cents per pound. The range of prices on turkeys is a little lower, being quoted from 50 to 53 cents per pound. Other fowl on the market are unchanged in price. The offerings are not as large as they have been through the holidays and the demand is not nearly as great.

POULTRY—		
Turkeys, per lb.	0 50	0 53
Chickens	0 30	0 33
Fowl	0 26	0 32
Roosters	0 23	0 25
Ducks	0 33	0 40
Geese	0 30	0 34

Easy Tendency for Lard

Montreal

LARD.—The market for lard continues rather quiet and easy owing to the very liberal offerings and the somewhat limited demands from all sources for supplies. There is no further change in price this week. It is expected that the easier market for hogs will have a weakening effect on the lard market.

LARD—		
Tierces, 360 lbs.	0 23	0 24½
Tubs, 60 lbs.	0 23*	0 25
Pails, 20 lbs.	0 25	0 26
Bricks	0 27	0 28

Shortening Market Quiet

Montreal.

SHORTENING.—The shortening market follows the lard market in the easy tendency with a quiet market.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 19½
Tubs, 60 lbs.	0 23½	0 25
Pails, 20 lbs., per lb.	....	0 20½
Bricks, 1 lb., per lb.	....	0 22

Stronger Butter Market

Montreal.

BUTTER.—The receipts of butter this week on the market show a decline in comparison with the receipts of last week and with the corresponding week of last year. This has resulted in a firmer market for butter with stronger tendencies. There is a very fair demand for butter this week both for domestic trade and for outside business. So far the quotations on this market for butter are unchanged.

BUTTER—		
Creamery prints, qual., new..	0 52	0 54
Do., solids, quality, new.....	0 50	0 53
Dairy, in tubs, choice	0 48	0 50
Do., prints	....	0 49

Cheese Market is Firmer

Montreal.

CHEESE.—The local cheese market has been strengthened this week by a bigger demand for the export of cheese which has been accompanied with larger receipts on this market. The strength of the sterling exchange has also given impetus to the cheese market and has resulted in a stronger market locally for cheese. Local prices on cheese are unchanged.

CHEESE—		
New, large, per lb.	....	0 27
Twins, per lb.	....	0 27
Triplets, per lb.	....	0 27
Stilton, per lb.	....	0 37
Fancy old cheese, per lb.	0 33	0 34
Quebec	0 27	0 29

Egg Prices Lower

Montreal.

EGGS.—With a bigger supply of eggs throughout the country and larger offerings on the local market the egg market has weakened considerably and lower prices are quoted on strictly fresh eggs. New laid eggs are now selling 90 to 95 cents per dozen, which is a reduction, in some cases, of from 15 to 20 cents per dozen. In some places in Montreal strictly fresh eggs sold as high as $1.40 per dozen retail during the past week, but the bigger production of eggs throughout the country has resulted in lower prices being quoted on the market. The reduction in the price of eggs follows throughout the grades and select are now selling at 75 to 80 cents per dozen.

EGGS—		
Strictly fresh	0 90	0 95
Selects	0 75	0 80
No. 1	....	0 70
No. 2	0 56	0 58

No Change in Cooked Meats

Montreal

COOKED MEATS. — There is no change in the quotations on cooked meats this week. The demand is small at this season.

Jellied pork tongues	....	0 40
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 33
Hams, cooked	0 61	0 68
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 63
Do., 6-lb. tins, per lb.	....	0 16
Do., 25-lb. pails, per lb.	....	0 15

Bacon Prices Rise and Fall

Montreal.

SMOKED MEATS.—The market for smoked meats is unchanged in quotations this week. Although the market firmed up with some higher prices during the past week it has returned to prices as given below. It is expected that the market for hogs will be weaker in the near future and this may result in lower prices on smoked meats.

BACON—		
Breakfast, best	0 38	0 46
Smoked Breakfast	0 44	0 48
Cottage Rolls	....	0 36
Picnic Hams	....	0 32
Wiltshire	0 43	0 47½
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 37
Do., 14-20	....	0 37
Do., 20-25	....	0 33
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

Barreled Meats Unchanged

Montreal.

BARREL MEATS. — There is no change in the quotations on barrel meats. The demand locally is only small and the market remains steady.

BARRELLED MEATS		
Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	29 00	54 00
Clear fat backs (bbl.), 40-50 pieces	25 75	47 50
Heavy mess pork (bbl.)	20 75	37 50
Plate Beef	....	25 00
Mess Beef	....	23 00

Better Demand for Fish

Montreal.

FISH.—There is an improved demand for fish this week which is greatly helped by the colder weather. As the Lenten season opens early this year it will improve the demand for fish. There is no change this week in the quotations made on fish.

FRESH FISH		
Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07
Flounders	....	0 10
Live Lobsters	....	0 60
Halibut, med.	....	0 24
Do., chicken	....	0 17
Fresh eels, per lb.	....	0 15
Fresh herrings, each	....	0 07
Doree	....	0 20
Fresh Herrings	....	0 06
FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Halibut, Western, medium	....	0 23
Mackerel	0 15	0 16
Pike, headless and dressed	....	0 14
Market Cod	0 06	0 06½
Sea Herrings	0 06	0 07
Salmon dr., Spring	....	0 28
Salmon, Cohoes, round	....	0 20
Salmon, Qualla, hd. and dd.	....	0 11
Whitefish	....	0 21
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Sardines, half barrel	....	6 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 50
Boneless cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddie, 15-lb. box.	....	0 14
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35
BULK OYSTERS		
Standard, No. 1	....	3 25
Do., No. 3, can	....	9 50
Selects, No. 1, can	....	3 75
Selects, No. 3, can	....	11 00
Jars, 1 doz. box	....	6 50
Do., 2 doz. box	....	12 50

ONTARIO MARKETS

TORONTO, Jan. 12.—After the hog market ruling firm for the past few weeks, packers have been successful in bringing down prices $1.50 per hundred, and there is a tendency that a further reduction will be made, as packers are offering $1 per hundred less. Beef is firm with all cuts advanced two to three cents per pound. Dressed calves are higher. Spring lamb is steady but mutton is lower. Smoked hams and some cuts of bacon are advanced. Mess pork in barrels is higher. Short cut backs and pickled rolls are lower. Reductions are made on boiled hams and shoulders, also jellied ox tongue. New laid eggs are becoming more plentiful, while storage eggs are fast becoming depleted. Storage eggs are two cents per dozen higher this week, due no doubt to the fact that stocks are low and that they will be completely cleaned up at the high figure before sufficient new laids arrive to greatly affect the market. Butter is fairly steady. Cheese prices are slightly higher. An easier feeling is noted in lard and shortening and prices are lower. Margarine is easy with a tendency for lower prices. Fish quotations are unchanged. Poultry receipts are fairly heavy, with prices on fowl advanced. Turkeys are easier.

Hog Prices Drop

Toronto

FRESH MEATS.—Light receipts of hogs for the past few weeks was the cause of the higher prices, but packers have succeeded in bringing about a cut of $1.50 per hundred and are offering one dollar less for this week's deliveries. There was an extra heavy run of hogs at the Union Stock Yards since Canadian Grocer went to press last Wednesday, no doubt due to the fact that packers were endeavoring to lower prices, and shippers rushing shipments before the break came. Dressed pork and fresh pork cuts are unchanged, but there is a tendency for easier prices. Cattle receipts were light during the week, with the result that prices were somewhat strengthened. Fresh beef cuts are up one to three cents per pound. Dressed calves are also higher, now quoted 22 to 25 cents per pound. Spring lamb is steady while mutton is easier with prices lower, now quoted 10 to 16 cents per pound.

Hogs—		
Dressed, 70-100 lbs., per cwt.	21 00	23 00
Live, off cars, per cwt.	....	15 50
Live, fed, and watered, per cwt.	....	15 25
Live, f.o.b., per cwt.	....	14 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 28½
Loins of pork, lb.	....	0 40
Fresh hams, lb.	....	0 32
Tenderloins, lb.	....	0 63
Spare ribs, lb.	....	0 21
Picnics, lb.	....	0 24
New York shoulders, lb.	....	0 26½
Montreal shiulders, lb.	....	0 26½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 23	0 26
Front quarters, lb.	0 14	0 16
Ribs, lb.	0 25	0 30
Chucks, lb.	0 12	0 15
Loins, whole, lb.	0 30	0 38
Hips, lb.	0 18	0 20
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 25
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 10	0 16

Above prices subject to daily fluctuations of the market.

Smoked Hams Up One Cent

Toronto.

PROVISIONS—Smoked hams and some cuts of bacon are up one cent per pound. This advance is the result of the higher prices that have been manifested on hogs for the past few weeks, but now that the hog market has reached a lower lever, these higher prices on bacon are not expected to hold for any length of time.

BARREL PORK.—Mess pork is advanced $3.00 per barrel, now quoted $41.00. Short cut backs are lower now quoted $47.00 to $50.00 per barrel. Pickled rolls are down $2.00 per barrel, bringing the price down to $53.00 and $56.00

Hams—		
Small, 6 to 12 lbs.	....	0 39
Medium, 12 to 20 lbs.	....	0 38½
Large, 20 to 35 lbs. each, lb.	....	0 33½
Heavy, 35 lbs. and upwards	....	0 24½
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 54	0 59
Rolled, per lb.	....	0 66
Bacon—		
Breakfast, ordinary, per lb.	....	0 44
Breakfast, special trim	....	0 52
Roll, per lb.	....	0 32½
Wiltshire (smoked sides), lb.	....	0 37½
Do., three-quarter cut	....	0 41½
Do., middle	....	0 43½
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 29
Do., av. 80-90 lbs.	....	0 26
Clear bellies, 15-30 lbs.	....	0 31½
Fat backs, 10-12 lbs.	....	0 23
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.	....	41 00
Short cut backs, 200 lbs.	47 00	50 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	56 00
Heavy	....	53 00

Above prices subject to daily fluctuations of the market.

Cooked Hams Down One Cent

Toronto.

COOKED MEATS.—Cooked hams are now quoted at 55 to 59 cents per pound, a reduction of one cent. Boiled shoulders are also down one cent, now quoted at 47 cents per pound. Jellied ox tongue is quoted at 62 cents per pound, a reduction of one cent. The demand for cooked meats is keeping fairly steady.

Boiled hams, lb.	0 55	0 59
Boiled shoulders	....	0 48
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 62
Jellied calves tongue	....	0 56

Large bologna, lb.	0 17	0 20

Above prices subject to daily fluctuations of the market.

Fresh Eggs More Plentiful

Toronto.

EGGS.— Receipts of fresh eggs have considerably improved, with prices easier. New laid are quoted at 90 cents per dozen. Storage prices, however, are two or three cents higher. Stocks in the coolers are very small and the feeling in the trade is they will all be moved at good prices before fresh receipts begin to arrive in sufficient quantities to seriously affect the market. According to the Montreal Produce Merchants' Association report, only 14,409 cases remain in storage December 31, against 38,130 cases for December 31, 1919 and 42,988 cases November 30, 1920.

EGGS—

Selects	....	0 80
No. 1	....	0 77
Extra selects in cartons	....	0 85
New laid	....	0 90

Prices shown are subject to daily fluctuations of the market.

Butter Holding Steady

Toronto.

BUTTER.—Opinions as to the condition of the butter market are varied, some dealers claiming that the market is stronger and have advanced prices on second grade but have made no change on the best quality. Others express the opinion that there is no change in the situation. Many holders, however, are unwilling to accept prices which they would have taken some weeks ago. Undoubtedly the statement from Montreal showing that stocks held in storage are considerably less has something in it. The Montreal Produce Association report that 58,785 packages of creamery butter remained in storage December 31 against 95,087 packages December 31, 1919.

BUTTER—

Creamery prints	0 53	0 57

Cheese Market Firmer

Toronto.

CHEESE.—There is a firmer feeling developed in the cheese market and prices to the retail trade are advanced one cent per pound. Large cheese is now quoted at 27 cents per pound.

CHEESE—

Large, per lb.	....	0 27

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Lard Prices Down

Toronto.

LARD.—The lard market is ruling fairly easy and some packing houses have reduced their prices one cent per pound and others have not changed their prices. The lowest quotation on one pound prints is 26 cents and on the tierce basis 22 cents per pound, other quotations are one cent higher.

LARD—

1-lb. prints	....	0 26
Tierces, 400 lbs.	....	0 22

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Shortening Prices Lower

Toronto.

SHORTENING.— Shortening in one pound prints is quoted at 20 cents and on the tierce basis 15½ cents per pound. This is a reduction of one to one and a half cents per pound. The market is weak with a tendency for further reductions.

SHORTENING—

1-lb. prints	....	0 19
Tierces, 400 lbs.	....	0 15½

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Margarine May Be Lower

Toronto.

MARGARINE.—There is a weak condition manifest in the market for margarine with a tendency for lower prices. margarine at 31 to 34 cents per pound. In the meantime the best margarine is margerine at 31 to 34 cents per pound.

MARGARINE—

1-lb. prints, No. 1	....	0 34
Do., No. 2	....	0 32
Do., No. 3	....	0 30
Nut Margarine, lb.	0 31	0 34

Western Fish Arrive

Toronto.

FISH.—The first shipment of western winter caught fish has arrived. This shipment includes whitefish, pickerel, pike and goldeyes. Smelts are still scarce, although some small shipments are arriving, but dealers state that practically the complete shipment is sold before it arrives. Smelts are quoted at 18 cents per pound. The fish business is reported satisfactory, although dealers would welcome colder weather.

FRESH SEA FISH

Cod Steak, lb.	0 11	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 16	0 17
Do., medium	0 23	0 24
Fresh Whitefish	0 15	0 16
Fresh Herring	0 09	0 10
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 11	0 12
Oysters—		
No. 1 tins	....	4 20
No. 3 tins	....	12 80
No. 5 tins	....	20 00
Glass jars, doz.	....	6 50
Shell Oysters—		
600 count, per bbl.	....	20 00
800 count, per bbl.	....	18 00
FROZEN FISH		
Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 12
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
Salmon, Cohoe	0 19	0 20
Do., Red Spring	....	0 28
Sea Herring	0 07½	0 08
Brill	0 10	0 11
SMOKED FISH		
Haddies, lb.	0 12	0 13
Fillets, lb.	....	0 18
Kippers, box	2 25	2 75
Bloaters	....	3 00
Boneless Digbys, box	1 65	1 75
Bundles, Digby	....	1 20
Ciscoes, lbs.	....	0 22
Salmon Snacks, lb.	....	0 24
PICKLED FISH		
Labrador Herrings, kegs, 100 lbs..	....	6 50
Do., bbl., 20 0lbs.	....	12 00
Do., pails, 20 lbs.	....	2 25
Salt Mackerel, 20-lb. kit	....	3 25
Holland Herrings, Milchers	....	1 35
Do., mixed	....	1 25

Chickens are Higher

Toronto.

POULTRY. — Chickens are advanced two to three cents per pound under fair receipts and a good demand. Poultry dealers are offering slightly lower prices for turkeys but prices to the retail trade are unchanged.

Prices paid by commission men at Toronto:	Live	Dressed
Turkeys	$0 50	$0 58
Roosters	0 18	0 21
Fowl, over 5 lbs	0 27	0 30
Fowl, 4 to 5 lbs.	0 23	0 26
Fowl, under 4 lbs.	0 16	0 20
Ducklings	0 30	0 32
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 22	0 27
Geese	0 22	0 30

Prices quoted to retail trade—	Dressed	
Turkeys	....	0 58
Geese	0 32	0 35
Hens, heavy	....	0 30
Do., light	0 26	0 33
Chickens, spring	0 32	0 35
Duckling	0 32	0 35

WINNIPEG MARKETS

WINNIPEG, Jan. 12.—The produce and provision market has shown an improvement. Selected hogs remain very firm and are quoted at $14 per cwt. The demand for ham and bacon has been very active, and although bacon is reported scarce, local packers report that they have enough to meet requirements. The demand for all kinds of cooked meats, especially cooked ham, has been above the average. The butter market has shown a firmer tone, while margarine has shown a decline. Lard and shortening are also reported easier. Eggs continue firm. February 9 is named as the national fish day.

Hog Market Steady

Winnipeg.

FRESH MEATS.—Quotations on hogs have shown very little change during the week. Selected hogs are being quoted at $14.00 per cwt. Veal calves are reported very scarce. The sheep and lamb market is very steady while fresh beef shows no change. Fresh pork shoulders have shown an advance and are now being quoted at 27 cents per pound.

Selected, live, cwt.	....	14 00
Heavies	..	11 00
Light	....	13 50
Sows	....	8 00
Fresh Pork—		
Legs of Pork, up to 35 lbs., lb.	0 22	0 27
Spare Ribs	....	0 23½
Loins of Pork, lb.	0 32½	0 35½
Fresh Hams, lb.	0 24	0 29
Picnics, lb.	....	0 25
Shoulders	....	0 27
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 13	0 24
Front quarters, lb.	0 08½	0 13
Whole carcass, good grade, lb.	0 10	0 18
Mutton—		
Choice, lb.	....	0 16
Choice long hinds (leg and loin)	....	0 25
Choice Stews	....	0 11
Lambs—		
Choice, 30-45 lbs.	....	0 24
Veal—		
Good veal, 40 to 80 lbs., hind quarters	....	0 22
Carcass	....	0 16

FOR ADDITIONAL WINNIPEG PRODUCE MARKETS SEE PAGE 44

DAVIES

PURE PORK SAUSAGE

At this time of the year when the mornings are brisk and cold, with heavy frost in the air, there is nothing more appetizing than a breakfast of delicious fried sausage. Davies' fresh pork sausage is just the line to feature as it gives satisfaction and is always found most suitable for this winter demand. Try a shipment of any of our several brands. Write for our prices.

Book your Spring Requirements of Pickles now

Peerless Pickles

Now is the time to book for your spring requirements of Davies' Peerless Pickles. Order some of these high-grade pickles now to come forward when the weather permits. They will be found to be a line that will please. Are reasonable in price, well packed, and with a piquant, delicious flavor.

Tomato Catsup

Made from ripe, red whole tomatoes—absolutely pure and wholesome—free from any adulteration or artificial coloring. This is a real quality line which will give satisfaction to everyone in the household. Can be had in 8 oz. and 12 oz. bottles at prices which are quite in line. If you are not familiar with this product, write us to-day for price and further particulars.

The Pickles that tickle the taste

Inquiries given prompt care and attention. Write to us direct or if our traveller is in your vicinity we will gladly have him call and see you.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

MONTREAL SYDNEY, N.S. HAMILTON

Brunswick Brand Sea Foods

are

All Canadian Products

Brunswick Brand Sea Foods

Are Packed In Canada for Canadians

What We Have We Hold

Patronize Home Industry

Mr. Grocer, are you aware of the fact that every tin of

Brunswick Sea Foods

you sell helps to keep Canadian factories busy?

Every Dollar Spent

for Canadian products means keeping the wheels of industry busy and employment for our people while the money keeps circulating in Canada.

Sell Brunswick Brand Sea Foods

They are the climax of perfection in the canned fish business.

Canadians from Coast to Coast are Buying Brunswick Brand

ARE YOU SELLING THEM?

Connors Bros., Ltd.

Black's Harbor, N.B.

Winnipeg Representative: CHAS. DUNCAN & SONS, Winnipeg, Man.

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

Dominion Spring Clothes Pins

When placing your clothes pin order be sure you specify "Dominion Spring."

There's Greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

A Superior Separated Milk Powder

Every wholesale grocer stocks it
Good grocers sell it in yellow tins

Phone College 2040

The Drimilk Co., Limited

Courtland, Ont.

Executive Offices: Spadina Crescent, Toronto

Donald H. Bain Co., Winnipeg,
Western Distributors

COMMON SENSE

dictates that we continue to do business as usual, carefully, but yet sensibly.

Canadians are going to require groceries for a long time yet, and will pay for them, too.

Therefore, keep your stock well sorted and sell VANILL-EX for economy's sake.

The Crawford Company

331-333 St. Antoine Street
MONTREAL

KLAUS

GENUINE

Swiss Milk Chocolate

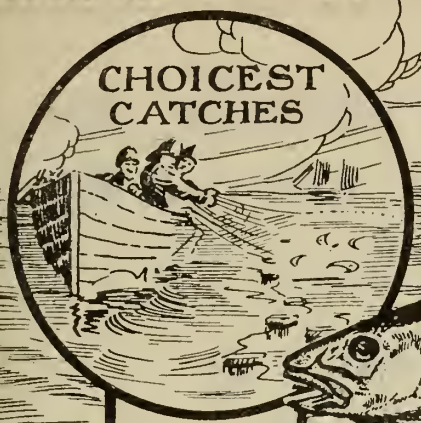
The Purest and Best

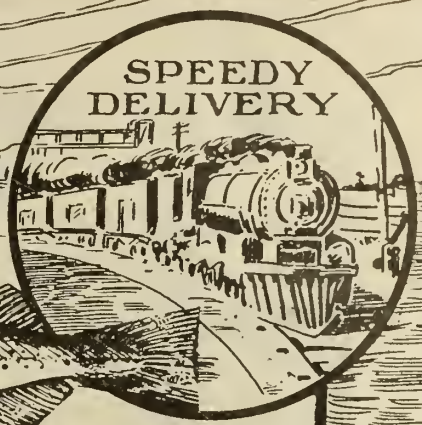
100 Different Varieties

A Big Seller with Your Best Trade

Order from Your Jobber

Or Direct from ANDREW PATTISON
248 ST. JAMES ST. - MONTREAL





GROCERS:

Now is the time to order Supply of

FISH

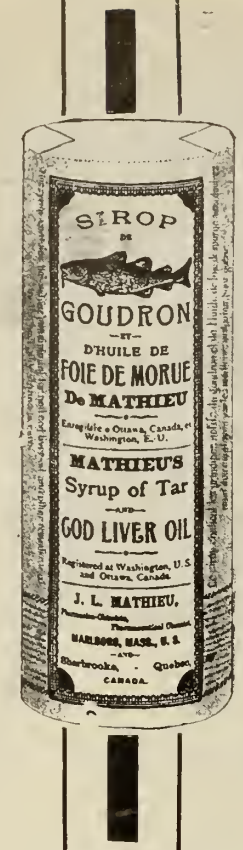
Prices are now at their lowest. We do not look for lower prices.

Send in your orders.

D. Hatton Company

MONTREAL

Established 1874



You can't afford to miss the big extra profits offered by

MATHIEU'S
SYRUP OF TAR
and
COD LIVER OIL

Every good grocer can make this nationally known and popular cough remedy a very profitable side-line if it is kept well displayed during the cold winter months. Most of your customers at some time this winter will be in need of a good, dependable cough cure and on every sale of Mathieu's there is an excellent profit margin. Get these extra profits—try a sample order to-day.

J. L. MATHIEU CO., *Proprietors*
SHERBROOKE, QUEBEC

Why You Should Feature KING GEORGE'S NAVY

brings the customer back again

And it's the "repeats" that count, the steady, every-day "repeats" that **KING GEORGE'S NAVY** will bring you.

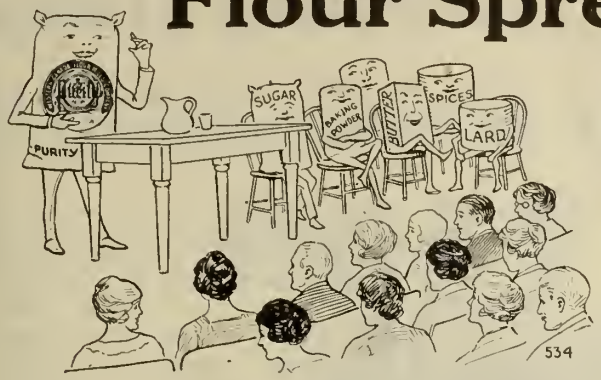
Just try out a little display in your tobacco show case. See if results don't prove our statements.

Suggest King George's to every chewer. Satisfaction is certain.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Flour Spreads the Word



You are in business to supply groceries to everybody within economical reach. How many people within that circle know about you? Not all do.

PURITY FLOUR

spreads the good word about you and your store among the friends and neighbors of your customers. They like the bread and the cakes and pies made from Purity Flour. They hear of your store, and your circle of prospective business widens. And when you sell flour, you sell many other lines that go with flour.

Western Canada Flour Mills Co., Limited

Head Office - Toronto

Eastern Branches: Goderich, London, Hamilton, North Toronto, Ottawa, Montreal, St. John, N.B.
Western Branches: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg.

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

MONTREAL

Established 1888

Sales Office
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TORONTO
H. R. Phipps, Sales Mgr.
Phone Adel. 3316

Sales Office
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

Century
Here are two satisfying Salt brands—satisfying in sales—satisfying in results to the consumer.
CENTURY TABLE SALT
THE DOMINION SALT CO LIMITED SARNIA ONTARIO
SIFTO SALT
Snappy, steady advertising in the big papers keeps them well to the front. Here are two Salt "winners" you cannot afford to overlook. Stock them both.
SIFTO TABLE SALT
DOMINION SALT CO LIMITED
SARNIA ONT

If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you

DOMINION SALT CO., Limited, SARNIA, Canada

Manufacturers and Shippers

N. B. Egg Carriers

The never-break Egg Carrier is the Dealers' Friend and Money Saver.

Prompt Shipment.

WALTER WOODS & CO.

HAMILTON AND WINNIPEG

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 00
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.,
Toronto, Ontario.

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	$4 80
98-lb. jute bags, per bag	6 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	6 50

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
40-lb. Canada Laundry	$0 09¾
100-lb. kegs, No. 1. white	0 10¼
200-lb. bbls., No. 1 white	0 10¼
40-lh. Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 11¾
40-lb. Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	4 70
Culinary Starch	
4 lbs. W. T. Benson & Co.'s Challenge Corn	0 10
(Prices in Maritime Provinces 10c per case higher.)	
20 lbs. Casco Refined Potato Flour, 1-lh. pkgs.	0 13
(20-lh. hoxes ¼c higher, except potato flour.)	

CULINARY STARCHES

40 lbs. Benson's Celehrated Prepared Corn, 1 lb., per lb.	0 11½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Challenge Corn Starch, 1 lh. packages, per lb.	0 10
40 lbs. Argo Corn Starch, 1 lb. packages	0 10
40 lbs. Casco Refined Potato Flour, 1 lh. pkgs., per lb.	0 13
(20 lb. hoxes ¼c higher, except Potato Flour.)	

LILY WHITE CORN SYRUP

2-lh. tins, 2 doz. in case	$6 15
5-lb. tins, 1 doz. in case	6 85
10-lh. tins, ½ doz. in case	6 65
20-lb. tins, ¼ doz. in case.	6 00
Barrels, about 700 lhs.	0 08
Half barrels, about 350 lbs.	0 08

CROWN BRAND CORN SYRUP

2-lh. tins, 1 doz. in case	$5 55
5-lh. tins, 1 doz. in case	6 25
10-lb. tins, ½ doz. in case.	5 95
(5, 10 and 20-lh. tins have wire handles.)	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1

MAGOR, SON & CO., LTD.
INFANTS' FOOD

Rohinson's Patent Barley—	Do
1-lh.	
½-lb.	
Rohinson's Patent Groats—	
1-lh.	
½-lb.	

CANADIAN MILK PRODUCTS LIMITED
Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12
16 oz. tons, 2 doz. per case	11
10 lh. tins, 6 tins per case	25

COLMAN'S OR KEEN'S MUSTARD

	Per doz. ti
D.S.K., ¼ lb.	
D.S.F., ½ lh.	
D.C.F., 1 lb.	
F.D., ¼ lh.	
	Per jar
Durham, 1-lh. jar, each	
Durham, 4-lh. jar, each	

BLUE

Keen's Oxford, per lb.	0
In cases, 12 12-lh. hxs. to case	0

NUGGET POLISHES

	D
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1
White Cleaner (liquid)	$2
Card Outfits — Black, Tan, Toney Red, Dark Brown	4
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1
Bohs, 12s	1
Currency, 12s	1
Stag Bar, 9s, boxes, 6 lh.	1
Pay Roll, thick hars	1
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch hoxes	1
Forest and Stream, tins, 9s, 2-lh. cartons	1
Forest and Stream, ¼s, ½s, and 1-lb. tins	1
Master Workman, 2 lbs.	1
Master Workman, 4 lbs.	1
Derhy, 9s, 4-lh. boxes	1
Old Virginia, 12s	1
Old Kentucky (bars), 8s, boxes, 5 lbs.	1

Another Great Increase

The final count for 1920 shows the sales of

"SALADA"

1,495,236 Pounds Ahead

of 1919. An increase of nearly a million and a half pounds of tea or fifteen thousand chests, and this after an increase in 1919 over 1918 of 1,536,789 lbs.

It took ten years of hard work and unswerving faith in fine quality to bring our sales up to the amount of one year's increase, for it was not until 1901 that our sales for the whole year totalled as much as our increase in either 1919 or 1920.

We believe we have received back nearly all the 70 cent tea for which we refunded the trade when we reduced our Brown label to 55 cents lb., and this amount has been deducted before arriving at the above increase.

Our motto for 1921 is, as it has been for twenty-nine years, *"Quality First."*

SALADA TEA COMPANY OF CANADA, LIMITED

Marsh's Beverages are good Winter Sellers

Marsh's Grape Juice, Unfermented Port, Black Cherry Wine and Raspberry Vinegar are being used more than ever this winter. Keep your stock well displayed and suggest a case when your customers order. Try Marsh's Pure Apple Cider in Glass only.

The Marsh Grape Juice Company

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Co., Limited

Toronto and Montreal

From Seed to Glass *In our own Factory*

Stickney & Poor's Prepared Mustard

has the bright, snappy tang that everybody likes. It is a rare blend, the result of generations of effort.

The message of Stickney & Poor has come from Grand-mother to Grand-daughter, with the same confidence in quality and genuine satisfaction in use. Mustards, spices, seasonings and extracts alike, share this popularity.

Have you an ample supply, Mr. Dealer?

Your co-operating Servant, MUSTARDPOT

STICKNEY & POOR SPICE COMPANY
1815—Century Old—Century Honored 1920
MUSTARDS SPICES BOSTON AND HALIFAX SEASONINGS FLAVORINGS

Cane's Pencils extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

Y & S
STICK LICORICE
in 10c Cartons

Everything in Licorice for Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company

MONTREAL

Catalogue and Price List on Application.

Great Reductions in Prices

Previous to our February Stocktaking

To the Retail Trade—

As announced last week, we have reduced our prices on our different lines so as to reduce our stock before February 1st, date on which we begin stock-taking.

On certain lines prices are below those of the manufacturers.

An exceptional opportunity is now offered to retail merchants who can, by buying at reduced prices, reduce considerably the average prices of former purchases and thus stimulate their sales to consumers.

Whether you intend buying or not, you are interested in asking us for prices and available quantities of the goods we offer without reserve.

Canadian Canned Goods

FISH—

Salmon, Sockeye, red, pink and white.
Cases of 48 boxes of 1 lb. and of
Cases of 96 boxes of 2 lbs.
Sardines, Lobster, Herring, Oysters, Mackerel, Shrimps, Tunny.

VEGETABLES—

Tomatoes, Peas, Corn, Beans, Asparagus, Spinach, Pumpkin, Beets, etc.

FRUITS—

Strawberries, Raspberries, Peaches, Pears, Plums, Cherries, Pineapple, Blueberries, Apples, Apricots.

PRESERVES—

Balance of Stocks

Raymond, 13 and 22 oz., 4 and 30 lbs.
Wagstaffe, 16 oz., 1, 2 and 4 lbs.
Aylmer, 16 oz.
St. Williams, 16 oz., 4 and 30 lbs.
Victoria, 10 and 16 oz.
Goodwillie's, 20 oz.
E. D. Smith, 16 oz., 4 and 30 lbs.
Old City, 16 oz., 2 and 4 lbs.
Lindner's, 16 oz. and 4 lbs.
Banner, 8 oz. and 30 lbs.
Princess, 4 lbs.

MARMALADES—

Aylmer, Harvey's, Keiller's, Libby's, E. D. Smith, Wagstaffe, Shirriff's, St. Williams.

PETITS POIS "SOLEIL"—

Sur-Extra Fins.
Extra-Fins.
Tres Fins.
Mi-Fins
Fins
Moyens Nos. 1, 2, 3.

MUSHROOMS F. LECOURT, PARIS—

Extra—Premier Choix and Choix.

Take Advantage of our Pre-Inventory Very Special Prices

Write, Telephone or Wire Your Orders at our Expense

Laporte, Martin, Limitee

584 St. Paul St. West, Montreal, Tel. Main 3766

"Oh, Yes! A Bottle of Mapleine"

Many a bottle of Mapleine will be added to orders when customers see it displayed on your counter.

Give it a chance to sell itself.

Mapleine

"The Golden Flavor"

Make use of the attractive display container in which Mapleine is packed. Place it on the counter where it will command the attention of customers—suggest itself to the new user, and remind others their bottle is almost empty.

Order of your jobber or

F. E. Robson & Co., 7 Wellington St. W., Toronto
Mason & Hickey, Box 2949 - Winnipeg

Just Arrived

CAR FINEST

Marrowfat Peas

at a low price

W. H. Millman & Sons

GROCERY BROKERS, TORONTO

California Raisins of all kinds.

Gosse-Millerd (Vancouver Pack) Canned Salmon in Sockeye, Cohoe, and other brands.

Also all pickled and frozen Trout and Herring.

LEMON BROS.

OWEN SOUND - ONTARIO

The

CROWN

Trade-Mark

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

BRAND

CROWN BRAND

For your own protection insist upon having this line of known quality.

G. T. MICKLE - Ridgetown, Ont.

THE COWAN CO., LTD.

Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 48
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumpb Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

BRODIE & HARVIE, Ltd.

14 Bleury St., Montreal.

XXX Self-Raising Flour, 6 lbs. packages, doz.	$5 90
Do., 3 lbs.	3 00
Superb Self-Raising Flour, 6 lbs.	5 70
Do., 3 lbs.	2 90
Crescent Self-Raising Flour, 6 lbs.	5 80
Do., 3 lbs.	2 95
Buckwheat, Self-Raising, 1½ lbs.	1 60
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz.	1 60

SMALL'S LIMITED, MONTREAL

"FOREST CREAM" MAPLE SYRUP

36—10 oz. bottles	$ 7 15
24—16 oz. bottles	6 75
12—32 oz. bottles	6 40
24—28 oz. tins	8 20
6—160 oz. tins	11 40
1—5 gal. tin, crated	10 90
In barrel, per gal.	2 10

FOREST CREAM PURE SUGAR SYRUP

36—10 oz. bottles	$ 8.40
24—16 oz. bottles	8 20
12—32 oz. bottles	7 50
24—28 oz. tins	11 00
6—160 oz. tins	15 50
1—5 gal. tin, crated	16 00
In barrel, per gal.	2 80

FOREST CREAM MAPLE BUTTER

Reputed 1 lb. tins, 24 in case.	$ 4 80
2½ lb. tins, 24 in case.	12 40
5 lb. tins, 12 in case.	12 00
30 lb. pails	5 30
2—30 lbs., pails, crated	11 15
In barrel, per lb.	0 17

FOREST CREAM PEANUT BUTTER

24—No. 4 Tumbler	$ 5 00
24—2 lb. tins	13 00
12—4 lb. tins, in case.	12 70
1—24 lb. pail	5 40
2-24 lb. pails, crated	11 00
In bbls. of about 500 lbs.	0 22

FOREST CREAM SALTED PEANUTS

1—15 lb. pail	$ 3 15
2—15 lb. pail, crated.	7 00
In bbls. of about 200 lbs.	0 19
In bags of about 85 lbs.	0 18½

BLANCHED AND MAPLE SUGARED

72—5c pkts., 3 boxes	$ 2 40
24—No. 4 Tumblers	4 50
24—1 lb. tins	11 50
1—12 lb. pail	4 90
2—12 lb. pail, crated	9 70

BLANCHED SALTED

72—5c pkts., 3 boxes	$ 2 40
24—No. 4 Tumblers	4 55
24—1¼ lb. tins	9 90
1—15 lb. pail	3 75
2—15 lb. pail, crated	8 00

FOREST CREAM PURE HONEY

24—Reputed 1 lb. glass, light.	$ 7 60
2½ lb. tin, 24 in case, light.	19 60
5 lb. tin, 12 in case, light.	19 30
1—70 lb. tin, ligbt.	19 00
24—2½ lb. tin, dark	16 20
12—5 lb. tin, dark	15 55
1—70 lb. tin, dark	15 00

Kindly Mention Where You Saw the Advertisement

COFFEE

Our Monarch Coffee is a splendid drink. The fine, even blend which we have been enabled to steadily maintain has only been possible by reason of our having secured supplies of fine qualities far ahead of our expected requirements. You who have been selling the Monarch Coffee will know from your customers what a high-grade Coffee it is. You who have not had the privilege of having this most excellent source of information, can get it by putting in a small lot of Monarch. Send it out to your trade, and you will most surely get back the kind of reports which are the most pleasing that a merchant can receive.

Monarch Coffee - ½s and 1s - 50.
Monarch Coffee, 5, 10, 25, 50 lb. tins 49.

Send us a trial order.

H. P. ECKARDT & CO
WHOLESALE GROCERS
CHURCH STREET & ESPLANADE TORONTO

Malcolm's Made-in Canada Milk Products

Sell the milk products that you know are O.K.—the milk products that are made in Canada by Canadians. Malcolm Milk Products are made up to a standard above which there is no better. That's why you can recommend the MALCOLM lines—They're good and they always satisfy.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO

Cold Weather Suggests Pancakes

WHITE SWAN PANCAKE FLOUR

wins steady repeat orders.

Display it prominently, and you'll find it will "bring your customers back for more."

READY FOR INSTANT USE BY SIMPLY ADDING WATER OR MILK

White Swan Spices and Cereals, Limited

TORONTO CANADA

Stick to this and LOSE

Your greatest benefits for 1921 will come from the benefits you confer on your customers

The Money Lost with this Out-of-date Equipment

Stick to the old methods and old equipment if you are satisfied to lose money—if you can afford the waste, inconvenience, displeased customers, and day by day *loss* of trade to wide-awake competitors—if your customers will stand for exposed food, dust, dirt, animals and vermin. It's the way to travel *backward*.

Would Pay for This Sherer Counter in a Few Months

Patented

Buy this and WIN

Each month it will earn and save *more* for you than the small payment you make, to own a Sherer Counter. It means bigger sales, clean food, economy in space and handling. It allows quick service and better profits. It guarantees to your customers who will be pleased with your progress and better service.

Sherer-Gillett Co.
Dept. 57
Guelph, Ont.

SHERER-GILLETT CO.
Dept. 57, Guelph, Ont.

Send us your 1921 proposition.

Name .....

Street .....

Town .....

Province .....

The following lines are now arriving:

Pet Brand Sunkist Navels

Stripes Brand Florida Grape Fruit

California Celery

Cauliflower, Head Lettuce

Sweet Potatoes, Spanish Onions

Apples—Fancy Boxed Varieties

Bananas and Cranberries

When ordering from us you get QUALITY, SERVICE and PRICE.

WHITE & CO., LTD.

TORONTO

Wholesale Fruits and Fish

Fresh, Attractive Goods Sell Themselves

Florida Grapefruit, California Navels and Lemons, Malaga Grapes, and Washington Box Apples.

Daily Arrivals

Head Lettuce, Celery, Cauliflower, etc.

Hugh Walker & Son, Ltd.

Established 1861

Guelph **Ontario**

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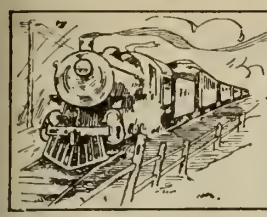
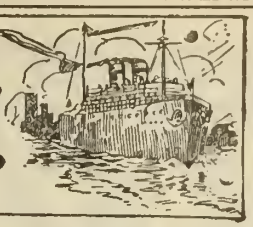


BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto

STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.

OPPENHEIMER BROS., LTD. Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

Canada Barrels & Kegs, Limited

Successors to

The Chas. Mueller Co., Ltd.

Manufacturers of Tight Cooperage

Waterloo, Ontario

A. F. VINCENTELLI & CO.

ANTWERP (BELGIUM)

The oldest Corsican Candied Peel and Fruit Manufacturers

CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

Information

We can keep you posted with all daily news and business Tips.

Canadian Press Clipping Service
143-153 University Avenue, Toronto

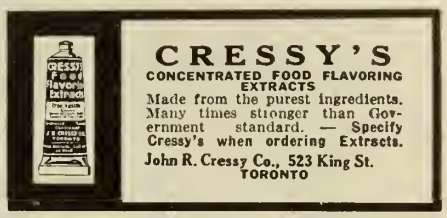
FRUIT JARS NOT LIKELY TO BE LOWER

According to fruit jar manufacturers, there is no indication that prices on jars will be any lower than at present for this coming season at least. They point out that the cost of raw material and wages remain high and there is no indication that they will be reduced sufficiently to warrant a decline in the price of this year's output of fruit jars.

Merchants will remember the shortage of fruit jars during the last preserving season and the higher prices which prevailed at the time when jars were in the greatest demand. In order to avoid a repetition it might be wise to place orders for this year's requirements early in the season.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

BREAK? NO FEAR IT'S AN R. M. FLEXIBLE
Before Burning
After Shaping on Burner
GAS MANTLES.
THE MANTLES THAT YOU... CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS.
R. M. Moore & Co., Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY


CRESSY'S
CONCENTRATED FOOD FLAVORING EXTRACTS
Made from the purest ingredients. Many times stronger than Government standard. — Specify Cressy's when ordering Extracts.
John R. Cressy Co., 523 King St. TORONTO

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

WHEN ANSWERING ADVERTISEMENTS KINDLY MENTION NAME OF THIS PAPER

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk Pickles, Mincemeat, etc.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITION WANTED

EXPERIENCED GROCERYMAN DESIRES position in store; good buyer and salesman; also good knowledge of dry goods and gent's furnishings; highest references. Apply Robert Jones, Vanguard, Sask.

POSITION WANTED—YOUNG LADY WOULD like position as clerk in store or clerical work, having had good experience in general store. Apply Gerrard 5723 (Toronto), or 1598 Queen St. East.

SITUATION WANTED — GROCERY CLERK disengaged. Fifteen years' experience, satisfactory references. Northern Ontario preferred. Box 436, Canadian Grocer, 143 University Ave., Toronto.

YOUNG MAN WITH 8 YEARS' EXPERIENCE in wholesale and retail grocery business desires position. Highest references. Box 434, 153 University Ave., Toronto, Ont.

FOR SALE

FOR SALE—GROCERIES AND MEAT BUSINESS with property about $13,000, turnover, $57,000, best business town in Niagara Peninsula. Must have cash. Good reason. Only if you mean business. Apply to Box 432, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—ONE McCASKEY ACCOUNT REgister, in good condition, will hold one hundred and twenty accounts, can be enlarged to hold one hundred more. Good bargain. Shaw & Ellis, Pocologan, N.B.

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

SALESMAN WANTED

SALESMAN WANTED—WE REQUIRE A REpresentative who has made a success in a retail store and who wishes to broaden his experience and at the same time increase his present earning power and immediate prospects. Salary and bonus on sales. To a man of ability and character this position offers a bright future. Write The MacLean Publishing Co., Ltd., Trade Newspaper Division, Toronto, Canada.

AGENCY OPPORTUNITIES WANTED

CANADIAN GOODS WANTED—LARGE FIRM British importers want to hear from Canadian manufacturers of canned milk, bacon, cheese, canned fruits, jams, etc. Commission basis. Can give aggressive representation in the Old Country. Best references. Apply Canadian Grocer, Mr. Huston, 153 University Ave., Toronto.

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

When Answering Advertisements Kindly Mention this Paper

Swift's Premium Hams and Bacon

Will help you make 1921 a year of bigger business.

Many of the best known and most progressive dealers in Canada handle Swift's Premium.

Swift's Premium has two great selling forces behind it—high and unvarying quality—strong national advertising.

Add to this, during 1921, some real, personal co-operation on *your* part and you will find that increasing sales and larger profits will be your reward.

We say most emphatically that here is a line which will yield a steady stream of profits and repeat sales during 1921.

You can be as enthusiastic as you like in selling Swift's Premium—and the quality of the goods will back you up every time.

Order from our salesman or direct.

Swift Canadian Co.
Limited

"STAR" BRAND 3-PLY EXTRA COTTON TWINE

"OVER THREE MILES OF TWINE ON A THREE-POUND CONE"

Save money! Reduce wrapping costs! Use Star Brand 3-ply extra cotton twine and tie up many more parcels for the same money. Star Brand 3-ply extra runs 1960 yards to the pound. Much cheaper per yard than other sizes. Put up on cones, rolls or in balls.

It saves money for other grocers—let it do the same for you.

ASK YOUR JOBBER FOR IT

Made in Canada by THE HAMILTON COTTON COMPANY, Limited

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE: TORONTO, JANUARY 21, 1921 No. 3

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS
Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

SALES OFFICE:
202 Royal Bank Bldg.
TORONTO
H. R. PHIPPS, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

SALES OFFICE:
806 Lindsay Bldg.
WINNIPEG
A. E. HANNA, Representative

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

Sells Twelve Months in the Year

—because there is always something in a woman's wardrobe that needs the color-change or the color-reviving that Aladdin alone can satisfactorily supply.

—because Aladdin is just as much at home on the exclusive City Avenue as in the Country or Village.

—because the magic wrought by Aladdin is just as much apparent on Winter garments as on those worn in other Seasons.

—because Aladdin is needed for the household drapes as well as for garments.

—because our Advertising runs steadily throughout the whole year—telling of the Aladdin merits to millions of women and directing hundreds of them to your store for this greatest of dye soaps.

CHANNELL LIMITED, - TORONTO

Distributors of Aladdin Dye Soap
Manufacturers of O-Cedar Products

CANADIAN GROCER, published every Friday. Yearly subscription price, $4.00. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

You can always count on steady repeats with

Borden's ST. CHARLES MILK

St. Charles Milk (the milk with the cream left in) is so rich and creamy and gives such an improved flavor when used in making cocoa, coffee, etc., that it invariably wins steady repeats from every "first trial order."

Being so rich in butter fats it saves butter in cooking, it whips like cream and it is a well established fact that its every-day use "cuts the cost of cooking."

Borden national advertising is telling your customers these facts. Why not cash in on this campaign by working in a St. Charles display in your window to-day?

A St. Charles display is a reminder that will mean bigger business now and in the future—for once your customers start using St. Charles in their baking they'll never use ordinary milk.

The Borden Co., Limited

"Leaders of Quality"

MONTREAL

Borden's Products—
Eagle Brand Milk
St. Charles Milk
Reindeer Coffee
Reindeer Cocoa
Malted Milk

Borden's
ST. CHARLES
Brand Milk
"With the Cream Left in"

"The Customer Must Look Out For Himself"

This was the ancient custom of doing business; and you will encounter it at times to-day. It places you on the defensive, making it necessary for you to guard against being sold inferior blends.

The present-day "WINDMILL" Policy and Service is exactly opposed to this. We can back up our statements, written or verbal. We guarantee our product, and distinguish it from others by our registered trade mark, "WINDMILL" Brand.

We want to emphasize this fact—for evidently the big sales of

"Windmill" Barbados Super-Fancy Molasses

has taken the wind out of the sails of some vendors who are trying to push the sale of low-grade blended molasses. It hurts them to see "WINDMILL" getting the business.

The only points that you, as a retailer, care about are these four facts:

First.—That "WINDMILL" Barbados Molasses contains all the sugar that was in the cane concentrated to the finest syrup.

Second.—That we guarantee "WINDMILL" to be absolutely pure and the highest grade of Barbados Molasses.

Third.—That our prices are right for you.

Fourth.—That it is extensively advertised.

Pure Cane Molasses Co. of Canada, Ltd.

St. John, N.B. **Montreal, Que.**

UPTON'S Pure Jams and Marmalades

Prices Have Reached Rock Bottom.
See Our New List.

"Jams and Marmalades that a grocer can safely buy and recommend to his best customers."

The T. Upton Co., Limited
HAMILTON, CANADA

Selling Agents:

S. H. Moore & Company, Toronto, Ont.
Rose & Laflamme, Ltd., Montreal, Que.
Scott-Bathgate Co. Ltd., Winnipeg, Man.
Gaetz & Co., Halifax, N.S.
Schofield & Beer, St. John, N.B.

CLARK'S SOUPS

Mr. Grocer, are selling better than ever. Induce your customer to try a can of Chicken, Tomato, Vegetable, or any other of the 13 kinds. Then watch her come back for more.

CLARK'S PORK & BEANS

Are always to the fore. Your customers know them, and the name "CLARK" makes them easily your best sellers.

When you sell CLARK'S, your customers
Get the maximum in quality;
Get the maximum in quantity, and
Get a Dollar's WORTH of Canadian goods for their Canadian Dollar.

Made in Canada - By Canadians

W. CLARK, LIMITED

MONTREAL

MACDONALD'S

Put the Macdonald Packets Where They Will Be Seen

EVERY tobacco-user in Canada knows the Macdonald line by sight. The extensive advertising and the long standing of these tobaccos have brought Macdonald's to his notice. He looks on them, unconsciously perhaps, as old and trustworthy friends.

Put them where he can see them—in your display case and show-window—on your counter.

Your profit depends on your turnover; your turnover on your grasping the opportunity to build up sales.

Our advertising has increased **our** sale of Macdonald's Tobaccos. It will increase **yours** if you turn it to your advantage.

Only a very slight sales-effort is needed to make Macdonald's the leading profit-maker of your business. It is worth trying.

Of course, Crisco is better to sell!

Crisco is packed in sealed, sanitary packages. No dipping out of untidy pail. No weighing—no loss from down weight.

Crisco does not lose through shrinkage, because of soaking into containers. No loss through spoilage. No expense for ice as there is no need of refrigeration.

Crisco doesn't have to be wrapped. No loss of time in getting package ready for customer. No expense for wrapping paper or twine. Crisco is always ready for the customer's market basket.

And you know that every package is going to give perfect satisfaction, because it always is good, always pure, always the same, high grade, cooking fat. You know that it will do everything lard will do, and do it better. Crisco means quicker profit — easier profit—and permanent customers.

The Procter & Gamble Distributing Co.

of Canada, Ltd.

50 BAY STREET, TORONTO, CANADA

Buy Dried Fruits Now

before our 1st of February Stock-taking and profit by the reductions in price of advantage to the buyer

Some of the goods advertised are marked at prices lower than those asked by the producers or manufacturers, which enables buyers to immediately bring down the average of their cost price and to get rid of the goods bought when prices were on the rise.

The reduced prices which we will quote you on demand shall be good until the 31st of January, inclusive, our aim being to reduce our stock before stock-taking, which begins on the 1st of February.

Currants -- 1919

Good quality for making wines: In 300 lb. barrels and in 80 lb. cases.

Crop of 1919

For retailing—Filiatras—Primrose.
Atlas brand in cases of 50 1-lb. packages.

Raisins (Seeded)

Aro and Maltese Cross brands 1919 48/11 oz.
Griffin, Easter and Sun Maid 1920 36/15 oz.

Raisins (Seedless)

Not-a-seed Delmonte.....1920 36/11 oz.
Not-a-seed and Sun Maid ..1920 48/16 oz.
Thompson Baker .....1919 25 lb. boxes.
Thompson Baker .....1920 25 lb. boxes.
California bleached .....1919 25 lb. boxes.

Muscatels

2 crowns 1920, 25 lb. boxes.
3 crowns 1919, 25 lb. boxes.
4 crowns 1919, 25 lb. boxes.
3 crowns Malaga 1920, 22 lb. boxes.
Duchess Malaga 1920, 22 lb. boxes.
3 crowns 1920, 25 lb. boxes.
4 crowns 1920, 25 lb. boxes.

Sultanas

Sterling 5 crowns, boxes about 30 lbs.

Valencia

Rowley, best choice, 1920, boxes of 28 lbs.

Table Raisins 1920

Countess—Cases of 20—1 lb. packets.
Duchess—Cases of 20—1 lb. packets.
Duchess—Boxes of 5½ lbs.
Empress—Boxes of 5½ lbs.

Bargain Prices—Balance of Lot

California Prunes
Crops of 1919

Sizes 30 40, 40/50 and 90/100 in boxes of 25 lbs.

Extremely low prices
Crops of 1920

Complete stock of 20/30 to 90 100 in boxes of 25 lbs.

Evaporated Fruits

Apples, Standard, Canadian	1920 in 25 lb. boxes.
Apricots, choice	1920 in 25 lb. boxes.
Peaches, choice	1919 in 25 lb. boxes.
Pears, choice	1920 in 25 lb. boxes.

Figs

4 crowns—boxes of about 9 lbs.

Candied Peels

Citronelle, Lemon, Orange, in 10 lb. boxes.
Cut and assorted in cases of 48 1-lb. packages.

Nuts

Filberts 1919 in bags of about 160 lbs.
Almonds, Tarragonas, 1920 in bags of about 100 lbs.
Pecans 1920 in bags of about 120 lbs.
Peanuts—Jumbo, Bon Ton and G in bags of about 60 lbs.

You will realize substantial profits by buying your **Dried Fruits now.** We are offering real bargains—it's up to you, Mr. Dealer, to take advantage of them.

Write, telephone or wire your orders at our expense.

Laporte, Martin, Limitée

Wholesale Dealers in Groceries, Wines and Liquors

584 St. Paul Street West, Montreal

WAGSTAFFE'S

Prepared in Copper Kettles

Boiled in Silver Pans

Packed in Gold Lined Pails and Glass Jars

WAGSTAFFE LIMITED
HAMILTON - ONTARIO - CANADA

THE MOST MODERN EQUIPPED PLANT IN CANADA, FOR FRUIT PRESERVING, CANDIED PEEL AND CRYSTALLIZED FRUITS.

Pure Raspberry Jam

PURE STRAWBERRY JAM
PURE ORANGE MARMALADE
PURE PINEAPPLE MARMALADE
PURE BRAMBLE JELLY

Bramble Jelly

Pineapple Marmalade

All are good sellers. Mr. Retailer, it will pay you to feature Wagstaffe's Lines.

The most critical quality seeker will find their ultimate choice in Wagstaffe's Raspberry Jam. Made from pure cane sugar and the finest selected fruit, it is absolutely pure. Displayed in your window or in a prominent place in your store, their rich and attractive appearance will create the desire to buy, and every sale will give that satisfaction which will enable you to hold every customer and build a permanent trade.

Order from Your Wholesale Grocer

WAGSTAFFE, LIMITED

Pure Fruit Preservers

HAMILTON CANADA

"Crown Brand Syrup is one of the Purest Foods Produced"

1921
Will be a Great Year
for

"The Great Sweetener"

At All Grocers

Incomparable as a spread for bread in the making of cakes, muffins, tea biscuits, pies, puddings, icings and candies.

CHECK UP YOUR STOCK
ORDER MORE

THE CANADA STARCH COMPANY, LTD.
MONTREAL

Makers of Crown Brand Syrup,
Lily White Syrup, Mazola, Benson's Corn Starch

Eureka Refrigeration Equipment

This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

Spices of Quality

Pepper, Cloves, Allspice, Cinnamon, Cayenne, Paprika, Ginger, Carroway, and many others

that please your trade

The name
STICKNEY & POOR
stands for everything that your patrons expect when they buy mustards, spices, seasonings and extracts, for the kitchen or for the table.

THE STICKNEY & POOR STANDARD
of excellence has stood the test of time and competition for more than a century, and their products should be a part of your service to the people of your community.

Your co-operating Servant,
MUSTARDPOT.

STICKNEY & POOR SPICE COMPANY
1815—Century Old—Century Honored—1921
MUSTARDS SPICES | BOSTON AND HALIFAX | SEASONINGS FLAVORINGS

Price Protection

The price of
KNOX
Sparkling
GELATINE
and
KNOX
Acidulated
GELATINE
cannot be reduced at present.

When a reduction becomes possible, both wholesale and retail trade will receive ample notice for protection.

No dealer has ever lost a dollar on Knox Gelatine.

CHARLES B. KNOX GELATINE CO., Inc.
JOHNSTOWN NEW YORK

KLAUS

GENUINE

Swiss Milk Chocolate

The Purest and Best

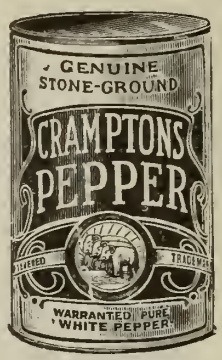
100 Different Varieties

A Big Seller with Your Best Trade

Order from Your Jobber

Or Direct from ANDREW PATTISON
248 ST. JAMES ST. - MONTREAL

This old-fashioned Stone-Ground Pepper packed in dainty tins is popular alike with retailer and consumer.



The latter appreciates the fine aroma and rich flavor of stone-ground Pepper and likes the handy package. To the retailer it means the saving of time and wastage in weighing out ounces of loose pepper.

Packed in small, dainty tins with dredger tops holding about 1 oz.—a most popular size; also larger tins with plain tops holding 2 oz. and 4 oz.

Address your enquiry to your usual wholesaler or direct to

JOHN CRAMPTON & CO., Ltd.

Spice Millers and Packers

MANCHESTER ENGLAND

Estd. 1849

BOXES AND CRATES

SUPPLIED BY

British Columbia Box Manufacturers

Combine Strength, Light Weight and Appearance

RAW MATERIALS, EQUIPMENT and SHIPPING FACILITIES equal to any demand.

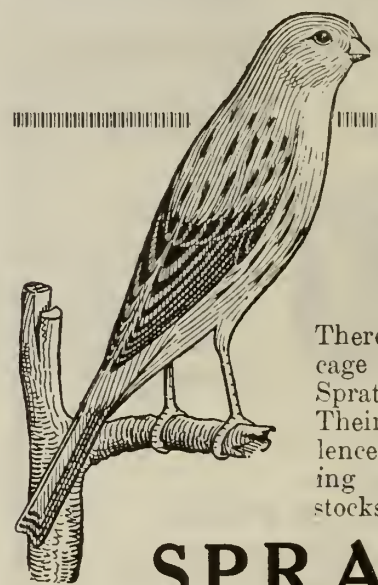
Enquiries addressed to the Secretary

Box Manufacturers' Section

Canadian Manufacturers' Association

VANCOUVER

will receive prompt attention.



Quality Seeds Perfectly Blended

There's health and song for t cage bird in every packet Spratt's Mixed Bird Seed Their many points of exc lence mean a steadily incre ing trade for the store th stocks them.

SPRATT'S

MIXED

BIRD SEEDS

Sold only in 17-oz. Packets

Supplies may be obtained promptly from

F. W. KENDRICK & CO., 313 Carter Cotton Buildings, Vancouver

and

HUGHES & CO., 109 Place d'Youville, Montreal

Spratt's Patent Limited, 24-5 Fenchurch S

- LONDON, E.C. 3, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

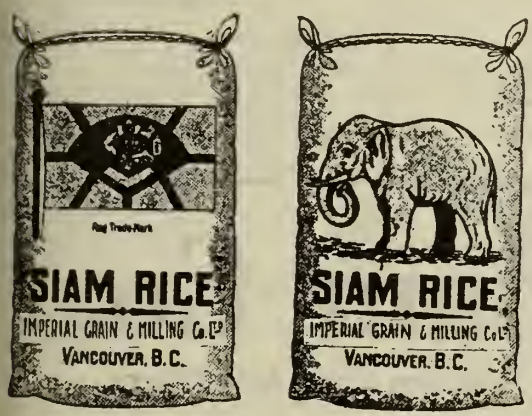
WESTERN CANADA

JOHNSON LIEBER MERCANTILE COMPANY
of Canada, Ltd.
Brokers and Manufacturers' Agents
Established thirty years, maintaining offices in principal cities of Pacific northwest.
Our organization offers manufacturers every facility necessary to successful marketing of their product.
Calling upon Grocers, Confectioners, Hardware, Stationers and Ship Chandlery.
850 Hastings St. West, VANCOUVER, B.C.

JOHN PRITTY, LIMITED
Merchandise Broker and Manfr's Agent
HEAD OFFICE, REGINA, SASK.
We are well and favorably known to both the Wholesale and Retail trade of this Province and guarantee fullest results. We undertake not to handle any competitive line to yours, thereby assuring you our undivided attention to yours.
LET PRITTY REPRESENT YOU IN SASKATCHEWAN.

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

Old Man "Thrift" On the Job Again

The "Kiltie" pink combines Economy with Quality

Caught In Deep Salt Water

ERY MORSEL EDIBLE AND DELICIOUS

Albatross Pilchards, having well earned an enviable reputation for particular delicacy, are *NEVER SOLD UNLABELLED,* nor ever labelled other than

ALBATROSS PILCHARDS

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec:—Alfred Powis & Son, Hamilton, Ontario
Manitoba and Saskatchewan:—H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia:—Mason & Hickey
J. L. Beckwith, Victoria, B. C.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACH
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Richardson Green, Limited
MANUFACTURERS' AGENTS
Calling Upon the Grocery, Hardware and Drug Trade.
Winnipeg Regina
Edmonton
Calgary Saskatoon
We work The Retail Trade

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Let us place your products among the leaders

Our past record and reputation for successful merchandising is your assurance of big results if you enlist our services.

Our organization is backed by ample capital, is composed of a chain of six large warehouses from Winnipeg to Vancouver, and at each point is a staff of thoroughly experienced, energetic salesmen.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

When Answering Advertisements Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

DETAIL WORK

Christie's Biscuits and
Robertson's Confectionery

are having big sales in Western Canada. Why not have your goods marketed by their agents?

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

ARNETTIZE YOUR STORE

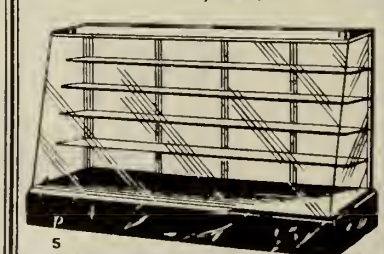
It Is a Fact

that stores we have Arnettized are showing greatly increased sales and growing popularity.

Arnett Service arranges your store to make the most sales with the least trouble. The Silent Salesman has time for all your customers.

Write for illustrated catalog and details of Arnett Expert Service.

Thomas Lewis Arnett
Souris, Man.



MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

J. K. McLAUCHLAN
Manufacturers' Agent and Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.
Concentrated representation within the Province of Ontario

NEWTON A. HILL
Grocery Broker and Manufacturers' Agent
56 Front St. E. Toronto

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

John J. O'Donnell Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

H. C. BRENNAN
Grocery Broker and Manufacturers' Agent
Booth Bldg. Ottawa, Canada

The **CROWN** *Trade-Mark*

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

Annual Convention Canadian Produce Association Montreal, February 8-9

Cordially invite attendance from all Producers, Country Dealers, Creamery Men, Cheese Makers, etc. An unusual programme has been provided.

For copy of programme write to secretary,

JAS. T. MADDEN,
90 COLBORNE ST., TORONTO

California Raisins of all kinds.

Gosse-Millerd (Vancouver Pack) Canned Salmon in Sockeye, Cohoe, and other brands.

Also all pickled and frozen Trout and Herring.

LEMON BROS.

OWEN SOUND - ONTARIO

Familiarizing the Trade With Your Trade-Mark, Brand or Name

The whole value of a trade-mark, brand or name lies in its renown.

The surest, quickest and least expensive way to make your trade-mark, brand or name well known to the whole Canadian grocery trade is by identifying them each week through continuous advertising in Canadian Grocer—Canada's only weekly grocery trade newspaper—the source to which they look for every business message to the grocery trade of the Dominion.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots
A. H. M. HAY
General Produce & Lumbermen's Supplies
Phone 5311
Residence 6383
80 ST. PETER ST. QUEBEC

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

PEAS WANTED
Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.
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CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV. TORONTO, JANUARY 21, 1921 No. 3

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Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of an assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agent for any particular line, manufacturers of a special article, etc.

CORRESPONDENCE COURSE IN BOOKKEEPING

Can you tell me if there are any Business Schools that give a mail course in Bookkeeping, Typewriting, etc?

THE SNUG GROCERY,
Uxbridge, Ont.

Answer.—The Shaw Business Schools; Canadian Correspondence College, 15 Toronto St., Toronto, Ont; Dominion Business College, Toronto, Ont.

MAYBLOOM PACKAGE TEA

Will you kindly let us know who puts up Maybloom Tea?

SUBSCRIBER.

Answer.—M. H. Hartley, 136 Water St., Vancouver, B. C.

CARTONS FOR POULTRY FOOD

Where can I obtain cartons, plain or printed, for poultry foods for sale?

GEORGE JACKSON,
46 St. Gabriel St.,
Sherbrooke, Que.

Answer.—The Fibre Boxes, Limited, Sterling Road, Toronto, Ont.; Hinde & Dauch Paper Co of Canada, Ltd., 43 Hanna St., Toronto; Corrugated Paper Box Co., Ltd., 187 Geary Ave., Toronto; The Rudd Paper Box Co., Ltd., Toronto.

INFORMATION FOR JOBBING BUSINESS

Is it necessary to register for a small jobbing business in fruit, confectionery, cigarettes, etc? How do you establish jobbing connections with manufacturers?

N. S. SUBSCRIBER.

Answer.—It is not necessary for anyone going into a business like this, or in fact in any kind of business, to register. Registration would apply to partnerships and the forming of companies. This is done for protection in case of litigation. To establish your jobbing connection it would be necessary for you to get in touch with manufacturers. You will not find all of them in position or willing to sell you as many of them are not desiring to extend their wholesale connection. You should, however, be able to purchase from many of them.

GET MANY VALUABLE HINTS

I am a constant reader of "Canadian Grocer" and find many valuable hints.

Chas. W. Akister,
White Bear, Sask

CHOPPING MACHINES AND MINCEMEAT

Will you please give a recipe for commercial mincemeat, also who makes machines for chopping fruits, vegetables, etc?

R. BACON,
659 Ferry St.,
Niagara Falls, Ont.

Answer.—Firms who make machines for chopping fruits, vegetables, etc.: Computing Scale Company, Toronto, Ont.; Enterprise Mfg. Co., Toronto, Ont.; A. J. Deer Company, Hornell, New York.

Recipe for commercial mincemeat, following is one which could be used:

4 lbs. beef tenderloin; 2 lbs. suet; 3 lbs. brown sugar; 3 lbs. seeded raisins; 3 lbs. currants; 1 oz. mace; 1 oz. nutmeg; 1 oz. cinnamon; 1 oz. cloves; 15 large apples, chopped fine; 2 lbs. citron, sliced; grated rind and juice of four lemons; grated rind and juice of four oranges; 1 quart brandy; 1 pint Madeira wine; 1 tablespoon salt.

Preparation.—Boil the beef until well done, when cold chop it fine. Chop suet and apples and add to the beef. Mix the sugar and spices and add to them the wine, brandy, lemon and orange juice. Mix the raisins, currants, citron, lemon and orange rinds. Now combine gradually the three sets of ingredients after having added the salt to the liquid part, using a small portion of each until all are used. Pack in stone jars, cover closely and keep in a dry, cool place. This will keep a long time.

MANUFACTURERS OF FRUIT BASKETS AND RUBBER STAMPS

Can you give the name and address of basket manufacturers in Ontario, also rubstamps?

J. A. HOOVER,
R. R. No. 1, St. Williams, Ont.

Answer.—Baskets from S. H. Moore & Company, Excelsior Life Building, Toronto, Ont. These people are agents for the B.C. Manufacturing Company, New Westminster, B.C. For rubber stamps we would refer you to C. W. Mack, 46 Adelaide St. W., Toronto, Ont.; The Superior Manufacturing Co., 96 Church St., Toronto; Toronto Stamp & Stencil Co., 127 Church St., Toronto; Hamilton Stamp & Stencil Works, Hamilton, Ont.

HAND PICKED BEANS

In a recent inquiry for hand picked beans the name of Geo. T. Mickle & Co. Ridgetown, Ont., was omitted.

STENCIL DEVICE FOR ADVERTISING

Will you please advise me where I ca procure duplicating device for advertisin purposes. I have a store 28 miles from th nearest railway and of course there is n local paper or no paper with a sufficient ci culation to be of any advantage for adve tising purposes. Are there not some gel tine preparations serviceable for a fe months?

CHAS. W. AKISTER,
White Bear, Sas

Answer.—We would refer you to Grand Toy, Yonge & Wellington Streets, Toront Ontario.

AGENTS FOR LEE & PERRINS' SAUCE

Who are agents in Toronto for Lee Perrins' Sauce?

READER.

Answer.—R. S. McIndoe & Co., 54 Wellin ton St. E., Toronto.

Editor, Canadian Grocer:

I have bought out a business and woul like to know if there is a law in regards buying a business.

Answer—There is no law compelling person to go through a certain formalit But the buyer can insist on the sale bein made under the Bulk Sales Act. Under th act a trustee is appointed who handles t transaction, receiving the purchasing pri and paying off the creditors of the selle This Act protects the purchaser from an future liability.

Would you be good enough to give addre of one or two good business men in Montre that I could sell eggs to in a wholesale wa Where I could buy flour and oats by ca load in the West?

MAPLE LEAF STORE,
James River Station, N.

Answer.—You could offer your eggs f sale to either Gunn, Langlois Company, Lt 103 St. Paul St. E., Montreal, or to Z. Li oges & Company, Ltd., 22 William St., Mon real. Either of these companies are on t market to-day to buy eggs.

As for purchasing oats and flour we beg recommend to you the Ogilvie Flour Mil Limited, Place Youville, Montreal, t Quaker Oats Company, Ltd., Board of Tra Building, Montreal, or the Mile End Milli Company, 121 Van Horne St., Montreal.

CANADIAN GROCER,
143-153 University Avenue,
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INFORMATION WANTED

Date.....1920..

Please give me information on the following:—Name.....

Address .....

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YOUR GROCER IS NOT A PROFITEER

Have a heart!

Your grocer is not a profiteer!

He is passing along to you reduced prices as fast or faster than they come to him. Just because prices on many good things are still high, don't blame him. It is usually the poorest quality of everything that shows the greatest decline.

If he is as good a man as the average, your grocer is still doing his utmost to give you the best value for your money. But don't push him too hard. He is only human.

You don't know, but we do, that he is recommending goods that pay him less profit than other well known brands which he might easily persuade his customers to take if he cared to do so.

We know this because he pays us more for Red Rose Tea and sells it at less profit than other teas, so when he recommends you to buy Red Rose Tea, you will know it is because he believes it the best and is willing to take a little less profit for the sake of giving you the best value he can.

We are publishing this because we believe the more our people know of the true facts concerning the profits made by those they deal with, the more generous they will be in their judgments.—T. H. Estabrooks Co., Ltd., Toronto, Ont.

This item has appeared in nearly all the principal papers in Canada

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MONTREAL

CANADIAN GROCER

VOL. XXXV. TORONTO, JANUARY 21, 1921 No. 3

Keeping Pace With Market Declines

The Merchant Who is Reducing His Prices to the Public in Line With Wholesale Reductions is Acting Wisely And Will Retain And Get Customers by so Doing—Should Not Wait Until High-priced Stock is Exhausted

By C. J. MORRIS

ONE of the outstanding problems with which the grocery trade will probably have to deal in the current year is the question as to how soon should reductions be made in retail prices after reductions in the wholesale quotations have been announced. Should the retail price be lowered immediately or should the retailer wait until his stock bought at higher prices is exhausted, and then apply the reduced rates only to the stock he has purchased at the lower prices?

To the merchant who has given the matter little consideration it may at first appear that the selling price to his customers should be based upon cost, and that it is unfair to expect him to sell goods at a price which may perhaps yield him no profit whatever simply because he will have to pay less for goods which he purchases in the future. He feels that he is entitled to his fair profit irrespective of any price changes which may have occurred since he purchased the goods.

Can't Afford to Do Otherwise

If, however, he will give the matter a little careful thought he will be convinced that, in the interests of his own business, he cannot afford not to reduce the price to his customers as and when the quotation to him is reduced, regardless of the quantity of stock he has on hand and of the price at which he bought it. And this more especially applies to staple commodities the variations in price of which are more or less common knowledge. A moment's consideration will show that if this rule be not followed to more or less extent each store might have a different price for every article as prices would vary simply according to the length of time each class of goods had been in stock. The same principle applies on a rising market. It is good business then to price goods in accordance with replacement values.

Any business man buying goods to sell at a profit has to run some risk with regard to possible price changes. In some cases he may be the gainer. On the other hand, he must expect sometimes to be a loser and the extra he makes in one case should be regarded as an offset to the loss in the other. In the case of a rise in price the retailer is entitled to the benefit. Conversely in the case of a fall he cannot afford to hold out for the higher price, for in the event of his so doing he is certain to lose business, seeing that there will always be some of his competitors who, on account of their having had a smaller stock on hand, will be able to undersell him. Two concrete cases lately came to the writer's notice which strikingly illustrate the contention that the selling prices must be based on quotations prevailing at the time of sale.

Reduced His Price Day by Day

During the recent almost daily drop of a cent or two at a time in the price of sugar one Toronto merchant scrupulously reduced his price day by day as the reductions were noted in the daily papers. He, moreover, took good care to make known these reductions to his customers. Every day a large notice was posted in his window announcing the price. If the morning paper quoted a reduction of 50 cents a hundredweight, the same day a reduction of half a cent per pound appeared in his window, with the result that he acquired a reputation as the closest-price dealer in the district. Not only did he secure customers for sugar who had not dealt with him previously, but in nearly every case they purchased other goods, the profit on which far outweighed any profit he may have foregone on sugar. In one instance a new resident in the district enquired the price of sugar at a nearby store and was quoted 1½ cents per pound higher than that at which it was advertised by the dealer in question. On her pointing out the difference between the two prices, the second dealer explained that he was really selling at exactly what it cost him and that he could not be expected to sell at less than cost. The reply was characteristic of the attitude of the public at the present time:—

"That may be, but I do not see how you can expect me to pay you 1½ cents more than I can get it for a few doors down the street."

Got New Customers

The result was that the man who was basing his charges on present quotations secured her business and the man who held out for the higher price lost a customer who would probably have been a permanent one.

The second case above referred to did not occur in connection with the grocery business, but as it is an actual occurrence of recent date and aptly supports the theory here advanced it is well worth relating.

The Case of Turpentine

A customer entered the hardware store at which he usually dealt to purchase some turpentine. The price was quoted him as 45 cents a pint. He happened to have noticed a market quotation in the newspaper round about $1.60 per gallon and a simple calculation showed him that the retailer was charging at the rate of $3.60 per gallon. He made some reference to the high price and was informed that it cost the retailer over $3 per gallon and that the latter was thus making very little out of it. On making enquiry at another store near by he was quoted 35 cents a pint. He was on the point of doing a fair amount of painting and varnishing and, arguing that if the first dealer was charging more in one instance he might be doing so in all, he placed an order amounting to somewhere around $15 with the latter dealer. More-

over, two of his friends to whom he related the incident and who required some paint also made purchases there. This is a good illustration of what is, at any time, likely to occur and of how a dealer is likely to lose business when he fails to act upon the principle that in a falling market (or in fact in any market) he should always base his charges upon present values and not on what the goods have cost him.

Looking for Reductions

The extra amount which he may collect by making the higher charge is not likely to repay him for the risk he is running of losing customers and of acquiring a reputation for higher prices than those of his competitors.

Another point worth remembering is that, whereas in normal times the public are apt to accept more or less readily the price quoted them at stores where they are in the habit of dealing, they are, at the present time, when prices are on the downward trend, particularly keen to watch for any price reduction and to buy where they can buy most cheaply. Thus for the merchant who is desirous of conserving his reputation as an up-to-date-price dealer it is more than ever desirable that he should just now do nothing which can possibly lend color to the idea that he is endeavoring to keep prices high.

When Prices Were Rising

Those who in the past few years of rising prices have followed the advice given from time to time in Canadian Grocer will be in a position not only to recognize the soundness of the advice here given, but will also be able to regard any loss which they may incur by following this method of dealing with prices on a falling market as a set-off to the extra profits which have been made in the past through acting upon the advice referred to.

During the period of rising prices Canadian Grocer has persistently counselled its readers to mark prices up as the wholesale prices advanced, irrespective of what the goods originally cost, and has always pointed out that in justice to themselves they must do this in order that they might have a reserve fund to offset the reduction in profits which would inevitably ensue when prices came down to a normal level.

Those who conducted their business on these lines will now recognize the wisdom of having done so and those who unfortunately may have acted otherwise can only regret their failure to profit by the counsel proffered them. If, however, they are wise they will not add to their previous error of not charging what they should have charged by failing to reduce their prices, when, in their own interests and for the sake of their own business reputation, these prices should be reduced, and a lesser profit accepted.

Business Is Certain To Expand and Industry Will Be Quickened

Readjustment in Prices and Profits Now Going on in the Business and Industrial World Furnishes No Justification for Pessimism

THE following extract from a general letter sent out to the sales force of a Canadian manufacturing concern, dealing with present conditions in Canada is interesting, illustrating an undivided faith in the future of Canada:—

"The readjustment in prices and profits now going on in the business and industrial world furnishes no justification for pessimism. There will be no prolonged depression. Just as soon as a stabilized basis is reached business is certain to expand and industry will be quickened. The great recession in prices and accompanying decrease in demand for goods is an inevitable aftermath of the war boom. The wonder is that it did not come sooner. Everybody knew it was coming. Some people prepared for it. Others went on as if the boom in business and the rise in prices would continue indefinitely.

Greater Than They Are

"The readjustment process has wiped out a good many hundred millions of 'paper profits' made in the war boom and has put merchants and producers in an uncomfortable position. The discomfort and distress, however, by contrast with the wild flights of war prices, seem greater than they are.

"There is no question that fundamental things in Canada are sound—in financing, in merchandising, in industry, in agriculture. The country is rich with accumulated war profits. The crops are abundant. The banks have been foresighted in avoiding the admission of doubtful securities to their assets. The factories are equipped better than ever before to meet the demands of the country. The average scale of living is higher than ever before, which means that potential demand for goods is enormous and the present lull in buying is only temporary.

Europe Coming Back

"Anyone who feels inclined to be discouraged over the present situation and disheartened over the future should compare this country's condition with Europe's. Canada accumulated a vast wealth in the war while Europe was exhausting its goods, its men and its financial resources; yet Europe is coming back marvellously, increasing its production, strengthening its finances, restoring its business stability. All the Canadian people have to do is to wait patiently for the completion of the readjustment and then be ready for the resumption of prosperity that is as certain to come as the succeeding seasons."

FROSTS IN CALIFORNIA

San Francisco, Cal.—Temperatures below the freezing point and killing frosts have been general throughout California, endangering a vast quantity of ripening citrus fruits and truck produce, the United States Bureau has reported. The record temperature was on Mount Wilson, where it was 18 above zero at one period.

Do You Favor Sale of Fruit and Vegetables by Weight or as at Present

The Dominion Board of the R. M. A. will shortly send out a questionnaire to fruit dealers in the retail trade asking them if they favor the sale of fruit and vegetables by weight or as at present. This decision was arrived at during the discussion of a resolution presented at the recent convention in Brockville of the Eastern Ontario and Ottawa district. The resolution was to the effect that all fruit should be sold by weight, that the size of strawberry boxes should be specified under the Act and that when berries are sold by the box, only boxes containing a standard specified quantity should be used.

The opinion of grocers present was divided on the question, some taking the view that it would not be to the best interests of the trade that fruit be sold by weight, others that fruit should not be sold by weight but vegetables should, and still others that weight system was the only proper one. Mr. Downey, a Brockville clothing man, said that, as a consumer, he would much prefer the weight system as he would then know he was getting full value for the money he spent.

As it was a Dominion matter, Mr. Trowern suggested that it be left to the Dominion Board to send out a questionnaire with a view to ascertaining the opinion of the trade on it.

Serves Two Distinct Classes of People

T. R. Dunkin, Cornwall, Ont., Who Has Operated Grocery Stores Under Both the Credit and Cash-and-Carry Plans, Has Found That the Class of Trade Attracted by Each is Entirely Different—Now Only Has One Store—Endeavors to Eliminate Credit as Much as Possible.

By Special Correspondent of Canadian Grocer

THE question has arisen whether or not the cash and carry plan of conducting a grocery business can be made to pay in the smaller towns. It is quite true that there are two very strong sides to this question. It might be imagined that in a small town where the distance between the dealer and his customers is not so great, this plan would serve better than in the city. In fact, the arguments for both the cash and the credit system are so strong in this case that grocers in such localities in nearly every case compromise on this point and have adopted the best.

T. R. Dunkin, proprietor of a grocery store on Pitt Street, Cornwall, Ontario, has operated under both systems.

Showing the interior of T. R. Dunkin's store at Cornwall, Ont.

Each Caters to Different Class

The grocery business he now runs was handed down to him by his father who established this store in Cornwall in the year 1874. In November, 1909, Mr. Dunkin took over the business and in October, 1913, the late G. A. Irwin went into partnership with him and operated a business on the credit plan. This business proved very successful and grew continually. In 1919 these men bought the store of their opposition, D. J. Gillies, and the two stores were run under the one management. The new store, which is the present one on Pitt Street, was run under the cash and carry plan. Both businesses, Mr. Dunkin says, were successful in their own way. In discussing this matter with a Canadian Grocer representative he said: "The cash and carry store catered to a different class of customers to that of our credit store. In a small town a business man gets to know intimately nearly all of his customers. It is very hard indeed to draw the line and refuse to give credit. It also restricts a man's business, since other dealers are sure to give credit, and so obtain a great part of the custom that is carried on over the telephone.

"At the same time our store on Pitt Street did a very good business with the class of people who come down town to make their purchases and are willing for the sake of the small difference in price to carry home their parcels. Then, too, the people who have no telephones in their homes naturally go to a cash and carry store, since they feel that they are saving some money by doing so. In that way our trade constitutes two different classes. Both were successful in their own way."

One Store Had To Be Closed

"In June of this year my partner, Mr. Irwin, died and almost at the same time our building was sold over our heads and we had to leave. I then moved all my stock up into the Pitt Street store and carried on the business there myself. At first I tried to carry the business on a cash plan, but found that it meant a loss of a number of my customers, and I was forced to do a credit business. However, I restricted my credit side as much as possible, and still keep down the number of accounts carried as much as possible. There is no doubt that at the present time a grocer must get the money for his stock as soon as possible, both on account of the continually changing prices, and on account of the conditions under which he is able to buy his supplies at the present time. Our wholesalers and jobbers demand almost cash payment for their goods and in turn the grocer must demand the same from his customers. Still we have found that in a town such as Cornwall a grocer must give credit to some customers or else lose them.

"People have got so in the habit of buying their groceries on the credit plan and having them delivered, that in the small town it is very hard to make the change. People will go out and buy anything else but groceries and pay cash for it and carry the parcels home, but when they come to the grocery store they always say 'send it' or 'charge it.' It is almost a habit. In the large cities it appears to be different. There the people, as a rule, go where they will save a little money, and since there is a grocery store so handy to most of the people, especially those who buy mostly by the power of suggestion, an attractive display in a cash and carry store will attract the trade."

Buying From Two Big Cities

Speaking of the present condition of merchandise and financial affairs, Mr. Dunkin said: "Cornwall is in a very advantageous position. It is right on the main artery of trade between two of the biggest cities in Canada both by water and by rail. The water route affects Cornwall chiefly. The freight service is so cheap and almost as quick as the rail service. We are able to buy either from the wholesalers in Toronto or in Montreal, whichever happens to be the most advantageous. This gives the grocer here the advantage of having two large markets open to him, both of which feel the pulse of Canadian industrial progress. It is therefore necessary for a man in the grocery business here to keep in close touch with the market conditions of both cities if he would take full advantage of the facilities offered him by the situation of our town."

DOMESTIC MEDLEY

Mother (at phone, giving order to grocer, and scolding baby in mischief)—"Send me a pound of fresh—baby!—butter and—stop that!—two dozen fresh eggs—or mother'll spank you—the last you sent were stale—you naughty boy-"—Boston Transcript.

Are Keeping Close Watch on Stocks

Additional Interviews With Merchants in Various Parts of the Dominion Indicate That Retailers Are Carefully Watching Their Business During Readjustment Period

FURTHER interviews with retail grocers in various cities and towns in Canada, show business in 1920 to have increased considerably over that in 1919. Stocks are greatly reduced which indicates that merchants have been nursing their business carefully during the readjustment period. Collections generally have been satisfactory and especially so through the farming community. The following statements from merchants in the towns and cities indicated are showing the result of Canadian Grocer's investigation and throw some interesting light on present business conditions.

Collections Very Satisfactory

Calgary, Alta.—"Business was good in 1920. We have had the largest turnover we ever had. Collections have been very satisfactory. We had $8,500 on our books, and out of that amount we have collected in the past two months $7,000. From now until spring another $1,000 will come in and the balance will probably have to be carried over until next year. With the exception of jams we have no stock to worry about. We understand there is a movement on foot, whereby the jam-packer will give the wholesaler a rebate in case of a decline, and the wholesaler will pass it on to the retailer."

Stocks Much Lighter

Sirdar, B.C.—"Stock is far lighter than in 1919. I have been keeping stocks of all lines as light as possible. Jams will carry until about the first of May. Have sufficient canned vegetables for the season. Customers are buying freely on the staple lines but are going light on the fancy goods. Business in 1920 showed an increase of twenty-five per cent."

Princeton, B. C.—"Business was much larger and present stock considerably less than in 1919. Stocks of canned vegetables are not large and will probably have to buy about twenty-five cases each of corn, pease and tomatoes to put us over this season. Customers are buying in small quantities as they require them."

Point Fortune, Que.—"Stock is about the same as in 1919. Have sufficient canned vegetables for this season and overstocked on tea and soaps. Jams are light and will have to buy before the season is past. Customers are expecting lower prices but are buying freely. Turnover in 1920 increased $12,000 over 1919. Find it difficult to get efficient help and at present open for a good man."

STOCK IN BEST CONDITION FOR A NUMBER OF YEARS

"I would like to say that I have been following the market reports in Canadian Grocer and by so doing my stock is in the best condition it has been for a number of years. There is no one line heavy, as I have been turning my stock every thirty days. My stock of jams bought at opening prices will be cleared up by February first. Then I will buy as I require from month to month. Stocks of canned fruits are low and moving slowly. Canned vegetables are going into consumption freely at present. All staple lines are low and we are operating on the smallest possible stocks.

"The public seem to have plenty of money, but are not buying more than their immediate requirements because they are looking for further declines from day to day. Our business showed an increase every month in 1920 over 1919 except the month of December. The last month of the year was the same as in 1919. Delivery costs will be lighter from now on owing to the decline in the cost of feed. Salaries will not be reduced for a time at least. Real good efficient help is scarce and they are at a premium."—A subscriber in Weyburn, Sask.

Kelowna, B.C.—"Stock is $4,000 less than in 1919. Heavily stocked on tea and jam but other lines not heavy. Customers are holding off buying, waiting lower prices. Business in 1920 is a little less than in 1919."

Moose Jaw, Sask.—"Stock is thirty-five per cent less than in 1919. Keeping all lines down as low as possible and not in the market for any line in any quantity. Business in 1920 showed an increase of $1,000."

Buys for Six Weeks' Needs

Radisson, Sask.—"In every department I only buy what I think I can sell in six weeks. I think it bad business at present to tie up $100 in any line in order to sell $30.00 worth of goods in thirty days. I cannot see any advantage in buying large quantities, as the carrying charges eat up the discount. I let the other fellow do the carrying and I buy my requirements twice a month. I am over five hundred miles from the base of supplies but manage to keep up the assortment and have a turnover eleven times a year. Last year I showed an increase in business of $1,500. The average mark up was 27.3 per cent. and cost of doing business on sales 17.5 per cent."

Red Deer, Alta.—"Our stock is about the same as a year ago. In fact it is in better condition, as we are not heavily stocked on any one line. Canned vegetables are light and will probably have to buy again this season. Customers are buying in smaller quantities than usual, expecting lower prices. Business last year was very satisfactory."

Only 12 Cases of Jam

Cluny, Alta.—"Our stock is fifty per cent. less than a year ago. Stocks of jams are light. In fact we only have twelve cases, an extremely small stock for us to carry. We have been buying in small quantities just as required. We are not heavily stocked in any one line. Canned goods are low and we will buy again very soon. Business has been good, but people seem disappointed that prices have not been lower than they are."

Clarence, Ont.—"Our stocks are a little heavier than last year, especially on tea, raisins and canned vegetables. We have practically no jams, as the demand is very light. Business has been satisfactory, but customers are buying in small quantities expecting prices to be lower. There is no unemployment here."

London, Ont.—"Stocks are much smaller than other years. Fairly well supplied with jams, but other lines are low. Business last year about the same as 1919. Some unemployment but not as much as other cities."

Guelph, Ont.— "Stock is considerably less than in 1919. Have been buying very carefully during the past year so that with the exception of salmon, supplies of all lines are comparatively light. Stock of jams and canned vegetables are small, and will have to buy again very soon. Customers are generally buying in smaller quantities than usual, expecting prices to be lower. There is some unemployment but it is not serious. Business in 1920 was about the same as in 1919."

Customers Buy Freely

Humbolt, Sask.—"General stock is less than in 1919. Stocks of jams are heavy but other lines are light. There is very little unemployment and customers are

buying freely. Business in 1920 showed a good increase over 1919."

Bethune, Sask.—"Our stock is about fifty per cent. less than in 1919. Stocks of all lines are light. Would buy jams at once if the prices were some lower. The drop in the price of wheat has caused people to somewhat curtail buying. Business in 1920 is about the same as in 1919."

Silton, Sask.—"Stock is lighter than in 1919. Purchased quite heavily of the 1919 pack of jams during last summer at low figures, and will probably have sufficient for this season. Have about three months' supply of canned vegetables, sixty days supply of other lines, but have enough sockeye salmon to last until the new pack arrives. Customers are very careful in their buying, due to limited capital and restricted credit, and are buying only staples. Business shows a satisfactory increase over 1919."

Black Diamond, Alta.—"General stock is about the same as in other years. Will be in the market for jams about the first of February. Notice customers are holding off buying fancy lines expecting lower prices, but are buying freely on staples. Business about the same as in 1919."

Don't Just Take Orders— A Chance for Salesmanship

Written by a Clerk

NOW that we have passed through a period of hustle bustle, the time has come to forget that hustle bustle and settle down to real business methods. Don't just take an order, but add to your order items which mean selling power. Be a real salesman. Let us come back to a point where real salesmanship counts for much. This will mean eliminating inexperienced help and putting in their places a class that will sell goods, in other words, trained men and women who can deliver the goods. In the past years we find too many who just drew their pay, whose minds were so filled with ideas hurtful to business and body that a special strain has been put on the so-called proprietors. To remove this strain, trained men and women who know their business and who are interested in their work will hold these positions and will fill the gap. Efficiency is lacking.

Indifference of Clerks

A customer will enter a business place and in many cases we find the clerks and sometimes the proprietors indifferent. You wonder why it is too much trouble to show and sell goods, Too many just satisfied to take an order. No time to use the selling powers in order to attain a better standard of salesmanship. Too many goods in the cellar, or under the counter, that should be moved and sold, due to poor stocktaking or keeping stock. In most cases they are keeping the stock all right.

Many merchants are not interested during the working hours in business as to the increase in sales but sit and either rejoice or despair over the day's sales. In most cases the clerks are blamed. In many instances they deserve the blame, but remember co-operation, pleasant personalities in performing your duty on the part of both proprietor and clerks has much to do with your success. When this is the mood and standard of your business methods don't you think your customers will notice this spirit exercised in your business?

More Co-operation Is Needed

How can you expect a concern to be courteous and pleasant towards its customers when between employer and employees there is discord and discontent. In order to get the best out of your employees, take them into your confidence. Don't do as the custom has been, work your proprietor, but work for your proprietor. Put the best that is in you into your work. At times you may think it is not appreciated, but remember if you are not as you think rewarded in remuneration, remember your efficiency increases, your ability is strengthened, and at times perhaps when your boss thinks it is he who should have all credit, your stick-to-itiveness, your plugging away, minding your own business will bring you that which you hope some day to attain.

Must See Goods

Remember, if you are not interested in working for others, as stated in the foregoing lines, you can never expect to be a successful business man or ever be able to run a business successfully. To-day we have no time to stand around and scratch our heads wondering. What we must do is sell goods, be more efficient, get over this slackness in business methods.

Always Buying at Home

Now a few words re buying at home. We find that 75 per cent. of those who send away moneys for goods out of town burden the home merchants with unlimited credit accounts. Would our merchants organize and do a strictly cash business, 75 per cent. of the money sent away would stay at home, and remember you could sell cheaper if all goods were paid for in cash. What is a mail order catalogue? Nothing more than a force of salesmanship put on paper, which if exercised by real salesmanship at home would very quickly eliminate the buying away from home. If you would put forth the same effort in selling your goods as you do in advertising, we needn't wonder what the result would be. You will find men who write and can write a good advertisement, one that will induce you to buy. You will find he or she can also sell goods, for in such an advertisement you will find the fundamentals of real salesmanship.

Therefore, you will surely agree where these are put into force personally you can soon see the result. Many will read these items and say, oh! anybody can write such stuff, but as one who is going through the mill and has not as yet finished, with many years of experience, let me tell you why we have only about 5 per cent. business men in our country. It is because they are not following out the foregoing rules re good business methods and real salesmanship.

LABELS TO TELL THE CONTENTS

The Bureau of Chemistry of the Department of Agriculture of the United States is working on standards for jams, jellies, preserves and marmalade. The following statement has been issued by the bureau pending the issuance of standards:—

"Investigations of the Bureau of Chemistry have shown that the commercial methods of preparing preserves, jams, marmalades and fruit jellies have been undergoing changes in recent years, so that at the present time these foods, as they are shipped in interstate commerce, are prepared from a greater variety of materials than was formerly the case. Fresh fruit, preserved, canned and dried fruit are all being used. In some types the fruit is ripe and in others unripe. Sugar and corn syrup are used as sweeteners of preserves, and it is expected that malt sugar syrup and other wholesome syrups will be used during the coming season. Some products are acidulated by the use of phosphoric, lactic or tartaric acid. Due to the different kinds of materials that are used, the products of different manufacturers, and sometimes different brands of the same manufacturer, may differ in the important characteristic of flavor and consistency. The bureau considers that the purchasers should be afforded means by which they can distinguish the particular variety of preserves, jam, marmalade or fruit jelly which suits their taste, and, therefore, deems it desirable that information concerning the nature of the ingredients which give the food its character should be stated upon the label."

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AN INCENTIVE TO PAY CASH

AT a time when merchants are wisely advised to conduct their business as much as possible on a cash basis, the experience of a firm in Western Canada is interesting. Conducting a general store trade, this concern recently announced to its clientele that a discount of three per cent. would be allowed on all purchases paid for in cash on the date of purchase. A discount of two per cent. is allowed on all accounts paid on or before the tenth of the month following the transaction. Not entirely wiping out their credit business, their terms in this respect are thirty days net, with interest at eight per cent. per annum, charged for overdue accounts.

"Our new system is bringing good results," states the proprietor of this business, "and we maintain that it meets the just claim of cash customers, and is an incentive to pay cash, and to settle all accounts promptly. It means a saving to us that is certainly gratifying."

The plan of this firm, in endeavoring to eliminate credit business to as great an extent as possible, suggests itself as a splendid precautionary method to overcome too much credit trade, and to encourage people to liquidate their obligations as quickly as possible, where perhaps they are not always able to pay cash.

The fact that it is working out satisfactorily, and with a decided advantage to the business, is sufficient recommendation for others to follow.

BUILDING UP A RESERVE

WHY do men go into business? The answer obviously is to make a living, and again to satisfy the universal craving of mankind to progress, to build a competence, to erect something that may stand as a worthy achievement.

The great majority succeed in the first instance—that is, they manage to make a living. But the number who succeed in building a competence is not so large. Men make a living, and they think: "Just a little further on—another year, perhaps, or eighteen months, I will have all bills paid, and a little reserve in the bank. Then I can begin to put away some savings."

But the right time to start never seems to come. Stocks pile up. The store is better equipped. A little more stands on the books at the end of each year. There is a relaxation of effort, a trifle more spent on pleasure, and more time taken for enjoyment. But the actual savings do not start.

Here at the beginning of a new year is a splendid time to watch this side of your business progress. The way to begin is to begin. Now and every week, and month to follow, add to your reserves.

Every man can save something each month, and so can the grocer. The really important thing is to begin, and the rest will take care of itself. Let it be one of your New Year resolutions, and the reserve funds you will have accumulated will serve you in good stead when it is most needed.

ANGLING FOR EXPORT TRADE

ANNOUNCEMENT was recently made of a somewhat novel plan for securing export trade as adopted by Italian business houses and which, it is said, is likely to be followed by a similar movement on the part of United States business heads. The plan takes the form of a "Travelling Fair," and in the case of Italy a ship has been chartered by some of the country's leading merchants and loaded with samples from which sales will be made, these being recorded by wireless. The Italian Government is said to have sanctioned the plan and provided a ship for the purpose. The idea has extended to the United States and is said to have that government's sanction now as well. It is said that a syndicate of U.S. merchants and promoters have purchased a ship which will visit no less than forty countries, the trip occupying eleven months of 1921. The price of a passenger's ticket, it is said, will be $10,000.

EDITORIAL BRIEFS

THERE IS nothing extraordinary in the present depression, which appears to be seriously affecting a whole lot of people. Of course, those who worry most about it are the ones who suffer most.

* * *

TO INDUCE buying, it is necessary to convince people that prices are down and the easiest way is to bring prices down as wholesale prices are reduced, even if a temporary loss must be taken.

* * *

A SUBSCRIBER says: "I do not like the idea of tying up one hundred dollars in stock in order to sell thirty dollars' worth in thirty days." This chap has certainly the right idea. One of the quickest methods to adopt to bring about the end of this readjustment period is to keep stocks as low as possible, have a fast turnover and take advantage of every price recession.

"No Cause for Being Pessimistic"

Vancouver Wholesaler Declares That He Is Doing More Business Now Than at This Time Last Year—Retailers Are Payng Their Bills With More Than Usual Promptness

By Special Correspondent Canadian Grocer

VANCOUVER, Jan. 19.—"There is absolutely no cause for our being pessimistic," said the head of a Coast wholesale house. "We have all been preparing for a condition like this, for a year back. Now that it has come, we should surely not be paralyzed with surprise. We have all as individuals been waiting for reductions in clothing, shoes, and food, and in almost every instance these expectations have now been realized. The most drastic price adjustments are undoubtedly over, and we can now step out with more confidence.

Better Than Last Year

"Our own house," stated this executive, "is doing more business right now that we were doing at this time last year. We are absolutely satisfied with the healthy state of the trade. The retailers who are buying from us are paying their bills even with better than usual promptness."

"What are the prospects for profitable grocery business in 1921?" Canadian Grocer asked.

Quick Turnover Essential

"There is no reason why each retail grocer should not make a successful year of it," he stated. "There are a few principles that, if observed, will make for success this year. First—attention must be concentrated not on 'dollars' but on 'tonnage.' The profit this year will not be made by the retailer who gets the largest margin of profit, but the merchant who maintains the fastest turnover. Each grocer, to be successful, must buy in the smallest possible quantities, and buy often. He must tie up as little cash in stock as he can, and still keep an attractive range —and make that capital everlastingly work.

Strive for Volume

"In my years of experience with the retail grocery business, and the wholesale business, I am thoroughly convinced that the secret of success for both is simply volume. Let each merchant do as we are doing, know what his actual costs and overhead expenses are, and strive for volume, and deal in percentages. After a certain point, in your volume, your profits are more nearly net. Keep the volume well over that margin.

Some Lines Will be Short

"I am thoroughly convinced that in many grocery lines there do not exist sufficient stocks to carry us through till next season. On canned tomatoes, for instance, which are selling freely now, and for which the demand is constant, when the peak of demand is reached in July and August, there will be found to be a shortage. The same is true of many varieties of preserved fruit in cans.

Just a Deferred Demand

"There is a certain demand for many of these foods. The pack is known, and there will be a shortage. The present state of stagnation in some lines is not because of over-production. Packers and canners have been playing very safe this last year. There is simply a deferred demand.

"Beans are low. Stocks throughout Canada are pretty well reduced to a minimum. When the trade makes a move to replenish depleted stocks, we are all due for a surprise. Beans cannot be brought all over Canada at a week's notice. No one is importing or storing now against our requirements. Some are quietly doing the necessary contracting now.

"If I decided now to buy any quantity of canned strawberries—not jam—I frankly don't know where to get them. California canned pears are too high, I think, but of the other varieties of Canadian and California canned fruit, there have been small stocks bought. The demand for canned vegetables, peas, corn, tomatoes, etc., will be real and large. Those who have stocks of them need feel no uneasiness. Those who have not will have need to do some skirmishing around."

Curtailing Easy-Going Credits

How One Wholesaler Compels His Customers to Quit Carrying Needless Loads, Working for the Ultimate Good of His Trade—Helpful Action at This Time

By HENRY JOHNSON, Jr.

A RECENT trade report reads: "The trade has absolutely no faith in the future of the markets on anything, and they are not trying to sell anything. They are all anxious to have just as little money on their books as they possibly can."

What a complete reversion from the feeling of a year ago! Then it was impossible to make merchants realize that readjustment must come, that recession was just around the corner, that merchandise in excess of current requirements was dangerous stuff to have about the shop. The trade bought until it was stung, giving the slightest, barely tolerant, attention to warnings.

What has struck me most forcibly has been the absence of helpful action on the part of some wholesalers. I do not say that many have not put cautionary counsel into tangible form. I have come across one particular instance in which a jobber of groceries has preached conservatism with great emphasis, and backed up his preaching with such curtailment of easy-going credits as has compelled his customers to quit carrying needless loads. In the face of what might be regarded as his plain self-interest, he worked for the ultimate good of his customers, beginning 'way back in the fall of 1919, by strongly counselling his friends to refrain from the purchase of futures and to buy light in all lines.

Unselfishness the Most Enlightened Self Interest

The first circular I saw issued by that jobber was called "One Man's Views." In it he set forth what he believed to be sound business foresight, assuming entire responsibility for what he wrote. The gist of it might be stated this way:

"I believe the peak of prices has been nearly reached and that more or less drastic declines are about due. Therefore, I advise you to refrain altogether from the purchase of futures; to buy only as you have actual, current need for goods; to buy only what you can pay for with discount deducted; to curtail your credits rigidly, insisting on prompt payment or closing accounts as you never have done in your life before. In this way you may pay a trifle more for some things, but you will sidestep the big load when declines come, and you will play safe! In other words, I am a jobber. It is my business to carry stocks for you. Let me perform my legitimate function. Let me earn my living by doing my share of the work of distribution."

Telling me about his experience in December, 1919, this man said: "I took a rather long chance, perhaps. I stood to lose considerable business. But evidently my reasoning appealed to many, because my boys are selling spot goods every week in volume never before experienced, and my customers are discounting their bills as they never did before."

The next important letter along this line of reasoning issued by the same jobber that has come to my attention I should like to reproduce entirely, it is so sound, but I shall print the essentials of it, as follows:

"The season for future buying is here. Shortly every manufacturer will be out with offerings with the purpose to sell as many goods as possible at an undreamed of price. We believed in 1918 the limit was reached. We were sure of it in 1919. But the prices for 1920 are so much higher that one wonders where it will all end. Are we not rushing with terrific speed towards disaster?

"When the people, who already are plainly reaching a saner state of mind, quit buying or buy sanely, the bubble will have been pricked and we will have come out of the clouds.

"A short time ago we merchants prided ourselves upon our keen ability to buy on the theory that people would pay any price. But will they? When will the relaxation caused by the war end? When will the Victory Bonds the people have been spending be gone? And what then?

"(In view of these plain conditions) may not a wholesale grocer confine himself to purchasing what he needs, selling to the retailer goods as the retailer needs them? Or is he to rush madly to the trade as in the past—as soon as future prices are named—to load that retailer with a year's supply for fear that if he does not his competitor will, at a time when one lies awake nights wondering what is going to happen?"

A Timely Storm Warning

Consider that this circular was issued last summer, before new prices had been named, and I believe its timeliness and honesty of purpose will appeal to you very strongly. But we can go further back, to April 12, for another sounding of timely storm warnings:

"Someone said that spot corn at $1.15 f.o.b. shipping point had all been cleaned up; but such is not the case. There is plenty. This is another indication that you are all right in not buying futures. 'Keep it up!' There never was and never will be a time when you can't purchase the goods you need, notwithstanding that every other man you meet tells you, 'if you don't buy now the car shortage is such that you won't get your goods, or freight rates will advance or some other calamity will happen—anything to frighten you into buying. I tell you the markets will slough to a lower level—buy what you need and buy often. Be careful."

Again on April 19: "You won't make a dollar, mind you, loading yourselves on futures. This is no speculative market and the time for loading up in the fall is past for a number of years. Let the other fellow carry the stock. Then you can pay your bills and be ready for the unexpected happening."

On May 3 we have this gem: "In such strenuous times when conditions are changing so that one can scarcely keep track of prices nor tell what a day may bring forth, that famous piece of poetry by Kipling, entitled 'If', comes to mind with great force. I am quoting the first paragraph with the thought that it may be of interest to the trade at this moment:

'If you can keep your head when all about you
Are losing theirs and blaming it on you,
If you can trust yourself when others doubt you,
And make allowance for their doubting too;
If you can wait and not be tired of waiting,
Or being lied about, don't deal in lies;
Or being hated, don't give way to hating,
And yet not look too good nor talk too wise.'

"My friends, if a fellow could put into actual use the sentiment contained in that little verse, what a wonderful world we would have!"

And on May 16: "This is certainly a time when we should all sit steady and not rock the boat. . . . The times are critical and worthy of deep thought and slow action. Buy only what you need."

"On later dates: "Extreme caution and economy are advised. Buy what you need and collect your bills. This is no time for lax credits." "No wholesaler desires very much the trade of any merchant who does not pay his bills promptly. The wholesaler needs every dollar he can collect to pay his bills, and there

(Continued on page 42)

Eastern Ontario R.M.A. Convention

About Two Hundred Delegates Present—Sir Henry Drayton Addresses Delegates at Banquet —Strong Plea for Greater Organization by President Henry Watters of Ottawa. —Dominion Secretary E. M. Trowern Refers to the Commencement of the R. M. A. Movement 25 Years Ago.

By Special Correspondent of Canadian Grocer

UPWARDS of two hundred delegates attended the third annual convention of the Eastern Ontario and Ottawa District section of the Retail Merchants' Association of Canada held at Victoria Hall, Brockville, on January 11th and 12th. Many important questions bearing on the retail trade were dealt with, including a discussion on the form of taxation likely to succeed the abolition of the luxury tax. The convention unanimously endorsed the proposal of the Dominion Board that whatever tax is decided upon it should be imposed either at the point of importation or manufacture and that it be absorbed in the cost of goods quoted to the retailer and so collected as all other revenue is. The convention endorsed daylight saving, condemned false advertising and took steps to prosecute those who violate this law and set in motion machinery to prevent manufacturers' sales in retail stores:

Address By Finance Minister

A feature of the convention was the address by the Minister of Finance, Sir Henry Drayton. Sir Henry courageously defended the luxury tax as a necessary measure to curb reckless extravagance and the purchase of luxuries and thanked the retail merchants of Canada for the inconvenience they had suffered in helping to lower the cost of living. Justifying the tax, Sir Henry pointed out that the index figure of commodity costs had dropped from 263 in May of 1920 to 234 in October. Having accomplished this, the tax was abolished. The Minister of Finance made a strong appeal for the discontinuance of unnecessary purchases in the United States so that the very unfavorable trade balance could be righted; and the convention subsequently went on record as favoring purchases more exclusively of Canadian or British goods.

The Opening Session

Mayor J. M. Dobbie, of Brockville, extended a hearty welcome to the delegates. In doing so, he referred to their growing strength as a factor in the business and political life of Canada and issued a timely warning that only by concerted, rather than independent action could they hope to accomplish their legitimate purposes.

Robert Craig, president of the Brockville Retail Merchants' Association, also extended a welcome and on behalf of the local Commercial Travellers' Association invited the attending delegates to make free use of their quarters while in the city.

Major Paterson, one of the oldest members of the R. M. A., in speaking of the work of the organization, expressed the opinion that the retail merchants of Canada as an organized body had a great future ahead of them. Only by a combined effort, by putting their shoulder to the wheel, could they get their just due. Their organization was only in its infancy. Members were gradually realizing its importance and were soliciting their brother merchants to become members, knowing that if every merchant in Canada were a member the association would wield a much greater power than it does. Every member would now admit that he was receiving much greater benefit through the association than was represented by the fee he paid.

Secretary E. M. Trowern, of the Dominion Board, said the R. M. A. had been started 25 years ago the coming November by five people. Today 87 people were giving their entire time to this work from the Atlantic to the Pacific. On a moment's notice they could now get in intimate touch with every province in the Dominion. Retail merchants were the largest tax payers of any class in Canada and, when properly organized, should be able to say to any provincial or federal government that a problem affecting their business should be settled either this or that way. Where would retailers have been today if they had not been able to say to the government that the luxury tax should be abolished? It had been abolished and other things detrimental to the retail trade must also be abolished.

President Watters' Address

President Henry Watters, of Ottawa, who presided throughout, addressed the convention briefly before it began its deliberations. The president said that the men they needed at the convention were not present, men who had made a success of their own business and did not feel the need of the association's assistance. Perhaps this might be said equally of men who had worked in the interests of the association for a quarter of a century. In the last analysis, each man must stand or fall by those qualities of head and heart with which he was endowed. All men, however, were not endowed with a high sense of rectitude and honor that they should have, and were not alive to spotting bad conditions of business or discovering obstacles in the way of successful merchandising. Members of the association were merchants who had discovered such obstacles and as thoughtful men were participating in the work of the organization.

Ontario President Speaks

Much more could be accomplished, said the president, if all merchants were members of the association. They could then be a greater factor in the molding of public opinion. Retail merchants should be the best organized body that could be had for the betterment of trade and trade conditions. He had no objections to Boards of Trade to look after local matters where there was no organized body of retail merchants. But he felt after many years of study that no body of men that does not represent in large numbers the activities of the retail merchants can accomplish those special objects which the retail merchants have in view. No one line of business could accomplish benefits for the whole retail trade; he had discovered this during the fight against the luxury tax, which was a problem for so many lines of trade. Their best interests as retail distributors could only be accomplished by such an organization as the Retail Merchants' Association covering the whole of Canada.

B. W. Ziemann, the Ontario president, referred to the great work which the association had to perform. As yet only a handful of the men in active business were organized. The real profiteers among merchants were those who were receiving all the benefits that had been worked out by the association but who were giving nothing or doing nothing to help its work and workers. It was not altogether their money that was needed but their influence on the commercial life of Canada if alive to the interests of the community at large. Men should be in business for the benefit of the service they can give to their fellow men, and so should do all they can to help their fellow men rather than give their whole time to the accumulating of a little money.

The report of the treasurer, T. W. Collins, showed a surplus of $610.03. Both the secretary's and treasurer's reports were adopted.

The Retail Merchants' Association of Wallaceburg, is taking up with the town council the matter of enforcing the early closing by-law, as they claim that several merchants are not carrying out the regulation.

Government Would Enlist Aid of Retailers; Canada's Minister of Finance Asks for the Same Support That was Tendered During War

Why Luxury Tax Was Imposed and Why It Was Taken Off Again Explained by Sir Henry Drayton in Address to Merchants of Eastern Ontario and Ottawa District in Convention at Brockville—Extended Thanks For Inconvenience They Were Put to in Helping to Lower the Cost of Living.

SIR Henry Drayton, Canada's Minister of Finance, did not hesitate to tell two hundred and fifty delegates to the Eastern Ontario and Ottawa District convention of retail merchants at a banquet in Brockville, Ont., on Tuesday, January 11, why he had put on the Luxury Tax, why he had taken it off, and what was the great remedy for the unfavorable trade balance against Canada and the disastrous exchange rate. Frankly, he told the assembled delegates that the Luxury Tax had been imposed to cut down useless extravagance and over-indulgence in luxuries; and as a justification of the tax he pointed out that the index figure for the cost of commodities in May of 1920 was 263 while in October it had dropped to 234. Sir Henry admitted the inconvenience to which the retail trade had been put in Canada, and proceeded to thank them on behalf of the Cabinet for suffering this inconvenience in the cause of lowering the cost of living.

Abolition of Luxury Tax

Refering to the unfavorable trade balance as between Canada and the United States, the Finance Minister again appealed to the retail merchants to help adjust this condition by discontinuing the purchase of unnecesary articles across the line. If goods could not be bought in Canada he urged that the money be spent in the Motherland, "for that which helps England helps Canada." The convention subsequently endorsed a resolution to this purpose.

The Minister of Finance, in his opening remarks, referred to the work of the tariff investigating board that had gone up and down the country, gathering all sorts of information with regard to business conditions the country over. After conducting this investigation, Sir Henry said, he felt that he had done the right thing in abolishing the Luxury Tax.

"We are a funny people" said Sir Henry, "but we are funny only because human nature is a funny and complex thing. I think, perhaps, that the Canadian people are the most sane of any people. After what Canada and Canadians have done during the Great War, we, perhaps, have the right to talk loud. Following the armistice, we began to talk about what should be done to cut down the cost of living. Such are the strange contradictions of human nature that, in spite of rising costs, we were all more or less happy, more than less, I think. Business was buoyant in the circle of ascending costs, wages were high. We grumbled in quiet tones but we were happy just the same.

All Buy on Rising Market

"Another strange contradiction of human nature is that we all buy on a rising market but on a dropping market we all stop buying and wait until it has altogether dropped before we buy anything. The index number of commodity costs in January of last year was 249.7 which was about the same as it was in 1918. In February it was 253.50; in March 257.50; in April 260.50 and in May 263.1. In May of 1920 it had reached this apex and it was time something was done and something was done. It was time that the people of Canada were made to understand that expensive and luxurious purchasing was all right so long as they were contributing not only to their own gratifications and desires but to the upkeep of the country as well. So we had the Luxury Tax. In October this index figure of commodity costs had dropped to 234 and you, gentlemen, particularly you merchants, know that the cost has dropped even lower since then. Luxurious and extravagant buying stopped, business was falling off, notwithstanding the falling off of prices, and the Luxury Tax was abolished.

"What can become of an economic situation on a basis unjustifiable and which cannot be supported on a basis of values or on what should be the common family budget? This question is more than national. If we have a stretching and multiplication of costs there is a grave danger to civilization itself, of the economic basis becoming absolutely in danger, if not altogether shattered."

Costs of Civilized Government

The Minister of Finance then went on to deal with the costs of civilized government in the different countries of the world. In comparison with pre-war days, the cost of government in Belgium had increased 993 per cent; in France 827 per cent.; in Australia, 61 per cent.; in the Motherland, 500 per cent; and in Canada 272 per cent. Dealing with neutrals, Sir Henry said that in Switzerland this cost had gone up 474 per cent; in Norway, 356 per cent; in Holland 207 per cent.; in Denmark 171 per cent.; and in Germany 1,488 per cent. Some people might say that this question of money values might be the amount of the paper inflation; but some of the countries affected, some of the neutrals who have more gold than they ever had in their lives before, were not affected by the gold standards but by the rise of commodity values in the world. If the weight of Canada's obligations could be contracted to represent pre-war values, the cost of government would have increased only about 54 per cent.

"The retail merchants of Canada" said Sir Henry, "have seen the costs coming down in this country, they have been working in that connection and in that direction against their own immediate interests, but not so in the long run. It would be a fine thing if we could get all costs of all countries down to this level. The costs in Canada have been largely brought down through your efforts and if I might go so far, I would like on behalf of the Cabinet and on behalf of the country to thank you for the

GROCERS' SECTION OF R. M. A. IN OTTAWA A LIVE BODY

"I must say a word about our Grocers' section in Ottawa," says Secretary Campbell, in his annual report to the eastern Ontario and Ottawa District Retail Merchants' Association, at their annual convention last week. "This section now has more than one hundred and fifty members and meets semi-monthly. The Pure Food Show at the Central Canada Exhibition in September last, which was promoted and managed by the Grocers' section, was a world beater, and proved the outstanding feature of Ottawa's most successful fair.

A good example is worth following, and I am pleased to learn that the management of the Toronto exhibition will erect a new building on their grounds to house a similar show. We felicitate Toronto retailers upon their development and trust their Pure Food Show will be as good as ours. I do not think it can be better, for the Pure Food Show held in Ottawa cannot be beaten. This same section, our most wealthy section, also gave the banquet of the year."

inconvenience and trouble you have had to put up with."

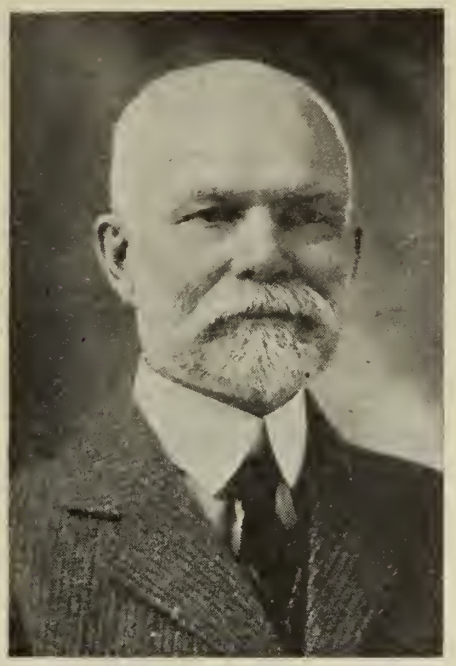
Sir Henry went on to ask if the retail merchants might do something further toward helping the economic conditions in Canada. He said that the West was particularly sensitive about the question of apples and felt that they were paying too much for Canadian apples. A box of apples in Winnipeg, including heating and service on the railways, sold to the retailer for $2.73. The complainant in the case said that one box held 160 apples. At that rate, Jonathans would cost about 1.07 cents each, say, 1¾ cents. They sold to the consumer for 5 cents or even, in some cases, at 3 for 25 cents. "Something came in between that box of apples delivered in Winnipeg at 1¾ cents each and their selling price at 3 for 25 cents. You gentlemen know about that—I don't. The only first-hand information I have is that one thing complained about was that the duty on apples would add to the cost of those 3 apples for 25 cents about three-fifths of a cent because, taking the same figure, a 30 per cent. duty would work out less than one-third of a cent an apple."

Asks Help of Retailers.

Sir Henry thought it would be a splendid thing if he could further enlist the help of the retail merchants of Canada an enlistment, he pointed out, that would receive no more money for its service than the collection of the Luxury Tax did. Exports for the last fiscal year exceeded those of the previous year by two and a half millions, a thing not lightly to be regarded when exporters were faced with the great difficulty of discount on sterling. However, the interest in national buying was as great as in national selling.

"You cannot go on buying more than you sell unless you borrow enough to cover the margin of your extravagance," said the Finance Minister. "In a young country during its period of development, we must buy more than we sell and for many years we had an adverse trade balance. But at the present time, money cannot be borrowed in England without a loss of from 18 to 25 per cent. We could borrow in the United States, but if we borrowed in a country where the trade balance is against us, we merely face a further declination of currency and add to the load which we already carry. While we are ahead in exports by two and a half millions, we are in quite the reverse position with regard to buying. The net purchases during the last eight months have increased 281 millions; in other words, we purchased out of Canada 44 per cent. more than we did a year ago. There was a sad increase in our unfavorable trade balance with the United States of some 230 millions. As retail merchants, you can do much to correct these figures; you can do much educational work."

Sir Henry then went on to point to some extravagances in fruits and vegetables purchased in the United States by Canada, one of the best fruit and vegetable growing countries in the world. Agricultural and vegetable products, mainly food, increased by 23 millions over the last year, or 23 per cent.



HENRY WATTERS

Managing Director of the Standard Drug Store, Ottawa, Ont., who was honored by the Retailers of Eastern Ontario and Ottawa District in Convention last week in Brockville by re-election to the Presidency of the district branch and with an honorary life membership in the Association. The other officers follow:

1st Vice-President—A. Goulet, Bourget.
2nd Vice-President — Robert Craig, Brockville.
Treasurer—T. W. Collins, Ottawa.
Auditor—Alex. Phillips, Ottawa.
Secretary—J. C. Campbell, Ottawa.

increase. Were not a lot of these things entirely unnecessary? In 1918, Canada imported three millions worth of fresh vegetables; $733,000 worth of tomatoes; $766,000 worth of onions, and $12,000,000 worth of other vegetables. Last year Canada imported $14,000,000 worth of fresh fruit and this is one of the best fruit growing countries in the world. In textiles the increase in eight months was some 66 per cent. over the previous year; in hats and caps alone, it amounted to $1,240,000.

The Depreciated Dollar

"Gentlemen, do you like the depreciated dollar," asked the Finance Minister. "If you do, just let us go on as we are doing. If you want to see the Canadian dollar righted, you must see to it that instead of seeing it attenuated across the line, it shall stay at home and make another Canadian dollar. If you cannot make or buy your goods here, go to the London market and buy there, for anything that helps England helps Canada and the Empire. This matter of exchange is costing us millions of dollars.

"As we go on, these questions are getting more and more questions of the people. It is only the people who can put things right and put a big thing through; it is not the government. It would have been impossible for Canada to have carried on the war had it not been the nearest to the heart of every Canadian home. Financing is not a thing for the government to do; during the war and now it is a thing of the people, for the people and by the people. In order that these things may be done Canada requires and demands the same support and enthusiasm of the war years. The work and burden of the war strain is past, but the people must see that Canada goes on."

Believes in Organization

The Minister of Customs and Inland Revenue, Hon. R. W. Wigmore, spoke for a few minutes. He said that the abolition of the Luxury Tax was largely due to the representations that had been made to the government through the offices of the Retail Merchants' Association. He was a great believer in organization. He advised the retail merchants to keep in close touch with the government with regard to questions that interested them. They should come to the government with a concrete proposition when they would receive a respectful hearing and their views would receive careful consideration.

Henry W. Watters, of the Standard Drug Company of Ottawa, who presided at the banquet, took occasion in the first place to advise all the ladies of Brockville to do their trading at home. By doing so they help their husbands, sons and brothers to discharge their proper duties as citizens to their municipality and not move to other places. It was better to do this, he said, than to spend their money in Ottawa, Toronto or Montreal.

Speaking of the form of taxation that would probably succeed the Luxury Tax, Mr. Watters pointed out very emphatically that the retail merchants were not averse to paying their share of the war debt and doing their share of the work. But until Canadians were courageous enough to accept a measure of direct taxation, he said that retail merchants favored a system of taxation which was absorbed at the source of import or manufacture. "We want the business of this country conducted in the most convenient, comfortable and satisfactory way for both the retailer and the customer," said Mr. Watters.

A. C. Hardy, of Brockville, in proposing the toast to the government of Canada created a good deal of amusement when he said: "It gives me great pleasure to propose a toast to the government of Canada for, God knows, we need it."

Many Important Matters Covered by Retailers in Resolutions Passed at Convention of Eastern Ontario and Ottawa District

That it is the opinion of the meeting that any proposal that may be made to place a tax on the sales of the retail merchants would be very injurious to us as a class and we recommend that vigorous opposition be made through the Dominion Boards.

Buying in the Empire

This meeting desires to further a recommendation to the Provincial Board and on to the Dominion Board urging our membership to buy as many Canadian or British goods at the present time to conserve our capital and help exchange rates.

Whereas the attention of this association has been called to the ever-increasing practice of certain manufacturers conducting sales in retail stores, and inasmuch as most of these houses sell to the retail trade, be it resolved that any member knowing of those conditions report the same to the district secretary with a view to having the Canadian Manufacturers' Association take action thereon and to having the same immediately discontinued.

Selling Direct

That we, as retail merchants, protest as unfair, the practice of some manufacturers and wholesalers in selling direct to the consumers while soliciting the business of retail merchants, and that we place ourselves on record as of the opinion that such a practice is opposed to our interests, and that we will favor any comprehensive plan of action that may be decided upon by our executive as a means of putting an end to this unbusinesslike custom.

Moved by Mr. Taber, Carleton Place; seconded by Geo. Wright, Brockville.

Collection of Small Debts

That this district convention place itself on record as approving the proposed action of the Ontario Provincial Board to apply to the Provincial Government for an amendment to the Division Court Act, whereby small debts can be collected more cheaply than under the existing system, and, further,

That this district convention pledges itself to do all in its power to assist in the procuring of such an amendment.

Moved by D. Bell, Ottawa; seconded by B. T. Crabtree, Ottawa.

Trading Stamps

Whereas this association has already taken the ground that vigorous action should be incepted against all violators of the Trading Stamp Act or False Advertising Act, or any other similar Act, secured through the efforts of this association for the protection of the retail trade, and whereas we believe all such prosecutions should be undertaken by the Dominion Board, under the direction of special committees appointed by the Executive of the Provincial Board, therefore, we recommend the Dominion Board to request the Dominion Government to have an official appointed whose duty it shall be to prosecute persons who falsely advertise any article, similar to the inspector appointed to prosecute persons who violate the gold and silver marking act.

Moved by B. G. Crabtree, Ottawa; seconded by A. E. Kelly, Ottawa.

Workmen's Compensation Act

Whereas it has been reported that it is the purpose of the Provincial Government of Ontario to bring the retail trade under the scope of the Workmen's Compensation Act, and,

Whereas such an action would impose an unnecessary burden upon retail merchants, therefore, it is resolved that we ask the executive officers of the Ontario Provincial Board of our association to oppose any such attempt upon the part of the Provincial Government of Ontario.

Moved by D. Bell, Ottawa; seconded by T. Bowman, Ottawa.

Discrimination in Price

Whereas legitimate retail merchants are the largest buyers of certain lines of trade marked goods and as such contribute most largely to the profit of manufacturers, and,

Whereas some manufacturers give special prices to dealers who make it a practice to advertise certain lines of goods at a lower price than that at which said goods can be purchased by the legitimate retail trade,

Therefore, we place ourselves on record as opposed to such a practice on the part of manufacturers, and that we accordingly call upon them to discontinue such practice or as an alternative to adopt the price contract or re-selling plan, whereby unscrupulous price-cutters cannot use staple lines for the purpose of deceiving the public.

Moved by A. C. Kennedy, Ottawa; seconded by Geo. Stoate, Ottawa.

Re False Advertising

Whereas the Dominion Board of the Retail Merchants' Association of Canada has secured legislation to prohibit false advertising of goods, and whereas this district convention of the Retail Merchants' Association is strongly in favor of such legislation,

That the members of this district be requested to forward to the district secretary, or to the secretary of the Ontario Provincial Board of this association, any advertising matter in which they find goods misrepresented, and further,

That as in cases of prosecution for violation of the False Advertising Act, no provision is made for accepting the written report of the analyst who may be called upon to analyse such goods, but that official must appear in court personally and give evidence, we recommend the executive to take action which will permit the written sworn statement of the analyst to be accepted as evidence in court.

Moved by E. K. Tallman, Merrickville; seconded by W. W. Adams, Newbury.

Re Business Tax

Whereas for the purposes of the Business Tax, the premises, lands and buildings occupied by retail merchants are now assessed at a valuation of twenty-five per cent., and,

Whereas this convention is of the opinion that the valuation at present in force is excessive, be it resolved that we endorse and approve the action of the Provincial Board of the Retail Merchants' Association of Canada, in endeavouring to have the valuation reduced to ten per cent. and we pledge ourselves to give every assistance to the executive of the Provincial Board in this undertaking.

Moved by T. Bowman, Ottawa; seconded by Mr. McArthur.

Re Welfare Fund

Whereas the Dominion Board of this association, at its last convention in the city of Vancouver, had under careful consideration the matter of extension and development of the work of this association, and,

Whereas for that purpose it was deemed advisable to secure a special fund of $100,000, to be known as the "Special Welfare and Organization Fund," be it therefore resolved that this district convention of the Retail Merchants' Association of Canada, Eastern Ontario and Ottawa District, do heartily approve this proposal and that we officially commend the fund to the kind consideration and support of our members.

Moved by Mr. Patterson, Brockville; seconded by Mr. Collins.

Credit Reporting

Whereas our association has inaugurated a Credit Report Department which has already been found of great service to our members, it is resolved that this convention endorse the Credit Reporting Department of our association and strongly urge our members to make all possible use of it.

Moved by Mr. Grace; seconded by T. Bowman, Ottawa.

Re Express Rates

That in view of the fact that the members of our association residing in districts outside of the zones in which the express companies make delivery of parcels are handicapped by such lack of facilities, it is resolved that the incoming executive be requested to take this matter up and so deal with it as to secure for those members an improvement in present conditions.

Moved by Mr. McArthur; seconded by Mr. Abdullah.

Daylight Saving

Whereas resolutions have been adopted at the conventions of the Provincial Boards of our association, favouring the adoption of a daylight saving measure, it is resolved that this convention is of the opinion that any daylight saving measure, to be properly effective and avoid confusion, should be Dominion-wide and, further,

That the executive officers of this district be requested to submit a copy of this resolution to the Dominion Board for submission to the Right Honourable Arthur Meighen, Prime Minister of Canada, and the members of the Dominion Government, with the suggestion that if such Dominion measure is passed, it come into effect on April first and continue until September fifteenth, in each year.

Moved by Mr. Wright; seconded by D. Bell, Ottawa.

Re Sale "2½ Per Cent."

That this meeting, in convention assembled, approve of the action of the Ontario Provincial Board in opposing the recent Order-in-Council passed by the Ontario Legislature, which provided that the sale of all 2 1-2 per cent. beverages be confined to standard hotels, and, inasmuch as this product is sold by a number of sections of our association, be it resolved that the Ontario Provincial Board be further requested to prevent such legislation being enacted at the forthcoming session of the legislature.

Moved by Mr. Kelly; seconded by Mr. Halpenny.

Re Association Aims

That whereas the work of this association is of great benefit to the retail trade and should be generally known to the public, therefore:

Resolved that the executive of this district be authorized to take such action as they may deem wise to make our association aims and work generally known to the people in order that influence may be brought to bear upon retail merchants not already members of our association that they may come in with us and co-operate in procuring those trade benefits in which they are all willing to share.

Moved by Mr. Hawkins, Smiths Falls; seconded by T. Bowman, Ottawa.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Quebec

S. L. Vincent, 1445 Lafontaine street, Montreal, has bought out E. F. Vaallant.

W. Demontigny has bought out the Royal Grocery at 223 Bernard Ave., W., Montreal.

L. Martin, Montreal, has sold out his grocery business to J. B. Forcier, 45 St. Margaret street.

J. C. Gaunais, 6110 Amherst street, Montreal, has sold out his grocery business to A. J. L. Sevigny.

W. S. Stewart, manager of Peterson Fruit Co., Montreal, is away this week, spending his holidays in New York.

J. B. Desautels, 2098 Notre Dame street W., Montreal, has sold out his grocery business to J. H. Lafond.

P. E. Charron has bought out the grocery business of J. M. Dore, 1000 Laurier Ave. W., Montreal. A. Labelle, 391 Victoria Ave., Westmount, has sold out his grocery business to F. H. Gailloux.

H. C. Fortier, Quebec, representative of W. C. Macdonald, Registered, was in Winnipeg last week on his way west to Vancouver in the interests of his firm.

The L. R. Steel Co., Ltd., who operate chain stores in the larger cities of Canada and the United States on a price limit basis, have opened their first store in Montreal at 467 St. Catherine St. East. This store is handling groceries as well as some lines of dry goods and small wear. The store was opened formally on Saturday morning, January 15.

Ontario

Woolcott and Carter have bought the grocery business of Legg and Gartshore, at London, Ont.

The grocery business of Clark Cunningham of Waterford, Ont., has been purchased by John Perney.

C. E. Maylor, president of the Essex Flour Milling Co., Essex, Ont., has left to spend three months in California.

Charles Herron of Charlotteville has purchased the grocery store of Howard Seller, at Walsh, and will get possession in April.

Crillian Allen has purchased the Kingsville Flour Mills at Kingsville, Ont., from John C. Stadden and gets immediate possession.

A grocery department is to be fitted up at Tupperville, Ont., by William D. Harper, who has bought the entire business of Harper and Asseltine.

W. R. Drynan, of Dominion Canners, Limited, Hamilton, Ont., is in Atlantic City this week attending the convention of the National Canners Association.

Fire which apparently started in some boxes of matches, caused a loss of about $1,000 in the grocery store of Frank Hess, at Cotam, Ont. The blaze made its way through the floor and into a lot of cases of canned goods. The loss is fully covered by insurance.

Work has been commenced at London, Ont., on remodelling the old Tanton flour and feed warehouse for offices for Elliott, Marr & Co., wholesale grocers.

T. J. Harris, of Amherstburg, who has been ill in Harper Hospital, Detroit, for six weeks, is recovering rapidly, and will return shortly.

The funeral of John Scott, for many years a wholesale grocer in Windsor, held on Wednesday, was largely attended. He was 74 years old and died last Friday in Los Angeles.

A. H. White, flour and feed merchant at Galt, Ont, has purchased from the Spiers estate the oatmeal mill on Water Street North.

The death of William A. Dewey, manager of the Dominion Fish Company's store at Kingston, is reported in that city, having occurred last Friday.

W. J. Easton was re-elected president at the annual banquet of the Chatham Retail Merchants' Association the other evening. Other officers re-elected were Ernie White, vice-president; Bert F. Brown, secretary, and James E. Gray, treasurer.

Bullock's grocery as well as that of Sandford's grocery, Brighton, Ont., was destroyed in a fire that destroyed two central blocks on the south side of Main Street. The fire was finally extinguished after four hours. Assistance was given by the Trenton brigade.

Practical gifts consisting of such articles as watches, clocks, jewelry, furniture, club bags, etc., suitably inscribed, were presented by E. W. Gillett Co., Ltd., to thirty-nine employees of the company who have seen long service in its employ, ranging from ten to forty-one years, making a grand total of 640 years. The presentation was made by President Dobie.

The case of the Attorney-General of Ontario, versus the Canadian Wholesale Grocers' Association has been set down for hearing before Mr. Justice Orde for Monday the 14th day of February next. A. W. Roebuck is to undertake the prosecution on behalf of the Attorney-General, and the Wholesale Grocers' Association will be defended by Robert McKay, K.C., Toronto. The manufacturers named in the complaint will be defended by E. F. Hellmuth, K. C.

Seventeen grocers of Ottawa were in the delegation to the annual convention of the Eastern and Ottawa branch of the Retail Merchants' Association, including the president of the local association, B. G. Crabtree, A. E. Kelly, T. A. C. Kennedy, T. W. Collins, D. Bell, G. H. Stoate, J. C. Allan, R. M. Porteous, A. S. Moreland, R. Edmundson, C. T. Robinson, J. Welsh, J. Halpenny, A. Roche, J. T. Tighe, T. Bowman and J. Wright.

W. J. Mellen, Active In R.M.A. Affairs, Passes Away

W. J. Mellen, for many years a grocer in Brantford, Ont., a former alderman and prominent in Retail Merchants' Association circles, died at his home in that city after an illness of twenty-four hours. He was 71 years of age. Heart failure was the immediate cause of his death.

The Late W. J. Mellen

His death occurred on his 49th wedding anniversary. He was born at Newton Robinson, a village near Bradford, Ont., and had resided here for fifteen years. He was prominent in municipal circles and for four years was an alderman. For a number of years he was president of the Retail Merchants' Association of the city and served one term as president of the Ontario organization. To his numerous friends in the Retail Merchants' Association he was best known as "Dad" Mellen. He was loved by everyone, because of his genial, jovial manner.

F. Bondy, who for the past seven years has been in the wholesale and retail fruit business at Kincardine has sold his premises to his nephew, Thomas Caruso, and leaves this week for Toronto, where he will go into the wholesale fruit trade.

Following a fall on January 3, in which he had three ribs fractured the death occurred at Vancouver, on Wednesday, of James Armstrong, who for many years conducted a large grocery store on Main St., Listowel.

Fire which started when some small boys built a bonfire completely destroyed a storage shed in the rear of George Taylor's grocery, at Wallaceburg., Ont. A number of empty packing cases and a quantity of coal were burned.

The International Business Machines Co., Ltd., is offering prizes amounting to $2,500 for the greatest number of words made up from the letters contained in the words Dayton Scales. This contest is open to all merchants and clerks in Canada and Newfoundland and closes on March 15, 1921.

Renewed Activity In Business is Noted in Maritimes

St. John, N.B., Jan. 15.—A spirit of optimism prevailed at a discussion of trade problems and matters relating to present conditions, which took place at a conference of representatives of the Nova Scotia and New Brunswick branches of the Wholesale Grocers' Association held at the Manor House, Glen Falls, near St. John, on Thursday of this week. It was the opinion of most of those who took part in the conference that the crisis had passed and, at least so far as the maritime provinces were concerned, there was an indication that the outlook was brighter than it had been for some time.

The Nova Scotian members were the guests of the New Brunswick branch at luncheon and dinner, served during the intervals between the sessions of the conference. The visitors included Michael Dwyer, president; G. G. Bauld, vice-president; R. M. Symons, J. M. Wilson, L. K. Paysant, M. J. Ritchie and E. A. Saunders. A. P. Paterson, president of the New Brunswick guild was in the chair and there were twenty-six members in attendance.

DEATH IN HAMILTON OF C. S. TURNER OF JAMES TURNER & CO.

The death occurred at his home at 26 Homewood Avenue, Hamilton, Ont., of Campbell Strang Turner, senior member of James Turner & Co., Ltd., wholesale grocers. He was only 49 years of age, and his death was due to pneumonia, his illness being only of three days' duration. The wholesale house of James Turner & Co. was founded by the deceased's father, the late James Turner, many years ago. He is survived by his wife and one young son, as well as a brother, John A. Turner, vice-president of the Smart-Turner Machine Company, and three sisters. He was a member of the Hamilton Club and also of the Royal Hamilton Yacht Club.

OSHAWA GROCER IS ROBBED OF $150

F. I. Armstrong, grocer at Oshawa, Ont., was recently robbed of $150. He had just closed his store and was counting the day's returns at a table in the back part of the house, when a man came to the back door and asked for a loaf of bread. Mr. Armstrong took the stranger in and gave him a cup of tea, afterwards proceeding into the store to get the bread, leaving the money lying on the table. He handed the bread to the visitor, who immediately departed. He had gone before Mr. Armstrong noticed his loss.

It is though that while Mr. Armstrong was getting the bread from the store, the man in the kitchen handed the money to an accomplice outside, so that had Mr. Armstrong noticed his loss as soon as he entered the room, the money could not have been found.

U.S. KELLOGG CASE DECIDED

Supreme Court of Michigan Gives Judgment on Right to Use Family Name in Business

Many in the trade in Canada have been following the litigation between Dr. John H. Kellogg, of the Battle Creek Sanitarium, and his brother, Wm. K. Kellogg, of the Kellogg Toasted Corn Flake Company, also of Battle Creek, Mich., as to which had the right to the use of the trade-mark "Kellogg" in the United States. A decision has finally been arrived at by the Supreme Court of Michigan State. This case has been before the courts there since 1908.

The court presented its judgment as follows:—

"The following are the facts and rules of law upon which the Kellogg Toasted Corn Flake Company relied, and which were sustained by the court:—

"First Fact: Appellee Corn Flake Co. first adopted, advertised and registered the trade-mark 'Kellogg's'.'

"First Rule of Law: The trade-mark or trade-name is the property of those who made it valuable, and its use by others than those who earned a reputation thereunder would be a fraud upon the public.

"Second Fact: Dr. Kellogg participated in, and made large profits and capital returns from the adoption, commercialization and wide advertising of the trade-mark 'Kellogg's' by appellee Corn Flake Co.

"Second Rule of Law: One who participates in and profits by the adoption of a trade-mark is estopped to injure or appropriate it.

"Third Fact: Appellee Corn Flake Co. never at any time, by the 1911 contract, or otherwise, transferred to Dr. Kellogg or his company any business or any right to use, infringe or trail on its registered trade-mark 'Kellogg's,' and appellants do not claim that any such right was ever granted to or settled upon them.

"Third Rule of Law: A trade-mark cannot exist as an extrinsic thing and cannot be licensed apart from the business in which it is used. Appellee Corn Flake Co., even if it had desired to do so, could not have transferred, granted or otherwise alienated any right of Dr. Kellogg to defraud and deceive the public by trailing spurious products on its registered trade-mark, and Dr. Kellogg had no such right as an extrinsic thing, and could grant no such right to the Kellogg Food Company.

"Fourth Fact: Appellants are trailing their Kellogg's Bran and other Kellogg's products on the trade-mark, advertising, good-will, trade guarantees, selling helps, name and reputation of appellee Corn Flake Co. by deceiving and confusing the trade and public.

"Fourth Rule of Law: Equity will not permit a rival manufacturer to trail his different products on the established trade-mark and reputation of another."

A "WAGGON JOBBER" FOR TORONTO

In many of the larger cities in the United States there are what are known as "waggon jobbers" selling the retail trade. Canadian Grocer understands that there is a prospect of one of these starting in Toronto. "The waggon jobber" usually uses a motor car and represents one or more firms. He calls on the retail trade each week and supplies them with just sufficient quantity of the products of the firms he represents to keep them going for the one week.

OTTAWA GROCERS MUST ELECT NEW REPRESENTATIVE

Ottawa, Ont., Jan. 17.—R. C. Cummings, who represented the Grocer's section of the Retail Merchants' Association on the board of directors of the Central Canada Exhibition, has resigned, owing to the fact that he is no longer in the retail grocery business. T. W. Collins has been nominated to fill the vacancy. The five delegates to the directorate from the grocers of the city will be elected at the next meeting of the association.

SOLD ADULTERATED COFFEE IN GOOD FAITH

Ottawa, Ont., Jan. 11.—Magistrate Askwith had before him the case of Frank Steinburg, Nicholas Street, a grocer charged with selling adulterated coffee. As he was able to prove to the satisfaction of the magistrate that he had bought it as pure and sold it in good faith, the case was adjourned for two weeks so that the wholesaler can be summoned to hear what he has to say. Magistrate Askwith ruled that a retailer buying what he believed to be pure could not be held guilty of adulteration according to the interpretation he placed upon the Food and Drugs Act.

NEWS FROM WESTERN CANADA

Western

F. G. Campbell, of the W. C. Macdonald, Registered, was in Winnipeg last week on his way to Montreal, and spent a few days with their Western representative, the W. L. McKenzie Co., Ltd.

Cecil Scrim, who represented W. H. Malkin Co., in New Westminster, has left the company to become associated with Mr. Kidd in a branch of the Overwaitea Co. in the Okanagan. D. Grierson leaves the specialty work for the firm, to relieve in New Westminster; Mr. McIntyre takes over specialty work, and A. Ewart takes over the Vancouver down town territory.

Alberta Retailers Now in Annual Convention

Calgary, Jan. 19 (Special).—The Alberta branch of the Retail Merchants' Association is holding its annual meeting here this week. Following the registration and receiving of delegates, an address of welcome was given, after which the president, secretary and treasurer made their annual reports.

James Kellas, secretary of the Retail Merchants' Association, in a message sent out to the members, stated that the government had been asked to concede the right to merchants to take their stock at the end of their year at the lower price if the commodities are declining in price, and they have agreed to do this. This is, that retail merchants should not have to pay taxation on their losses as a result of the slump in prices. For instance, if a merchant has something that cost $60, and when repurchasing it will cost $40, the retailer must take stock at the lower price. This will protect the merchant against taxation on losses.

A discussion on what should be substituted for the luxury tax will take place at this convention. An increase in the sales tax or a bulk sales tax are being suggested. Many other matters of interest to the retail trade are also being discussed.

OPEN RETAIL STORES TO SELL STOLEN GOODS

Chicago, Jan. — Business became so good here for a gang of grocery thieves who stole on a wholesale scale from delivery trucks that they had to open several retail stores to dispose of their plunder more readily, police declared in announcing that they have accounted for thefts of meats, butter, tea and other groceries valued at $150,000, with the arrest of seven members of the gang. They said three markets were recently opened by the thieves.

Tees and Persse Salesmen Meet in Annual Convention

Winnipeg, Jan. 15.—The annual convention of the managers and salesmen of Tees & Persse, Limited, and their associate house, Tees & Persse of Alberta, Limited, was held in the King George Hotel, Saskatoon, and was considered the best held by this firm of manufacturers' agents and grocery brokers.

Those attending were:—E. H. Telfer, Calgary; L. W. Speer, Calgary; H. T. Graham, Edmonton; V. B. Persse, Edmonton; J. A. Cheyne, Moose Jaw; Wm. Lea, Regina; J. S. Macarthur, Saskatoon; Wm. Wallace, Brandon; H. H. Kidd, Fort William; M. Wood, Winnipeg; G. E. Macdonald, Winnipeg; R. G. Persse, Winnipeg.

In his opening address the chairman, R. G. Persse, dealt with present day markets, both selling and buying, and the resulting general discussion clearly indicated a ready adaptability to the changed conditions.

A survey of the closing year's work was followed by the developing of plans for future business. The slogan for 1921 adopted by the convention is "It can be done."

A very pleasing feature of the closing ceremony of the convention was a presentation to R. G. Persse of a handsome silver cigarette box. Mr. Telfer, of Calgary, in making the presentation emphasized the goodwill existing between the firm and its staff, as also between the members of the staff themselves, and it was the unanimous expression that the getting together in annual convention had done much to foster that spirit of co-operation which was an outstanding feature in the firm's organization.

CALGARY MERCHANTS PROVIDE A FINE REST ROOM FOR SHOPPERS

Calgary, Jan.—The rest room for rural shoppers is now ready for the use of the public. The retail merchants' bureau of the board of trade intends to see that it is properly advertised, and at a meeting of the bureau it was decided to notify all secretaries of the U.F.A.'s and U.F.W.A.'s within a radius of one hundred miles of the city of the convenience that will be furnished shoppers to the city. In addition to this there will be notices posted in all post offices within the same radius, signs will be placed in conspicuous parts of the city and it is probable that notices will appear in all country papers to that effect.

The retail merchants are delighted with the excellent arrangements which have been made at the rooms on Seventh Avenue opposite the city hall and feel that this will be a decided acquisition to the city and mean a great deal of advertising as to the enterprise of the merchants.

NELSON MANAGER OF NORTH-WEST BISCUIT CO. GOES TO WINNIPEG

Harry Ramsbottom, manager of the Nelson, B. C., branch of the North-West Biscuit Co., has been transferred to Winnipeg, where he has taken over the management of a new sales branch of the company now being opened in that city. Mr. Ramsbottom took charge of the Nelson agency when it was first opened some three or four months ago. His removal to Winnipeg represents a promotion. The Nelson agency will be carried on by V. Hodgson and G. Houston, both of whom have been with the company in this city for some time. He was given a banquet by a number of his Nelson friends before his departure.

MUNICIPALLY CONTROLLED STORES MAY BE THE ORDER IN ALBERTA

Edmonton, Alta., Jan.—Retail shops all over Alberta are likely to be taken from under the provisions of the Factory Act and put under the control of the municipal and civic bodies. This grew out of a request, submitted to the government by a delegation from the Retail Merchants' Association, to the effect that a shops act be passed for the special regulation of retail trade in cities, towns and villages.

The fixing of opening and closing hours and weekly half holidays was one of the chief reasons why a shops act was desired, it was said by the delegation.

"COLUMNS" OF HELP IN CANADIAN GROCER EVERY WEEK

Canadian Grocer is in receipt of the following letter from Wm. Suggitt, of Valentia, Ont., who recently sold his business to R. D. Spence & Son:—

Gentlemen:—

"When my time is expired, kindly stop my paper, as I am retiring from business, and do not need it any longer. I was in business for thirty-eight years and seven months. We have seen many changes in that time. When I first started in business, I only paid seven and eight cents for eggs, and nine cents for butter. We had no such papers then as the Canadian Grocer. We had no help of any kind. I think every grocer should take the Canadian Grocer. There are columns of help in it every week. No man who takes it but receives much help therefrom. Wishing you continued success."

THE MARKETS AT A GLANCE

THE markets generally are steady. Some reductions are made but these are slight and are more in the nature of readjustments to the lower price basis upon goods that are arriving having been purchased when the markets had declined. The primary markets for some lines show a firm tone. Business in wholesale and retail circles continues to show improvement.

MONTREAL—There has been through the week much better offerings of live hogs on the market with a smaller demand from the packers. This has resulted in a weaker market with slightly lower prices being quoted. The prices quoted on smoked and cured meats are steady and unchanged. The lard market is quiet with only a small demand for supplies, which, in view of the hog market has resulted in easier prices being quoted and a weaker market for shortening. The egg market is steadier with varying prices being quoted. The butter market is much stronger with an improved export demand and some higher prices quoted on the best grades of butter and cheese. The sugar market shows still more strength this week in view of the strength of the raw market. The refiners are standing together in their quotations. There is no change in the quotations on molasses, but corn syrups are all reduced one half cent per pound. The market for rolled oats is firmer but there is considerable price cutting among the trade which has resulted in lower prices being quoted in some cases. Laundry and culinary starches are all reduced one half cent per pound. The reports from the London tea market show new strength to the better grades of tea, and this is reflected in the local market. Laundry soaps are all advanced twenty-five cents per case this week, but soap chips are reduced one half cent per pound. In view of the shortage of supplies of dried fruits and nuts on the market in consequence of the big Christmas demand, these markets are very strong with an active demand. New supplies that are expected are nearly all booked for distribution before they arrive. Canadian apples have been in such a demand for export trade that higher prices are quoted this week, particularly McIntosh Reds, and there is a likelihood that they will be very scarce on this market. Oranges are firm in price with a good supply. Potatoes are a little cheaper this week and the supply is better than was expected some time ago.

TORONTO—The improved condition of business in wholesale circles that has been manifest since the opening of the new year, is still in evidence. The markets continue to show signs of stabilizing, in fact some lines as tea, coffee, shelled nuts and canned vegetables show considerable strength and there are indications that these lines of commodities will be advanced in price before the first quarter of the year is past. Refined sugar is steady and quotations generally are on an equal basis. Raw sugars are holding firm under a fairly active buying movement. It is estimated that the new Cuban crop of sugar will be 3,993,142 tons, although the delay in harvesting the crop caused by unfavorable weather conditions make it impossible at present to give an accurate estimate of what the final outturn will be. A slight reduction is announced on corn syrups and starches, also some brands of soap chips, candles, pork and beans, quick puddings, and prepared icings. Cereals generally are steady but in some quarters rolled oats are offered at a lower price. This reduction on rolled oats, however, is more in the nature of competition amongst wholesalers than of the actual market value, as millers' quotations are holding fairly steady. Split peas and cracked wheat are shaded about one quarter cent per pound. Rice in primary markets is steady but quotations on spot are being readjusted as new shipments arrive that have been purchased on the lower price basis. New prices on prunes are expected to be named by the association about the end of the month; these prices will likely be lower than present. Raisins continue strong with supplies practically all out of first hands. Currants are weak but quotations on spot are unchanged. Beans show an active demand at the present low prices. Potatoes, onions and other Canadian vegetables are dull under a small demand, while California vegetables are moving freely at slightly higher prices.

The feature of the produce markets is the decidedly firm tone on butter and cheese. Stocks held in Montreal and Ontario are rapidly becoming exhausted, with the result that prices have moved upward. Eggs are holding firm and storage supplies are practically cleaned up. New laids are not yet arriving in sufficient quantities to greatly affect the market.

WINNIPEG—Business has been reported steady during the weak. Granulated sugar is unchanged but there are indications that higher prices will prevail in the near future. Corn syrups declined 25 cents per case on 2s, and 30 cents per case on the other sizes. Laundry starch declined ½ to ¾ of a cent. Cereals remain unchanged. Shelled walnuts and almonds are fairly steady. Canned goods show no change. Reports from the primary coffee market state that coffee is much firmer. Spice market has also shown a slightly firmer tone. The rice market is reported much firmer, due largely to the report that the California rice crop has been badly damaged.

QUEBEC MARKETS

MONTREAL, Jan. 19.—A much firmer tone to sugar features the market this week. The raw market has gained strength, which is quickly reflected on the market for refined sugar. The sugar market has come to the point where it is very sensitive to the influences of the raw market, and once again the refiners in Canada are standing together. There is some price cutting among the wholesalers on sugar. The molasses market remains steady but there is a reduction of one half cent per pound on corn syrups with a corresponding reduction on the cases of corn syrup in cans. Although the market for rolled oats is reported by manufacturers to be firmer, the price cutting going on among the trade has brought the price down in some cases as low as $3.50 per bag, but the ruling price appears to be $3.65. Laundry and culinary starches are all reduced one half cent per pound, and there is a big reduction on the price of malt breakfast food. The better grades of tea are stronger in view of the strength of the London market. Laundry soaps were reduced in price last week but have been advanced twenty-five cents a case this week. Soap chips are one half cent per pound lower this week. The spice market is quiet and unchanged. There is a good movement in canned goods as a result of the lower prices given last week.

More Strength to Sugar

Montreal.

SUGAR.—The raw sugar market shows more strength and the refined market is correspondingly stronger at the $10.50 basis. All the refiners are holding firm at this price but some of the wholesalers are cutting the price to the retailer, in some cases as low as ten dollars per cwt.

Granulated Sugar, per cwt.	....	10 50
Do., barrels	....	10 50
Do., gunnies, 20/5	....	10 90
Do., gunnies, 10/10	....	11 00
Do., cases, 20/5-lb. cartons	....	11 10
Do., cases 50/2-lb. cartons	....	11 25
Yellow, light, per cwt.	....	10 10
Do., medium, per cwt.	....	10 10
Do., dark, per cwt.	....	9 90

Corn Syrups Reduced

Montreal.

MOLASSES.—There is no change in the molasses market after the reduction of last week. The quotations on corn syrups were revised on Jan. 14 to lower quotations which are given below. This reduction amounts to one half cent per pound on the barrel and half barrel lots. The reduction is made on account of slightly lower costs of raw materials.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07½
Half barrels, about 350 lbs.	....	0 07¾
Quarter barrels, about 175 lbs.	....	0 08¼
2 gal., 25-lb. pails, each	....	2 45
3 gal., 38½-lb. pails, each	....	3 65
5 gal., 65-lb. pails, each	....	5 90
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	5 90
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
	Prices for Island	of Montreal
Barbadoes Molasses—		
Puncheons	....	1 05
Barrels	....	1 08
Half barrels	....	1 10
Puncheons, outside city	....	1 00
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	7 75
3-lb. tins, 2 doz. in case, case	....	10 75
5-lb. tins, 1 doz. in case, case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

Cereal Market Stronger

Montreal.

CEREALS.—The cereal market appears to be a little stronger this week, although there is a good deal of cutting going on among the wholesale trade. Rolled oats 90's are selling generally at $3.65 but some prices are quoted as low as $3.50, while other quotations go as high as $4. Manufacturers report rolled oats to be firmer this week but prices through competition for the business have gradually come down until the ruling price is about $3.65 per 90-pound bag. Other quotations on cereals hold firm this week.

Oatmeal, gran., fine standard	....	4 75
Rolled Oats, 90 lbs.	3 60	4 00
Pearl Hominy	4 50	5 00
Cornmeal, Gold Dust Brand	....	3 90
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25
Beans, Ont.	....	4 25
Do., Can.	....	4 00
Do., California	....	3 75
Lima Beans	....	0 12
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00

All Starches Reduced

Montreal.

PACKAGE GOODS.—There is a reduction this week of one-half cent a pound on all starches, both laundry and culinary. This makes the price per pound of laundry starch 9 cents, and prepared culinary corn starch 11 cents a pound. The laundry starch in cases of 45 packages are reduced to $4.50 per case. There is a big reduction this week on malt breakfast food, 36 packages to a case, which is now quoted at $9.50 per case. Other package goods remain firm in price.

PACKAGE GOODS

Breakfast food, case 18	....	....		3 50
Cocoanut, 2-oz. pkgs., doz.	....	....		0 78½
Do., 20-lb. cartons, lb.	....	....		0 36
Corn Flakes, 3-doz. case	3 50	3 65	3 50	4 25
Corn Flakes, 36s	....	....	....	4 16
Oat Flakes, 20s	....	....	....	5 40
Rolled oats, 20s	....	....	....	5 60
Do., 18s	....	....	....	2 00
Oatmeal, fine cut, pkgs., case	....	....	....	6 75
Puffed Rice	....	....	....	5 70
Puffed Wheat	....	....	....	4 25
Farina, case	....	....	....	2 35
Hominy, pearl or granu., 8 doz.	....			3 65
Health bran (20 pkgs.), case	....			2 60
Pancake Flour, case	....			3 60
Do., self-rising, doz.	....			1 60
Wheat Food, 18-1½s	....			3 25
Wheat Flakes, case of 2 doz.	....			2 95
Oatmeal, fine cut, 20 pkgs	....			6 75
Porridge Wheat, 36s, case	....			6 40
Do., 20s, case	....			6 50
Self-raising Flour (3-lb. pack doz.	....			3 00
Do. (6-lb. pack.), doz.	....			5 90
Do., Buckwheat flour, per doz.	....			1 60
Corn Starch (prepared)	....			0 11
Potato Flour	....			0 13
Starch (laundry)	....			0 09
Flour, Tapioca	0 15			0 16
Shredded Krumbles, 36s	....			4 35
Shredded Wheat	....			4 95
Cooked Bran, 12s	....			2 25
Enamel Laundry Starch, 40 pks. case	....			4 30
Celluloid Starch, 45 pkgs., case	....			4 50
Package Cornmeal	....			3 40
Malt Breakfast Food (36 pkgs.)	....			9 50

Spice Market Quiet

Montreal.

SPICES.—The spice business is quiet with rather weak tendencies to the market. It is reported, however, that within the next two weeks more business in spices will develop with a better tone to the market.

Allspice	....	0 20
Cassia (pure)	0 32	0 35
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 18
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	....	0 65
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 31
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 30
Do., white	....	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Rice Market Unchanged

Montreal.

RICE.—The rice market continues in its unsettled condition. Quotations given are only nominal and no accurate statement can be made as to the future of this market.

RICE—		
Carolina, extra fancy	....	....
Do. (fancy)	....	....
Rangoon "B"	....	12 50
Rangoon "CC"	....	12 25
Broken rice, fine	....	8 00
Bell rice, fine	....	16 00
Bell broken rice	....	10 00
Texas rice	....	10 50
Siam	....	7 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras	....	0 07
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Better Grade Teas Stronger

Montreal.

TEA.—There is no change in the tea market this week. The better grades appear to have a little more strength due

to the stronger London market. The market for Japan teas is stronger in view of the smaller spot stocks.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 45
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Canned Goods Move Freely

Montreal.

CANNED GOODS.—There is no change in canned goods following the big reduction in prices made by Montreal wholesalers last week. The result has been some stimulation to trade in canned goods. Retail merchants are endeavoring to clean up the stocks of canned goods on hand so as to be in the market to buy at the lower prices. These reductions were made by the wholesalers alone and were not prompted by reductions on the part of the canners.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		6 35
Asparagus, imported (2½s)		6 65
Beans, golden wax	1 80	2 00
Do, Refuge	1 80	2 00
Corn, 2s	1 45	1 50
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb. doz.		1 50
Succotash, 2 lb., doz.		1 80
Do, Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 30	1 40
Do., 2½s	1 45	1 50
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standards	1 65	1 70
Do., Early June	1 80	1 85
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Choice, 2-lb.		1 87½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80
Asparagus Tips		4 10

CANNED FRUITS

Apricots, 2½-lb. tins		6 10
Apples, 2-½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s., doz.	4 00	4 05
Do., gals., doz..		16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		4 00
Do., 2½-lb.		7 00
Do., 2-lb.		5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
2-lb.	2 75	2 85
2½-lb.	4 25	4 35
1-lb.		
Pears, 1s		
Do., 2½s	4 65	4 75
Do., 2-lb.	3 50	3 60
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb		2 25
Do., light syrup		2 00
Pineapples (grated and sliced).		
2½-lb.	5 40	5 80
2-lb.	4 60	4 80
1-lb.		2 50
New Pack Strawberries—		
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
New Pack Cherries, choice		4 00
Rhubarb, preserved		2 80
Canadian Pineapple (sliced)		4 80
New Blueberries, 2 lbs.		2 25
Do., 1 gal.		12 00

Soap Chips Lower

Montreal.

SOAP.—One week ago some of the local wholesalers reduced the price of soap to $8 per case. This week the quotations have come back again and 25 cents a case is added to the price, making all standard lines of soap $8.25 per case. Soap chips are reduced this week 1 cent per pound, being quoted at 19½ cents.

Dried Fruits Stronger

Montreal.

DRIED FRUIT.—Dealers for some time have been buying dried fruits in only sufficient quantities to meet immediate demands. The Christmas trade cleaned up most of these supplies and as a result now that there is an increased demand there are practically no stocks to requirements. This has resulted in a much stronger market for imported dried fruits. Orders are being booked for supplies which are in transit. Dates are very firm but figs have a little easier tendency, which is only temporary. The stronger sterling exchange has added strength to all imported lines. Smyrna sultana raisins and currants are particularly strong, according to cable reports.

Apricots, fancy		0 38
Do., choice		0 34
Do., slabs		0 30
Apples (evaporated)		0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.		0 28
Pears, choice		0 24
Do., fancy	0 30	0 31
Peels—		
Choice		0 26
Ex. fancy		0 30
Lemon, new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron		0 76
Choice, bulk, 25-lb. boxes, lb.		0 22
Peels (cut mixed), doz.		3 25
Raisins (seeded)—		
Valencias		0 23
Muscatels, 2 Crown		0 22½
Do., 3 Crown		0 23
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 ozs.	0 21	0 23
Do., 16 ounces		0 27¼
California Seedless in bulk		0 28
Currants, loose		0 30
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.		5 25
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.		0 19
Packages only, Excelsior		0 20
Loose	0 15	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown, lb.		0 30
Do., 10-lb. box		2 75
Do, mats		3 00
Do., 22-lb. box		1 90
Do., (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes)—		
20-30s		0 27
30-40s		0 25
40-50s		0 21
50-60s		0 19
60-70s		0 16
70-80s		0 15
80-90s		0 12
90-100s		0 10

Firmer Nut Market

Montreal.

NUTS.—As a result of the big Christmas demand for nuts the stocks on hand were well cleaned up and now that there is a demand to replenish supplies, there is very little to be had. The result is a very firm tendency to the nut market with stronger prices on walnuts, almonds and peanuts.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	0 50	0 60
Do., Jordan		0 75
Brazil nuts (new)		0 38
Chestnuts (Italian)		0 18
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 17	0 19
Peanuts, Jumbo		0 15½
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1		0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, new Jumbo, per lb.	0 29	0 30
Do., large, No. 2, polished	0 29	0 30
Do., Orleans, No. 2	0 21	0 24
Do., Jumbo		0 60
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell		0 29
Marbot, Walnuts	0 24	0 25
Do., new Naples		0 26
Do., shelled, Manchurian		0 50
Do., Bordeaux		0 53
Do., Chilean, bags, per lb.		0 33
Do., Spanish, shelled		0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Higher Prices on Apples

Montreal.

FRUIT.—The orange market remains firm this week with ample supplies. Grapefruit are plentiful with slightly lower prices quoted on California fruit, which are quoted at from $7 to $7.50 per case. Imported grapes are very dear this year and some grapes are selling retail at as high as $1 per lb. The heavy shipments of apples abroad have caused a big jump in the prices of McIntosh Reds, which are now quoted at from ten to fifteen dollars per barrel, and it is predicted that they will soon be off this market.

Do., 100s and 150s		10 00
Apples—		
Do., Fameuse, per lb.	8 00	15 00
Do., Wealthy, No. 1, per bbl.		7 50
Do., No. 2, per bbl.		7 00
Do., Alexander, per bbl.	7 00	7 50
Do., Greening		8 00
Do., Baldwin	7 50	8 00
Do., Ben Davis	6 00	6 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96		5 00
Do., Florida, 54, 64, 80, 96		6 00
Do., California		7 00
Lemons, Messina	2 50	4 75
Do., 176s and 200s		10 00
Cal. Navel Oranges, 126-250s	5 00	6 50
Do., Florida, 150-216s	4 75	5 00
Pears, Keiffers, per box		4 50
Tokay Grapes, per box		5 00
California Grapes, in drums		7 50
Almerias Grapes, in kegs		9 50
Cranberries, per bbl.		16 00
Malaga Grapes, per keg		10 00

Potatoes Are Easy

Montreal.

VEGETABLES.—Potatoes are still in very good supply on this market and prices tend to be even lower. Quotations this week are as low as $1.75 per bag. Sweet potatoes are dearer and scarce with an advance of 2½ cents per pound.

Beets, per bag	0 75	0 90
Cabbage, Montreal, bbl.		1 50
Chicory, doz.		0 50

Carrots, bag	1 00
Garlic, lb.	0 50
Horseradish, lb.	0 60
Leeks, doz.	4 00
Mint	0 60
Mushrooms, lb.	1 00
Oyster plant, per doz.	1 50
Peppers, green, doz.	0 50
Potatoes, Montreal (90-lb. bog)	1 75 2 00
Do., sweet, hamper	3 50
Pumpkins, per doz.	2 00
Spinach, box	0 75
Turnips, per bag	0 75 1 00
Spanish Onions, per case	5 00 5 50
Yellow Onions, per cwt., bag	1 50
Red Onions, per cwt.	2 50

ONTARIO MARKETS

TORONTO, Jan. 19.—Refined sugar is holding steady at unchanged prices, quotations by wholesalers are generally on an equal basis, but there are some who quote a shade below list prices. Corn syrups have been reduced 25 to 30 cents per case. Laundry and culinary starches are slightly lower. There is a spread of 30 cents per bag on rolled oats; some wholesalers have further reduced their prices but there are others who are holding prices more in line with millers' quotations. Cracked wheat, split peas and rye flour show slight reductions. Canned vegetables generally hold at list prices, and the market is considered more on a stabilized basis. Prunes are weak with an indication for lower prices by the end of the month. Shelled walnuts and almonds have a firmer tone. The tea market is holding firm on all grades. Package rice quotations are reduced. Beans are unchanged but a good movement is noted. Canadian vegetables are plentiful and the market dull. Southern vegetables are moving freely. The first shipment of bitter oranges is due to arrive on this market about the end of the month. Flour is firm while shorts and middlings are lower.

Sugar Market Holds Steady

Toronto.

SUGAR. — Refined sugar is holding steady at $10.71 although there are some wholesalers offering at a shade lower. There are indications that sugar has reached a stabilized basis as some of the refiners are adhering strictly to their sales basis and are not selling sugar on the consignment plan as hithertofore. The raw market continues with a firm tone and prices are holding around 4½ cents C. & F. Cuban basis. On the progress of the new Cuban crop Willet & Gray in their weekly Sugar Journal say: "The recount of cane existing in Cuba shows a possible crop of 3,993,142 tons but the delay in starting grinding coupled with uncertainty as to weather conditions, throughout the crop, unfavorable until now, poor incentive of prices and unsettled financial conditions, make it impossible to estimate at present what the final outurn of the present crop will be."

St. Lawrence, extra granulated, cwt.	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated	10 71
Dom. Sugar Refinery, extra granulated	10 71
Canada Sugar Refinery, granulated	10 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 65c; No. 2, 75c; No. 3, 85c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, carton 50/2s, 70c Yellows same as above.

Corn Syrups Are Reduced

Toronto.

SYRUPS.—A reduction of 25 cents per case is announced on two-pound tins of both white and yellow corn syrups and 30 cents on fives and tens. Bulk is also reduced one-half cent per pound.

Corn Syrups—		
Barrels, about 700 lbs., yellow		0 07½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case		5 90
Cases, 5-lb. tins, white, 1 doz. In case		6 55
Cases, 5-lb. tins, white, ½ doz. in case		6 25
Cases 2-lb. tins, yellow, 2 doz. in case		5 30
Cases, 5-lb. tins, yellow, 1 doz. in case		5 95
Cases, 10-lb. tins, yellow, ½ doz. in case		5 65
Cane Syrups—		
Barrels and half barrels, lb.		
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal		1 65
Choice Barbadoes, barrels		1 35
New Orleans, bbls., gal		0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes		7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes		10 75
Tins, 5-lb., 1 doz. to case, Barbadoes		8 95
Tins, 10-lb., ½ dozen to case, Barbadoes		8 60
Tins, No. 2, baking grade, case 2 doz.		4 20
Tins, No. 3, baking grade, case of 2 doz.		5 50
Tins, No. 5, baking grade, case of 1 doz.		4 60
Tins, No. 10, baking grade, case of 1½ doz.		4 25
West Indies, 1½s, 48s	4 60	6 95

Some Cereals Are Lower

Toronto.

CEREALS. — Generally millers are holding prices on rolled oats steady but wholesalers' prices are varied. In some quarters rolled oats can be bought for $3.40 per bag in single bag lots and 10 cents less in quantities. Cracked wheat is reduced 50 cents per bag, bringing the price down to $6.00. Split peas are down 25 cents per bag, now quoted at $6.75. Rye flour is now quoted at $6.00 per bag, a reduction of $1.00.

	Single F.o.b.	Bag Lots Toronto
Barley, pearl, 98s		6 50
Barley, pot, 98s	5 00	5 50
Barley Flour, 98s		6 25
Buckwheat Flour, 98s		5 70
Cornmeal, Golden, 98s		3 75
Oatmeal, 98s		4 90
Corn Flour, 98s		5 75
Rye Flours, 98s		6 00
Rolled Oats, 90s	3 50	3 70
Rolled Wheat, 100-lb. bbl.		7 25
Cracked Wheat, bag		6 00
Breakfast Food, No. 1		6 25
Do., No. 2		6 25
Rice Flour, 100 lbs.		10 00
Linseed meal, 98s		6 75
Peas, split, 98s		6 75
Blue Peas, lb.		0 10
Marrowfat green peas	0 06	0 06½
Graham Flour, 98s		5 25
Whole Wheat Flour		5 35
Wheat Kernels, 98s		7 00
Farina, 98s		6 20

Starches Are Reduced

Toronto

PACKAGE GOODS. — Starches, both laundry and culinary, are reduced one-half to three-quarter cent per pound. Celluloid starch is down 20 cents per case, now quoted at $2.50. Potato flour is reduced 10 cents per case. Tillson's Premium Oats are reduced 75 cents per case now quoted at $6.50. In one-quarter Cooker Brand peas in packages are offered at 85 cents per dozen, but this is not a general reduction.

PACKAGE GOODS		
Rolled Oats, 20s, round, case		5 60
Do., 20s, square, case		5 60
Do., 18s, case		2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case		6 00
Do., 20s, family, case		6 80
Cooker Package Peas., 36s, case		2 85
Cornstarch, No. 1, lb. cartons		0 11
Do., No. 2, lb. cartons		0 09½
Laundry Starch		0 09
Do., in 1-lb. cartons		0 9¾
Do., in 6-lb. wood boxes		0 12¾
Do., in 6-lb. tin canisters		0 13½
Celluloid Starch, case		4 50
Potato Flour, case 20 1-lb. pkgs.		2 50
Do., case 24 12-oz. pkgs.		2 30
Fine oatmeal, 20s		6 30
Cornmeal, 24s		3 70
Farina, 24s		3 50
Barley, 24s		3 50
Wheat flakes, 24s		6 00
Wheat kernels, 24s		5 40
Self-rising pancake flour, 24s		4 00
Buckwheat flour, 24s		4 00
Two-minute Oat Food, 24s		2 75
Puffed Wheat, case		4 40
Puffed Rice, case		5 70
Health Bran, case		2 85
F.S. Hominy, gran., case		3 70
Do., pearl, case		3 70
Scotch Pearl Barley, case		2 70
Self-rising Pancake Flour, 30 to case		4 20
Do., Buckwheat Flour, 30 to case		4 20
Self-rising Pancake Flour, 36 to case		7 15
Do., Buckwheat Flour, 18 to case		3 65
Do., Pancake Flour, 18 to case		3 65

Lobsters Offered Lower

Toronto.

CANNED GOODS.—One wholesaler is offering canned lobster halves at $3.60 per dozen and quarters at $2.25 per dozen. Canned vegetables are holding steady to firm at list prices. Strawberries and raspberries twos are quoted at $4.50 per dozen. The canned goods situation generally continues to improve and prices are more stabilized.

Salmon—		
Sockeye, 1s, doz.		5 80
Sockeye, ½s, doz.		3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s		2 50
Choe, 1s, doz.		3 60
Do., ½s, doz.		2 00
Pinks, 1s, doz.		2 10
Lobsters, ½-lb. doz.	5 90	6 50
Do., ¼-lb. tins	3 25	3 75
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 15

Canned Vegetables—		
Tomatoes, 2½s, doz.	....	1 72½
Peas, Standard, doz.	....	1 65
Peas, Early June, doz.	....	2 15
Do., Sweet Wrinkle, doz.	....	2 45
Beets, 2s, doz.	1 45	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 50
Pumpkins, 2½s, doz.	1 20	1 25
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each	....	1 27
Black Currants, 16 oz., doz.	....	5 15
Do., 4s, each	1 34	1 43
Gooseberry, 4s, each	1 20	1 43
Do., 16 oz., doz.	....	4 50
Peach, 4s, each	....	1 13
Do., 16 oz., doz.	....	4 60
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 1 6oz., doz.	5 15	5 35
Strawberries, 16 oz., doz.	5 15	5 55
Do., 4s, each	1 34	1 43

Prune Prices To Be Lower

Toronto.

DRIED FRUITS.—Prunes continue easy and there are indications that lower prices will prevail by the end of the month. Currants are easy but raisins are holding firm. Natural pulled figs are offered in 30-pound bags at 12 cents per pound.

Candied Peels—		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	0 18½	0 19
Do., Patras	....	0 22
Do., Vostizza	....	0 23½
Australians, 3 Crown, lb.	....	0 18
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 25
Dromedary, 9 doz. to case	....	7 25
Fard, per lb.	....	0 30
Halowee dates, per lb.	....	0 13
Figs—		
Smyrna layers, 4 crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 12
Prunes—		
30-40s, 25s	....	0 23
40-50s, 25s	....	0 21
50-60s, 25s	....	0 18
60-70s, 25s	....	0 15½
70-80s, 25s	....	0 14
90-100s, 25s	....	0 11
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 30
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 29
Valencia	....	0 23

Shelled Walnuts Firmer

Toronto.

NUTS.—Shelled walnuts have developed a firmer tone and prices are likely to be higher. Spot stocks of shelled walnuts are not large and the small shipments that have arrived are rapidly moving. Shelled almonds also have a firmer tone, one importer has a shipment due to arrive within the next week but stated that practically the whole lot was booked.

Almonds, Tarragonas, lb.	0 22	0 28
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	....	0 14
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	8 50
Cocoanut, unsweetened, lb.	....	0 32
Do., shred	....	0 28
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 48	0 55
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	....	0 55
Peanuts, Spanish, lb.	....	0 15
Do., Chinese, 30-32 to oz.	....	0 12
Do., Java	....	0 14
Brazil nuts, lb.	....	1 20
Pecans, lb.	....	1 15

Tea Market Holds Firm

Toronto.

TEAS.—The tea market continues with its firm tone. Importers are buying more freely and wholesalers report that orders are coming in steadily and generally for a larger quantity than for some months. Stocks in primary markets for teas showing good cup quality are not large and in the case of the higher grades there is a decided scarcity.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Spices Are Steady

Toronto.

SPICES.—There is no change in spice quotations, the market is quiet and steady.

Allspice	0 20	0 22
Cassia	0 30	0 35
Cinnamon	....	0 55
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Herbs — sage, thyme, parsley,		
Pastry	0 28	0 35
Pickling Spices	0 25	0 28
Mace	0 90	1 00
Peppers, black	0 26	0 30
Do., white	....	0 36
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 45
Do., 80s	....	0 50
Do., 64s	....	0 60
Do., ground	....	0 40
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Carraway seed, whole	....	0 30
Tumeric	....	0 23
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 55
American high-test, bulk	....	0 55
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Package Rice Lower

Toronto.

RICE.—There is no change in quotations on rice. Domino rice in one-pound packages is reduced to 14½ cents per package and Jack Frost is reduced to 13½ cents per package.

Honduras, broken, per lb.	....	0 08
Blue Rose, lb.	0 10½	0 11
Siam, broken, per lb.	0 09	0 10
Siam, per lb.	0 10	0 11
Japans, per lb.	0 11½	0 12½
Chinese, XX	....	....
Do., Simiu	0 15	0 16
Do., Mujin, No. 1	0 14½	0 16
Do., Pakling	0 13	0 14
White Sago	....	0 08½
Tapioca, per lb.	....	0 08½

Honey Unchanged

Toronto.

HONEY.—Honey is unchanged under a quiet demand.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, Extracted, white clover Ontario, No. 1, white clover, in 30 and 60 pound tins	....	0 24
10 pound tins, per lb.	....	0 25
5 pound tins, per lb.	....	0 25

Beans Move Freely

Toronto.

BEANS.—There is an active demand for beans, and the market is comparatively easy. Ontario one and two-pound pickers are quoted at $3.50 per bushel. Ontario hand picked are quoted at $3.75 per bushel.

Ont., 1-lb. to 2-lb. pickers, bus.	....	3 50
Do., hand-picked, bus.	....	3 75
Limas, Calif., per lb.	0 12½	0 13
Madagascars, per lb.	....	0 10

Potatoes Are Dull

Toronto.

VEGETABLES.—Potatoes, onions and other Canadian vegetables are moving slow at unchanged quotations. There is a good demand for all southern vegetables. Cauliflowers are quoted 25 cents per crate lower, now selling at $5.75. California iceberg lettuce is higher, now quoted at $5.75 per crate. California celery is offered at $9.50 per crate.

Cabbage, Can., per bbl.	....	1 25
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	1 00	1 25
Onions, 100-lb. sack	1 50	1 75
Do., Spanish, large crate	....	5 75
Potatoes, per bag	1 65	1 75
Sweet Potatoes, hampers	....	2 75
Hot House Tomatoes, lb.	....	0 50
Mushroms, 3-lb. basket	....	3 25
Cal. Head Lettuce, 4 doz. crate	....	5 75
Cauliflowers, standard crate	....	5 75
Celery, Calif. crate	....	9 50

Bitter Oranges To Arrive

Toronto.

FRUIT.—The first shipment of bitter oranges is due to arrive about the end of this month and is being booked at $5.50 per case. Quotations on the medium size navel oranges have advanced 50 cents per case. Grapefruit is also higher. Almeria grapes are $3.00 per keg higher, making the price $18.

Oranges, California Navels—		
100s	....	4 75
126s	....	5 25
150s, 176s, 200s, 216s, 250s	....	5 50
288s	....	5 50
324s	....	4 75
Grapefruit—		
36s, 46s	....	6 50
54s	....	5 50
64s	....	6 00
70s, 80s, 96s	....	6 50
100s	....	6 00
126s	....	5 75
Bananas, Port Limons	....	0 08
Lemons, Cal.	....	4 50
Do., Messinas	....	4 00
Grapes—		
Almeria, bbls.	....	18 00
Apples, Ontario—		
Spies, No. 1s	....	7 00
Spies, No. 2s	....	6 00
Baldwins, No. 1s	....	6 00
Baldwins, No. 2s	....	5 00
Greenings, No. 1s	....	6 00
Greenings, No. 2s	....	5 00
B. C., in boxes	....	3 85

Cranberries, ½ barrels	14 00
Tangerines, Florida	5 50
Pomegranates, half boxes	3 50

Flour Market Firm

Toronto.

FLOUR.—The flour market continues with a firm tone with a tendency for a slight advance.

FLOUR—	
Patent Firsts, in jute bags, per barrel	10 90
Do., seconds, in jute bags, per barrel	10 40

Shorts Are Lower

Toronto.

MILLFEEDS.—Shorts and middlings are reduced $2.00 per ton, making shorts $40.25 and middlings $50.25. Bran is not plentiful and the price is holding at $40.25 per ton.

MILLFEEDS—	
Shorts, per ton	40 25
Bran, per ton	40 25
Choice Middlings, ton	50 25

Sardine Prices Change

Toronto.

SARDINES.—There has been a change in prices of Skipper sardines and others packed by Angus Watson Co., Ltd. The new prices are: Skippers $25.00, Sea Pearl $17.00. Tea Time $16.00 and Sea Pearl Fish Cakes $25.00 per case.

Some Lines Reduced

Toronto.

MISCELLANEOUS.—Clark's pork and beans are reduced, the new prices are as follows: Individual size 95 cents per dozen. No. 1 size $1.30. No. 1½ size $1.65. No. 2 size $1.85. No. 3 size $2.85 per dozen. Dingman's soap chips are reduced as follows: Economy cases of 20 pounds, $3.85 per case. Tip Top, $6.60 per case. XX standard, cases 50 pounds, $7.60, and XX standard in barrels 13¾ cents per pound. Pure Gold goods are reduced, Quick Puddings are now $1.40 per dozen. Salad Dressing $1.00 per dozen. Prepared Icings $1.70 per dozen. Paraffine candles, 6s, are reduced to 21 cents per pound and 12s to 21 cents per pound in six-pound boxes. Brasso, small size, is reduced to $1.40 per dozen.

WINNIPEG MARKETS

WINNIPEG, Jan. 19.—Refined sugar is holding firm and there is an indication that higher prices will prevail in the near future. Corn syrups have declined 25 to 30 cents per case. Laundry starches are down one half to three-quarter cent per pound. Cereals are unchanged. Shelled walnuts and almonds are easier. Quotations on canned goods are unchanged, but an improved movement is noted. Spice market has shown a firmer tone. Rice is steady to firm. All grades of teas in the primary markets are firm and higher. Flour is up 50 cents per barrel. Fruit and vegetables are quiet and quotations are unchanged.

Sugar Market Holds Firm

Winnipeg.

SUGAR.—The sugar market is unchanged this week. Quotations given for granulated sugar are $11.00 per cwt. with yellow sugar at $10.50 per cwt. From all indications higher prices are expected in the very near future. The demand has shown more activity.

Extra granulated, bags 100 lbs.	11 00
Do., gunnies, 5/20 lbs.	11 40
Do., gunnies, 10/10s	11 50
Do., cartons, 20/5 lbs.	11 60
Do., cartons, 50/2 lbs.	11 75
Yellow, No. 1 light, bags 100 lbs.	10 60
Do., golden, bags 100 lbs.	10 50
Powdered Sugar, bbls.	11 35
Do., boxes, 50 lbs.	11 55
Do., boxes 25 lbs.	11 75
Icing, bbls.	11 45
Do., boxes, 50 lbs.	11 65
Do., boxes, 25 lbs.	11 85
LUMP SUGARS—	
Soft Lumps, boxes 100 lbs.	11 75
Do., boxes 50 lbs.	11 85
Do., boxes 25 lbs.	12 05
Do., cases 20 cartons	12 80
Do., cases 40 half cartons	13 55
Small Lumps, boxes 100 lbs.	11 65
Do., boxes 50 lbs.	11 75
Do., boxes 25 lbs.	11 95
Do., cartons, 50/2 lbs.	13 05
Hard Lump Sugar, bbls	11 95
Do., boxes 100 lbs.	11 95
Do., boxes, 50 lbs.	12 05
Do., boxes, 25 lbs.	12 20

Corn Syrups Decline

Winnipeg.

SYRUPS.—Corn syrups declined during the week 25 cents per case on 2s and thirty cents per case on 5s, 10s and 20s. Bulk corn syrup also declined ½ cent per pound. Latest quotations are listed below.

CANE SYRUP—	
No. 2s	7 30
No. 5s	8 40
No. 10s	7 85
No. 20s	7 65
CORN SYRUP—	
Cases, 2-lb. tins, white, 2 doz. in case	6 20
Cases, 5-lb. tins, white, 1 doz. in case	6 90
Cases, 10-lb. tins, white, ½ doz. in case	6 65
Cases, 20-lb. tins, white, ¼ doz. in case	6 65
Cases, 2-lb. tins, yellow, 2 doz. in case	5 60
Cases, 5-lb. tins, yellow, 1 doz. in case	6 30
Cases, 10-lb. tins, yellow, ½ doz. in case	6 05
Cases, 20-lb. tins, yellow, ¼ doz. in case	6 05
MAPLE SYRUP—	
Pure, 2½s tins, case of 2 doz.	26 90
Pure, 5s, per case of 1 doz.	24 50
Pure, 10s, per case of ½ doz.	23 25
TABLE SYRUP—	
Maple flavor, 2½s tins, per case of 2 doz.	13 75
Do., 2s, tins, per case of 1 doz	12 00
Do., 1s, tins, case of ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 75
3-lb. tins, 2 doz. case	12 35
5-lb. tins, 1 doz. case	10 00
10-lb. tins, ½ doz. case	9 70
Molasses quotations subject to 5% discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 10
2s, 4 doz. in case	4 70
2½s, 4 doz. in case	4 40
5s, 4 doz. in case	4 40
10s, 4 doz. in case	4 35

Laundry Starch Lower

Winnipeg.

STARCH.—Laundry starch has shown a decline of ½ cent to ¾ of a cent per pound. There is also a reduction of 35 cents per cwt. on glucose. Manufacturers' starch has also shown a reduction of 25 cents per 100 pounds. There is no change on culinary starches or potato flour.

Cornstarch, 1-lb. pkgs., per lb.	0 10
Do., No. 1 quality, 1-lb. pkgs.	0 11½
Gloss, 1-lb. pkgs., per lb.	0 11¾
Celluloid, 1-lb. pkgs., per case	4 65

Cereals Unchanged

Winnipeg.

CEREALS.— There is no change in prices on cereals this week. The general tone of the oat market is somewhat stronger. Corn meal, beans, peas and barley are reported easier.

Shelled Walnuts Lower

Winnipeg.

NUTS.—The situation on the shelled walnut market is that prices are somewhat easier, due entirely to the fact that the demand has fallen off owing to usual reaction after the festive season. Shelled almonds are also easier. Stocks held are very light but owing to the uncertainty no heavy purchases are being made. No. 1 Spanish shelled peanuts have been quoted as low as 5½ cents Virginia. It is considered that the bottom has been reached in the peanut market. Shelled brazils are now cheaper although the prices are still high in comparison with other lines.

NUTS, SHELLED—		
Almonds, per lb.	0 46	0 48
Spanish Peanuts, No. 1, per lb.		0 12½
Pecans, per lb.		1 10
Walnuts, per lb.		0 48
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb		0 25
Almonds, per lb.		0 30
Filberts, per lb.		0 20
Walnuts, per lb.		0 25
Pecans, per lb.		0 30

Canned Goods Unchanged

Winnipeg.

CANNED GOODS.—There is practically no change in the canned goods quotations but a decided improvement has been shown for canned fruits and vegetables. Retailers still continue to place orders in small quantities. The high rate of exchange has somewhat affected the higher prices on California canned fruit and vegetables, especially on the late arrivals.

No Change in Dried Fruit

Winnipeg.

DRIED FRUIT.—There has been practically no change in the dried fruit situation since our last report. Raisins are about the only line that show any firmness.

DRIED FRUIT	
Evaporated Apples, per lb.	0 18
Currants, 90-lb., per lb.	0 22
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15½ 0 16¼
Dates, Hallowee, bulk, lb.	0 20
Do., Tunis, bulk, lb.	0 26¾
Do., Package, 8 doz. case, lb.	0 15
Figs, Spanish, per lb.	0 15
Do., Smyrna, per lb.	0 25
Do., black, cartons, per carton	1 00
Loganberries, 4 doz. case, pkt.	0 35

Peaches, standard, per lb.	0 28	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	1.56	1.62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton.	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 24
40-50s, 25s, per lb.	....	0 19½
50-60s, 25s, per lb.	....	0 18¾
60-70s, 25s, per lb.	....	0 16¾
70-80s, 25s, per lb.	....	0 15
80-90s, 25s, per lb.	....	0 13½
90-100s, 25s, per lb.	....	0 13½
In 5-lb. cartons, per carton	....	1 25
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	....	0 29
Choice seeded, 15 oz., 8 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 oz., 8 doz. to case, per lb.	....	0 28
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 27½
Apricots, choice, 25s, lb.	....	0 45
Do., 10s, lb.	....	0 47
Do., Standard, 45s, lb.	....	0 40
Do., choice, 10s, lb.	....	0 42
Do., fancy, 45s, lb.	....	0 50
Do., do., 10s, lb.	....	0 52

Coffee Market Firmer

Winnipeg.

COFFEE.—The Primary coffee market is very much firmer. The demand for coffee locally has shown a decided improvement during the past few weeks.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Snatos, lb.	0 42	0 44

Spices Are Firmer

Winnipeg.

SPICES.— The primary spice market is slightly firmer this week. Pepper has advanced ½ cent per pound. These advances however will not affect the local market till the new goods arrive on the market.

Allspice, Jamaica, best quality, lb.	....	0 28
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 75
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, do., per lb.	....	0 50
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 28
GROUND SPICE.		
Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 30
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 16
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 80
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75

Rice Market Firmer

Winnipeg.

RICE.—The primary rice market is reported firmer, due largely to the report that the California rice crop has been badly damaged and also to the fact that the Chinese rice crop which was expected to be exported is likely to be held in China.

Teas Are Higher

Winnipeg.

TEA.—The latest reports from the primary tea markets state that Orange Pekoes and Broken Pekoes of good quality have shown an advance. Medium teas are also a little higher in price while common grades are firm.

Flour Advances

Winnipeg.

FLOUR.—The flour business is a little brisker and an advance of 50 cents per barrel was announced during the week. Manitoba No. 1 hard flour is now quoted at $11.35 per barrel with 98 pound jute sacks at $5.67½.

Fruit Business Quiet

Winnipeg.

FRUIT. — Wholesale fruit houses report business very quiet this week. Navel oranges are being quoted at $7.00 and $7.50 per case. California lemons are quoted at $6.00 and $6.50 per case while bananas which are arriving more freely are quoted at 12 cents per pound. Apples and other lines of fruit show no change in price.

Vegetables Unchanged

Winnipeg.

VEGETABLES.—Quotations on vegetables have shown no change. Business is reported very quiet. California head lettuce is quoted at $5.00 per case. California celery at $10.00 per case and California cauliflower at $3.50 per case. Potatoes in single bushel lots show no change and are ranging in price from $1.60 to $1.75 per bushel, while carrots and turnips still remain firm at $2.50 to $3.00 per cwt.

Milk Stock Reduced

Winnipeg.

MISCELLANEOUS.—There has been a reduction of three cents per pound in the price of milk stock in bulk. Manilla wrapping paper dropped one cent per pound during the week while Kraft paper declined 1½ cent per pound. Paper bags and toilet paper declined 12½ per cent.

CURTAILING EASY CREDITS

(Continued from page 28)

is no place for him to get the money except from customers to whom he sells goods. So pay your bills; don't ask for a stand off. A man who is slow pays more for his goods." On August 2: "Circulars are coming marked 'Revised prices on future goods.' These show a decline on opening prices, and we think there will be a good many more of these declines before delivery of goods." "Make up your minds to one thing, and that is a lower scale of values all along the line."

There is any quantity of "human interest" scattered through this man's circular letters—little things that show the man to us just as a plain human, who is variable, notional, hasty and slow, kindly and impatient, hard to get on with at times and loveable at others— just like all the rest of us. I'd like to quote further, but have not the space, and besides, we must get to the lesson of all this stuff. I may use some of it later on, but what of its present purpose?

Every Item of Advice a Permanent Axiom

If in reading thus far you have felt inclined to think: "O, well, that is old stuff now. We know the conditions as they are—tell us something we don't know!" you are missing the main point.

For the important lesson here is that everything this man says by way of special caution in present conditions is applicable to every day in every year by every merchant everywhere.

It is good business to watch credits now, but not more so than at any other time. In fact, perhaps the most important danger about the retail credit business is that merchants do not understand its function and its proper limitations. When you sell goods, you set certain prices on them. Those prices are intended to cover your cost, the cost of what service you render, and a profit on both the goods and the service, and you have some idea, though generally it is vague, of the limits of the service.

But when it comes to giving credit, you seem to have no idea of its limits. The customer is very apt to feel that, so long as she is "good for" the amount, it does not much matter when she pays. And you, though you have the daily pressure of the jobber and the bank applied to you to pay up every obligation within very definite limits, fall for this idea of the customer.

Now, aside from the fact that few customers are "good for" much of anything, strictly speaking, even the best of them are only good by courtesy for very limited amounts for a very short time, and all retail credit must be based on the extension of credit for time exactly set and agreed upon when the account is opened. That time is the limit of your agreed service. When it has elapsed, it is up to you to get the money—in full—or close the account. No merchant has anybody but himself to blame if he is afflicted with the "creeping balance" disease; and there is no possible excuse for having it.

If no payment is made, or if partial payment is tendered when a bill falls due, the only correct course is to take it and stop the account. Take your loss while it is small, if it must be taken. Take chances on collecting eight dollars rather than twenty-eight.

As for keeping light stocks—surely we know better now. But will we forget again very soon? Probably. Then the ones who forget will suffer as they are suffering now. The few who remember will prosper. Light stocks are good business any time!

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Jan. 19.—There are few changes in the market this week. Cheese is quoted at 30 cents per pound, an increase of two cents per pound. Eggs are fairly plentiful at 85 cents per dozen. The apple supply is light but large shipments are expected next week. Florida grape fruit is quoted at $7.50 per case an advance of $1.00.

Flour, No. 1 patents, bbl.	....	14 50
Cornmeal, bags	....	3 50
Rolled oats, per bag	....	4 60
Rice, Siam, per 100 lbs.	8 50	11 50
Tapioca, 100 lbs.	....	13 00
Molasses (extra fancy Barbadoes)	....	1 00
Sugar, standard, granulated	....	10 00
Do., No. 1, yellow	....	10 00
Cheese, Ont., twins	....	0 30
Eggs, fresh, doz.	....	0 85
Lard, compound	....	0 19
Lard, pure, lb.	....	0 26
American clear pork, per bbl.	....	50 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 48
Hams, aver, 9-12 lbs.	....	0 41
Do., aver. 12-18 lbs.	....	0 41
Do., aver. 18-25 lbs.	....	0 38
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 55
Do., dairy	....	0 45
Raspberries, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 80
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	1 92½
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 15½
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	2 00
Beans, white	....	3 90
Do., yellow eye	....	7 25
Bananas, lb.	0 10½	0 11½
Lemons, Cal.	....	9 00
Oranges, all sizes	7 50	8 50
Grapefruit, Florida, case	....	7 50
Do., Jamaica	....	5 50
Apples—		
Pippins	4 50	6 00
Spys, No. 1	....	7 00
Do., No. 3	....	2 50
Oats, per bush.	....	1 05

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N. B., Jan. 19.—Business has been improving daily. Prices with the exception of fruit and potatoes are easier. A decline of one cent per pound is noted on N. B. cheese. Compound lard dropped to 17¾ to 18 cents per pound. American clear pork is down $2.00, now quoted at $47.50 to $50.00. A cut of two cents was made on dairy butter now quoted at 53 to 56 cents per pound and tub butter is ranging at 48 to 53 cents. Potatoes are slightly firmer selling at $3.50 to $3.75. Lemons advanced $1.00 per case and bananas are firm at 12 cents per pound.

Flour, No. 1 patents, bbls., Man.	....	13 15
Cornmeal, gran., bags	....	4 25
Do., ordinary	....	2 95
Rolled oats	....	9 50
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	12 00	14 00
Molasses	....	0 85
Sugar—		
Standard, granulated	....	10 60
No. 1, yellow	....	10 10
Cheese, N.B.	0 28½	0 29
Eggs, fresh, doz.	0 90	1 00
Do., cast	0 75	0 80
Lard, pure, lb.	0 24	0 24½
Do., compound	0 17¾	0 18
American clear pork	47 50	50 00
Tomatoes, 2½s, standard, case.	....	4 20
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 40	0 45
Butter, creamery, per lb.	....	0 65
Do., dairy	0 53	0 56
Do., tub	0 48	0 53
Peaches, 2s, standard, case.	7 15	7 20
Corn, 2s, standard, case.	....	3 60
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case.	....	....
Potatoes, per bbl.	3 50	3 75
Lemons, case	6 50	7 50
Oranges, Florida	6 00	7 00
Do., California	6 50	7 00
Bananas, lb.	....	0 12
Grapefruit, case	7 50	8 50

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 19.—Granulated sugar declined 25 cents per hundred but yellow is unchanged. Corn syrups are down 25 cents per case on twos and 30 cents on other sizes. Laundry starches are reduced half cent per pound. Many lines of tobacco are down about ten cents per pound. Candles are one cent per pound lower. One brand of baked beans dropped 30 cents per dozen on twos, 25 cents on one and halves and 5 cents on ones. Kootenashi beans are quoted at $6.75 to $7.00. Pure jams fours, are quoted at $11.50 to $13.00 per case.

Beans, B.C.	6 50	6 75
Rolled oats, 80s	....	3 25
Rice, Siam	6 75	7 20
Japan, No. 1	7 50	7 75
Tapioca	8 00	9 00
Sago	8 00	9 00
Sugar, pure cane, gran., cwt.	....	12 27
Cheese, No. 1, Ont., large	0 29	0 30
Alberta cheese, twins	....	0 29
Do., large	....	0 28
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 40	0 45
Lard, pure, 3s	....	15 90
Eggs, new laid, local, case	....	24 00
Do., storage, case	19 50	21 00
Tomatoes, 2½s, standard, case.	4 15	4 35
Wax and Green Beans, 2s, case.	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case.	4 35	4 60
New early June peas, case.	....	4 50
Strawberries, 2s, Ontario, case.	10 00	10 30
Raspberries, 2s, Ontario, case.	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 15	0 17
Do., 25s, lb.	0 16½	0 18½
Peaches, evaporated, lb.	0 25	0 28
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 10	0 12
Do., 70-80s	0 13½	0 15
Potatoes, local, ton	....	42 00
Walnuts, per lb.	....	0 30
Pecans, lb.	....	0 30

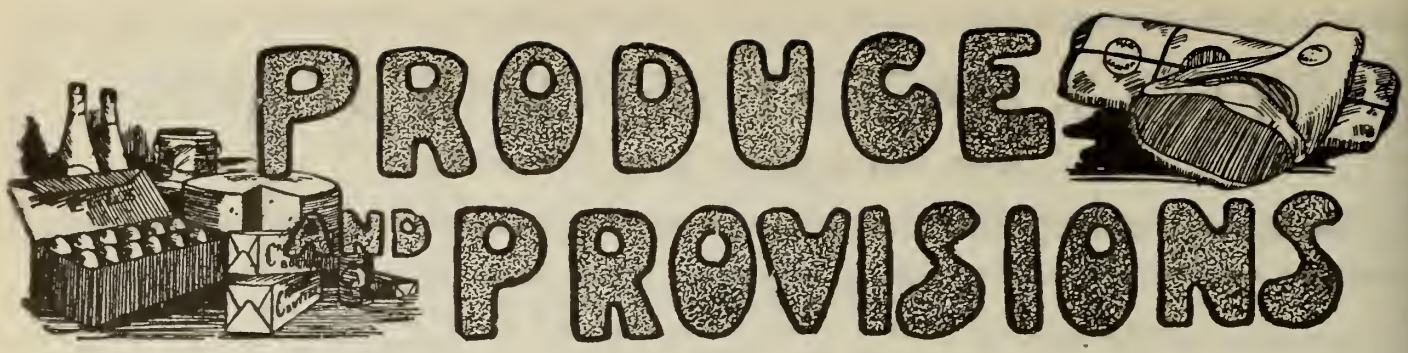
British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Jan. 19—Flour had advanced 20 cents, now quoted $11.90. Jams are selling around $13.00 to $14.00 per case. The packs of jams put up by all the coast packers are short. The demand has been very light, as British Columbia consumers put up more fruit and jam than any year hitherto—as evidenced by the number of cars of jars sold, and the way they have been cleaned up. The jams are of splendid quality and will undoubtedly sell freely later in the spring when the housewives' supplies of "home preserved" have been depleted. Local marmalade opened up at $10 per case of 4s. Currants arriving will sell at higher figures than prevailed during the Christmas trading. Candies and nuts were well cleaned up this year. The jobbers are carrying over probably less than any other year in their history. Salt is selling freely. The Vancouver jobbers have not added increased freight rates to their stocks nor have they added a recent advance of 35 cents announced by the refiners. Tobaccos are showing about a 15 per cent. decline.

STATISTICS ON FLOUR MILLING INDUSTRY

Ottawa, Jan. — A preliminary report on the flour milling industry in Canada, issued by the Dominion Bureau of Statistics, for the calendar year 1919, covers the operations of 1,255 individual plants. The total capital invested in the industry in the Dominion was $76,411,423. The number of employes was 6,960 male and 441 female, who were paid a total salary of $8,083,270. The total fuel cost for operation was $753,396, of which $492,151 was of Canadian origin and $261,245 foreign. The total daily capacity per 24 hours for all mills was stated to be 141,288 barrels. The total cost of materials was $229,827,851 and the value of products $262,763,392. Wheat flour, with a selling value at the mill of $185,982,307, was the chief product of the mills.



Stocks of Cheap Salmon are Smaller

Sockeye Has Passed Out of First Hands—General Manager of Large Packing Concern in British Columbia Cannot See How Lower Prices are Likely—Pre-war Price Talk is Dangerous.

By Special Correspondence to CANADIAN GROCER

"THE 1920 pack of salmon, the biggest bulk of which is consumed during the season of 1921, was below the 1919 pack. The high grade fish, sockeyes, have passed out of first hands entirely and beyond some few small lots, not amounting to more than two or three cars, it is doubtful if it is possible to get any more before the new pack comes in, in July and August," stated the general manager of a British Columbia packing company in an interview with Canadian Grocer. "There is a fair stock of pinks and chums on hand, which are being offered wholesale at considerably less than cost. The stock of the cheap and medium grades of fish on hand is not as big as last season, or the preceding season at this time, and with anything like a demand would disappear very rapidly.

Lower Prices Unlikely

"I do not see how prices for 1921 can go any lower than they are to-day. They are being offered to the wholesalers by the producers at a price that they cannot anywhere near be replaced at. The result is, that the canners who have to buy all their season's requirements for the pack in December and January and make all contracts and labor arrangements in those months for the season starting when the crews leave for the plants in March, are arranging to operate only very few of their plants. On two of the principal supplies, namely cans and nets, we find that on the first, the American Sheet and Tinplate Company, who furnish most of the tinplate, and through an allied company furnish the made-up cans, have announced that their prices on tinplate to the canners for next year, which tinplate is being delivered now and in January, will be the same as last year, and on the other factor, nets, which are brought out from Scotland, the prices are roughly one dollar a pound more than what they were last year, and thus the canners are faced with the replacement of any of the cheap fish that they sell now at a loss at a cost which would show them a still greater loss in selling.

Pre-War Price Talk Dangerous

"My idea is that the wholesaler will never have a chance to buy his cheap grades of canned salmon at a less price than he can do to-day. I know that pre-war price ideas are prevalent, but I think this is quite a dangerous factor, and it is timely to quote the head of a big Eastern manufacturing concern when he says, 'Pre-war price talk is dangerous business, and we are all liable to give way to the present wave of hysteria, with damaging consequences to ourselves. Prices will come down, but it is necessary to remember that we have just passed through a great war. That war has still got to be paid for, and will be a debt for years to come. It will be paid for out of the business of the country to a large extent, and that, together with the big item of overhead, has got to figure in the prices of to-day and to-morrow.'

"While I do not look for any large advance, I do look for a firming up in the prices when the wholesaler begins to realize that the production is going to be so heavily cut this next year, and that this production cannot be increased after arrangements for the season are made after the crews go to the canneries.

Pass It to Buying Public

"One factor that would help out and would increase the demand for salmon, is the passing along to the consumer of the big drop in prices that the manufacturer has taken, and which in most cases has not been passed along to the buying public. Whether the price is held up by the wholesaler or retailer I do not know, but I feel sure that when the reduction that should be given to the public is brought about, the demand for the cheaper grades will increase, and that the distributor who realizes this fact and uses judgment in placing his order for the cheaper grades to see that he gets quality rather than a low price, will benefit by so doing."

Increasing Sales in Bacon

Building a Reputation for a Good Line, Together With the Service That a Meat Slicer Provides, Means Much in the Volume of Sales In Smoked and Cooked Meats

"A FIRST-CLASS bacon and a meat slicer will bring extra business," remarked Mr. Benson, of Benson Bros., Guelph, Ont., to a representative of Canadian Grocer a short time ago. "We certainly can trace some of our accounts to the fact that we have a good meat slicer; and building a reputation for a number one bacon will also do a great deal in the way of attracting business to the store. A reputation for a bacon is a splendid one for any grocer to have. People are very particular about bacon, and if they think the kind you carry is the best, it will in most cases sell other goods for you as well."

Can Give Better Service

There is much to be said for the way in which it is put up, according to Benson Bros.' idea. People want bacon

cut a certain thickness, and this is only possible, of course, with a meat slicer. "A meat slicer will eliminate practically all waste, resulting in a profitable saving for the average grocer," stated Mr Benson. "But apart from the saving, it enables the grocer to give much better satisfaction to the customer, and this improved service, in our case at any rate, has meant increased sales."

Benson Bros.' sales of bacon are heavy, and they claim that this bigger volume of business is due to the fact that they have made a special effort to carry only a reputable line, and the splendid service that a modern meat slicer permits.

Dairy Countries Lead in the Consumption of Oleomargarine

Pre-war Production of Oleomargarine for the Entire World Was 1,500,000,000 Pounds and Denmark and Holland Had the Biggest Per Capita Consumption

Written for Canadian Grocer by T. M. COURON, Winnipeg

OLEOMARGARINE is a comparatively recent food. It was first discovered about 1870 by a French chemist during the Franco-Prussian war, and that event gave it its first big sales. The recent world war has given further impetus to the production and sale of this product. A prominent English manufacturer a short time ago read a paper, stating that the consumption of oleomargarine in Great Britain is two and one-half times what it was before the war, while in the United States it has more than doubled.

Dairy Countries Lead

There has been much discussion of recent years regarding the caloric or vitamine value of oleomargarine. Some of our greatest authorities on this have now come to the conclusion, and are backing their opinion with facts, that oleomargarine does contain a high caloric value. Materials used in oleomargarine are being used on tables or in the kitchens of practically every family today, in some form or another, and these same materials congealed in a solid mass, worked with the whole milk, and pure butter added, certainly must be a food of intrinsic value.

The principal oil used in the manufacture of oleomargarine is also oleo oil that is pressed from the inside body fats of the beef. By that we mean the protective fats that cover the vital organs. Cattle are fed on vegetable matter that produces both the interior fats we have just mentioned and butter fat drawn through the udder, and inasmuch as both fats come from the same source, it is reasonable to expect them to be practically the same chemically in food value and flavor.

Is Popular in Canada

The sale and manufacture of oleomargarine in Canada is a war-time measure which expires August 31st, 1921. During the time that oleomargarine was permitted by the Canadian government to be manufactured in the Dominion, it has enjoyed very much popularity, and some very favorable comments have been made regarding oleomargarine by some of the very best Canadian authorities.

Manufacturers are hoping that inasmuch as this is a good, clean wholesome product, made in Canada, by Canadians, that the Canadian government will give it favorable consideration and permit its sale and manufacture in Canada at the expiration of the war-time measure.

Qualla Salmon Has Still The Heaviest Demand in Fish

Repeat Orders to the Producers at the Coast Have Been Necessary—First Shipments of Frozen North-West Whitefish Are Arriving.

By D. B. DRYSDALE

QUALLA salmon is still leading in sales, with possibly a little preference being shown for the pink. During the past week repeat orders to the producers at the coast have been made necessary by the heavy demand for this line.

The first shipments of frozen north-west whitefish have arrived, and are in splendid condition. These fish are caught through the ice in the provinces of Manitoba and Saskatchewan. As they are taken from the water they are thrown on the ice and with the thermometer registering zero, or perhaps lower, are frozen while practically alive.

The flesh of these fish is a little darker and possibly a little coarser than Lake Ontario whitefish but are very fine eating, and thaw out equal to any fresh caught fish.

New Brunswick Smelts

The first carload lot of fancy No. 1 New Brunswick smelts arrived recently and it has been necessary to cut orders in order to give everyone who has been waiting at least a small share of their order. With colder weather on the coast smelts will, of course, become more plentiful, and shipments more regular, but with the mild weather which we have had lately standing orders have been placed with wholesalers in order for the retailer to secure at least enough of these fish to make a display.

Large orders for Canadian caught fish are being received from across the line. Halibut and haddies with a few other smoked lines seem to have the call.

Pan frozen yellow pickerel have been reduced 1 cent per pound. These are a good eating fish and very similar in quality and flavor to black bass.

All Fish in Demand

There is a good supply and a better demand for practically every known kind of edible fish at the present time, and barring bad luck with the weather, there is no doubt but what this season's business will be away ahead of last year's.

SAMUEL DUCKWORTH AGAIN FINED FOR SELLING ADULTERATED BUTTER

Samuel Duckworth was fined $100 and costs in the Toronto Police Court by Magistrate Cohen for selling adulterated butter. The costs of the case only amounted to $2.35, rather to the surprise of the attorney for the Department of Agriculture, who expected to get counsel fee, cost of analysis and all other incidentals.

In a previous conviction, when the accused was found guilty, he was only fined $50 and the costs were $42. It was shown in evidence that he had sold the oleomargarine to Mrs. Delia Sellers, who keeps a grocery store on Dundas Street, Toronto, and had said at the time that it was good creamery butter. It was seized in her possession. The defendant is a produce peddler, and stated that he had purchased the goods from a farmer at his door and sold it in good faith.

BUSINESS IN 1920 TOTALS $243,000

Simcoe, Jan. 18.—The Norfolk Farmers' Co-operative Association has been formed into a co-operative share capital company, with shares at $10 each. When the association was formed three years ago the members gave their notes. The business done in 1918 was $91,000; in 1919, $141,000, and in 1920, $243,000. The members will this year receive 3 per cent. of the business done, as against 2½ per cent. last year.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Jan. 19.—The feature of the produce market this week is the easier market for hogs, with a reduction in prices paid for live hogs of 50 cents per cwt. The quotations on smoked and cured meats are, however, steady, with a good demand. There is no change in the quotations on barrelled meats. The lard market has become very weak as a result of a light demand from the trade and the weakness in the hog market. There is a reduction in some prices quoted on lard. The shortening market is in consequence in a weak condition. Both butter and cheese are very strong with an advance in the quotations on cheese. The demand for butter has greatly improved and a better movement of stocks is experienced with an advance in some prices. The egg market is holding firm at the lower quotations, but prices vary considerably for strictly fresh eggs. From eighty to ninety-five cents per dozen is being paid, and in some cases strictly fresh eggs are selling retail at $1.15 per dozen. Lower prices are given this week on halibut and B. C. salmon. There is an improved demand for fish and the colder weather is facilitating handling.

Hog Market Weaker

Montreal.

FRESH MEATS.—A larger offering of hogs on the market has resulted in further weakness through this week in the hog market. Prices generally have shown further decline with a less urgent demand from the leading packers. The most pronounced change for the week was a decline of 75 cents per cwt. in some cases, but in most cases 50 cents per cwt., making the price for live hogs weighed off cars $17.00 per cwt. Most of the prices on cuts of pork are unchanged, but trimmed shoulders are slightly easier being quoted from 27 to 28 cents. There is no change in the market for beef. Supplies are no better and prices remain unchanged.

FRESH MEATS

Hogs, live (selected)	0 17	0 17½
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 25½	0 26
Fresh Pork—		
Legs of pork (foot on)	....	0 33
Loins (trimmed)	0 37	0 38
Bone trimmings	....	0 28
Trimmed shoulders	0 27	0 28
Untrimmed	....	0 26½
Pork sausage (pure)	....	0 25
Farmer sausage	....	0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18
Fresh Beef—		

(Cows)			(Steers)	
$....	$....	..Hind quarters..	$0 22	$0 30
0 10	0 15	..Front quarters..	0 12	0 17
0 36	0 38	..... Loins	0 40	0 45
0 16	0 25	..... Ribs	0 16	0 28
0 10	0 13	.... Chucks	0 10	0 15
0 20	0 26	..... Hips	0 20	0 29

Calves (as to grade)	0 18	0 26

Smoked Meats Steady

Montreal.

SMOKED MEATS.—The market for smoked and cured meats throughout the week proved steady with a fair amount of business packing for domestic and country trade. The supplies are not large, but they are ample to meet all requirements.

BACON—		
Breakfast, best	0 38	0 46
Smoked Breakfast	0 44	0 48
Cottage Rolls	....	0 36
Picnic Hams	....	0 32
Wiltshire	0 43	0 47½
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 37
Do., 14-20	....	0 37
Do., 20-25	....	0 33
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

Barrelled Meats Unchanged

Montreal.

BARRELLED MEATS.—There are no changes this week in the quotations on barrelled meat. The prices ruled steady with only a fair demand for domestic trade.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	29 00	54 00
Clear fat backs (bbl.), 40-50 pieces	25 75	47 50
Heavy mess pork (bbl.)	20 75	37 50
Plate Beef	....	25 00
Mess Beef	....	23 00

Cooked Meats Steady

Montreal.

COOKED MEATS.—The demand for cooked meats at this season is not large. Prices are steady and unchanged.

Jellied pork tongues	....	0 40
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 33
Hams, cooked	0 61	0 68
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 63
Do., 6-lb. tins, per lb.	....	0 16
Do., 25-lb. pails, per lb.	....	0 15

Egg Prices Vary

Montreal.

EGGS.—The egg market holds firm this week at the lower quotations. Prices vary considerably on the market, some quotations for new-laid eggs are as low as 85 cents, but the ruling price seems to be 90 cents. The supply is better than it has been for some time, but eggs are selling from the retail trade at as high as $1.15 per dozen for strictly fresh eggs. These eggs however have been bought direct from the farmers and carry the personal guarantee of the retailers.

EGGS—		
Strictly fresh	0 90	0 95
Selects	0 75	0 80
No. 1	....	0 70
No. 2	0 56	0 58

Stronger Butter Market

Montreal.

BUTTER.—A stronger and better feeling has prevailed in the local butter market this week, owing to a steady improvement in the demand for supplies from both local and outside buyers, which resulted in a very active trade being done in car lots. The butter market showed every tendency to strengthen up to an advance.

BUTTER—		
Creamery prints, qual., new..	0 52	0 54
Do., solids, quality, new.....	0 50	0 53
Dairy, in tubs, choice	0 48	0 50
Do., prints	....	0 49

Higher Tendency for Cheese

Montreal.

CHEESE.—The improved condition of the Sterling exchange and higher prices bid for export trade has given a stronger tendency to the cheese market. The spot stocks of local dealers have been reduced considerably by the outside demand and cheese quotations are holding firm at from 27 to 28 cents per pound.

CHEESE—		
New, large, per lb.	0 27	0 28
Twins, per lb.	0 27	0 28
Triplets, per lb.	0 27	0 28
Stilton, per lb.	....	0 37
Fancy, old cheese, per lb.	0 33	0 34
Quebec	0 28	0 30

Lower Prices for Lard

Montreal.

LARD.—The condition of the market for lard shows no improvement, the demand for supplies from all sources having continued somewhat limited, and trade in consequence has been rather quiet. The weaker feeling of the hog market is reflected in the quotations on lard and prices have a weaker tendency.

LARD—		
Tierces, 360 lbs.	0 22½	0 23¼
Tubs, 60 lbs.	0 23½	0 24½
Pails, 20 lbs.	0 23¼	0 24¾
Bricks	0 26	0 28

Shortening Market Weak

Montreal.

SHORTENING.—The shortening market follows closely the tendencies of lard and a weaker feeling is evident on account of the condition of the hog market. Quotations remain unchanged as given below.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 19½
Tubs, 60 lbs.	0 23½	0 25
Pails, 20 lbs., per lb.	....	0 20½
Bricks, 1 lb., per lb.	....	0 22

Halibut Prices Lower

Montreal.

FRESH FISH.—The demand for fresh fish has increased lately and the colder weather has facilitated the handling. The quotations on fish are in some cases a little easier this week. Frozen halibut, medium, is quoted at 21 to 22 cents per

pound. British Columbia dried salmon is lower, quoted at from 20 to 21 cents per pound. The list of fresh fish offered in the market is cut down considerably at this season. The supply of haddock, steak cod and market cod are sufficient to meet the present demand.

FRESH FISH		
Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07
Flounders	....	0 10
FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Do., Western, medium	0 21	0 22
Mackerel	0 15	0 16
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddie, 15-lb. box.	....	0 14
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35
BULK OYSTERS		
Standard, No. 1	....	3 25
Do., No. 3, can	....	9 50
Selects, No. 1, can	....	3 75
Selects, No. 3, can	....	11 00
Jars, 1 doz. box	....	6 50
Do., 2 doz. box	....	12 50

Poultry Prices Firm

Montreal.

POULTRY.— The poultry market is firm this week with only fair offerings on the market which are sufficient to meet the present demand. Quotations are firm and unchanged.

POULTRY—		
Turkeys, per lb.	0 50	0 53
Chickens	0 30	0 33
Fowl	0 26	0 32
Roosters	0 23	0 25
Ducks	0 33	0 40
Geese	0 30	0 34

ONTARIO MARKETS

TORONTO, Jan. 19.—The hog market is slightly firmer although packers were trying to bring prices down; in this respect they were unsuccessful owing to the small number offered and the heavy demand. Dry salt meats are reduced. Cooked meats and smoked hams and bacon are unchanged. The egg market is holding firm, due to the fact that storage stocks are practically cleaned up and new laids are not arriving in sufficient quantities to meet the demand. The result of the rapidly decreasing stocks of cheese and butter is that the markets for both these lines are in a strong position with prices slightly higher. Lard and shortening are unchanged, but the tone of the market continues easy. There is a brisk demand for fish and all lines are well represented with the exception of smelts. Smelts continue very scarce and the only way to procure supplies is for the retailer to place orders ahead. Poultry supplies are arriving satisfactorily, but prices are up one to four cents per pound.

Hog Market Unsettled

Toronto.

FRESH MEATS.—Owing to light receipts and a heavy demand, packers were unable to bring down prices to the basis that they were offering, in fact the market considerably stiffened and prices were slightly advanced since Canadian Grocer went to press last week. The hog market is more or less unsettled and future prices will depend altogether upon the receipts as packers generally are short of supplies. The supply of cattle at the Union Stock Yards was fairly heavy during the week and prices were ruling steady. Quotations on dressed meats are unchanged.

Hogs—		
Dressed, 70-100 lbs., per cwt.	21 00	23 00
Live, off cars, per cwt.	15 50	16 00
Live, fed, and watered, per cwt.	15 25	15 75
Live, f.o.b., per cwt.	14 25	14 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 28½
Loins of pork, lb.	....	0 40
Fresh hams, lb.	....	0 32
Tenderloins, lb.	....	0 63
Spare ribs, lb.	....	0 21
Picnics, lb.	....	0 23
New York shoulders, lb.	....	0 26½
Montreal shiulders, lb.	....	0 26½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 23	0 26
Front quarters, lb.	0 14	0 16
Ribs, lb.	0 25	0 30
Chucks, lb.	0 12	0 15
Loins, whole, lb.	0 30	0 38
Hips, lb.	0 18	0 20

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 22	0 25
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 10	0 16

Above prices subject to daily fluctuations of the market.

Salt Meats Reduced

Toronto.

PROVISIONS.—Smoked hams and bacon are ruling steady. Dry salt meats are reduced 1½ to 2½ cents per pound. Long clear bacon is now quoted at 23½ to 27½ cents per pound. Clear bellies are 29½ to 30½ cents per pound and fat backs are 22 to 24 cents per pound.

Hams—		
Small, 6 to 12 lbs.	....	0 39
Medium, 12 to 20 lbs.	....	0 38½
Large, 20 to 35 lbs. each, lb.	....	0 33½
Heavy, 35 lbs. and upwards	....	0 24½
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 54	0 59
Rolled, per lb.	....	0 66
Bacon—		
Breakfast, ordinary, per lb.	....	0 44
Breakfast, special trim	....	0 52
Roll, per lb.	....	0 32½
Wiltshire (smoked sides), lb.	....	0 37½
Do., three-quarter cut	....	0 41½
Do., middle	....	0 43½
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27½
Do., av. 80-90 lbs.	....	0 23½
Clear bellies, 15-30 lbs.	0 29½	0 30½
Fat backs, 10-12 lbs.	0 22	0 24

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork, 200 lbs.	....	41 00
Short cut backs, 200 lbs.	47 00	50 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	56 00
Heavy	....	53 00

Above prices subject to daily fluctuations of the market.

Cooked Meats Unchanged

Toronto.

COOKED MEATS.—Cooked meats are quiet and unchanged.

Boiled hams, lb.	0 55	0 59
Boiled shoulders	....	0 48
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 62
Jellied calves tongue	....	0 56
Large bologna, lb.	0 17	0 20

Above prices subject to daily fluctuations of the market.

Eggs Hold Firm

Toronto.

EGGS.— Egg quotations are holding firm as the storage stocks are practically exhausted and new laids are not arriving in sufficient quantities to meet the demand.

EGGS—		
Selects	....	0 80
No. 1	....	0 77
Extra selects in cartons	....	0 85
New laid	....	0 90

Prices shown are subject to daily fluctuations of the market.

Cheese Market Firm

Toronto.

CHEESE.—Stocks of cheese are rapidly moving off with the result that prices are firmer and higher. Large cheese is quoted to the trade at 28 cents per pound, an advance of one cent. Stocks of cheese remaining in storage in Montreal on Jan. 1 were 88,053 boxes against 139,661 boxes Dec. 1, 1920 and 294,753 boxes Jan. 1, 1920. There remained in storage in Ontario 11,803 boxes on Jan. 1, 1921 against 17,713 boxes Dec. 1, 1920 and 28,669 boxes on Jan. 1, 1920.

CHEESE—		
Large, per lb.	....	0 28

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Lard Ruling Unchanged

Toronto.

LARD.—There is no change in quotations on lard, the market is fairly steady.

LARD—		
1-lb. prints	....	0 26
Tierces, 400 lbs.	....	0 22

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Shortening Market Easy

Toronto.

SHORTENING.—The shortening market continues to rule with an easy tone with a tendency for further reductions. Quotations during the week are holding at 15½ cents tierce basis.

1-lb. prints	....	0 19
Tierces, 400 lbs.	....	0 15½

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Butter Market Strong

Toronto.

BUTTER.—Butter is ruling strong with indications for higher prices. Stocks in storage are rapidly diminishing and if the reduction continues at the present rate stocks in storage will likely be exhausted and butter becoming very scarce long before the new grass butter arrives. Stocks held in storage in On-

tario were 45,495 packages on Jan. 1, against 67,689 packages Dec. 1, 1920.

BUTTER—		
Creamery prints	0 55	0 57

Fish in Brisk Demand

Toronto.

FISH.—There is a brisk demand for fish and prices are holding steady. Smelts continue scarce but a shipment is expected to arrive this week end. Smelts, extras are quoted at 25 cents per pound, No. 1 at 18 cents and No. 2 at 12 cents. British Columbia pink sea salmon is offered at 8½ cents per pound and ocean caught salmon at 10 cents per pound in case lots. Oysters are selling well at $12.30 for No. 3 size package and $20.00 for No. 5 size package. Shell oysters are quoted at $18.00 and $20.00 per barrel. Newfoundland natural frozen sea herrings pack in 50, 100 and 200 pound cases are quoted at 7 cents per pound. Other quotations are as follows:

FRESH SEA FISH		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 24
Fresh Whitefish	0 14	0 15
Fresh Herring	0 09	0 10
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 11	0 12
Oysters—		
No. 1 tins	....	4 20
No. 3 tins	....	12 80
No. 5 tins	....	20 00
Glass jars, doz.	....	6 50
Shell Oysters—		
600 count, per bbl.	....	20 00
800 count, per bbl.	....	18 00
FROZEN FISH		
Halibut, medium	0 23	0 24
Do., Qualla	0 11	0 12
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
Salmon, Cohoe	0 19	0 20
Do., Red Spring	....	0 28
Sea Herring	0 07½	0 08
Brill	0 10	0 11
Smelts—		
Extras, per lb.	....	0 25
No. 1, per lb.	....	0 18
No. 2, per lb.	....	0 12
SMOKED FISH		
Haddies, lb.	0 12	0 13
Fillets, lb.	....	0 18
Kippers, box	2 25	2 75
Bloaters	....	3 00
Boneless Digbys, box	1 65	1 75
Bundles, Digby	....	1 20
Ciscoes, lbs.	....	0 22
Salmon Snacks, lb.	....	0 24
PICKLED FISH		
Labrador Herrings, kegs, 100 lbs.	....	6 50
Do., bbl., 20 0lbs.	....	12 00
Do., pails, 20 lbs.	....	2 25
Salt Mackerel, 20-lb. kit	....	3 25
Holland Herrings, Milchers	....	1 35
Do., mixed	....	1 25

Poultry Prices Move Up

Toronto.

POULTRY.—Poultry continues to arrive in fair quantities but the market is considerably firmer with prices advanced one to four cents per pound.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	$0 50	$0 58
Roosters	0 22	0 25
Fowl, over 5 lbs.	0 30	0 30
Fowl, 4 to 5 lbs.	0 27	0 28
Fowl, under 4 lbs.	0 20	0 23
Ducklings	0 32	0 35
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 25- 0 30	0 30- 0 35
Geese	0 22	0 30

Prices quoted to retail trade:

	Dressed	
Turkeys	0 60	0 63
Geese	0 32	0 35
Hens, heavy	....	0 32
Do., light	0 30	0 33
Chickens, spring	0 32	0 38
Ducklings	0 32	0 38

WINNIPEG MARKETS

WINNIPEG, Jan. 19.—The main feature in the produce and provision market is the decline of 50 cents per cwt. in the price of hogs. Lard and shortening have also shown a decline and lard is being quoted at 25 cents per pound and shortening at 17 cents per pound. The butter market is reported very much firmer and advanced two cents per pound during the week. The best quality creamery butter is now quoted at 60 cents per pound. Dairy butter is weak. New laid eggs are very scarce with just a few arriving. Spot stocks of storage eggs are pretty well exhausted. Oysters are lower.

Hog Market Weaker

Winnipeg.

FRESH MEATS.—The hog market has shown a weaker tone during the week and selected live hogs are being offered at $13.50 per cwt. The cattle market during the week has found liberal offering for disposal and the market generally developed a weaker tone. There have been very few arrivals of sheep and lambs on the market and the bulk of lambs offered for sale were only fair quality.

Selected, live, cwt.		13 50
Heavies		10 50
Light		13 50
Sows		7 50
Fresh Pork—		
Legs of Pork, up to 35 lbs., lb.	0 22	0 27
Spare Ribs	....	0 23½
Loins of Pork, lb.	0 32½	0 35½
Fresh Hams, lb.	0 24	0 29
Picnics, lb.	....	0 25
Shoulders	....	0 27
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 13	0 24
Front quarters, lb.	0 08½	0 13
Whole carcass, good grade, lb.	0 10	0 18
Mutton—		
Choice, lb.	....	0 16
Choice long hinds (leg and loin)	....	0 25
Choice Stews	....	0 11
Lambs—		
Choice, 30-45 lbs.	....	0 24
Veal—		
Good veal, 40 to 80 lbs., hind quarters	....	0 22
Carcass	....	0 16

Bacon and Ham Unchanged

Winnipeg.

PROVISIONS.—Cured meats of all descriptions are ruling steady, and the demand has been extremely good.

8 to 16 lbs., per lb.	0 39½
16 to 20 lbs., per lb.	0 38
Boneless, 8-16 lbs., per lb.	0 43½
Skinned, 14-18 lbs., lb.	0 42
Skinned, 18-22 lbs., lb.	0 41
Bacon—	
Sliced, 6 to 10 lbs., lb.	0 63½
Cottage Rolls, boneless	0 39
Bellies, 6-10 lbs., lb.	0 40
Do., 10-14 lbs., lb.	0 41½
Do., 14-16 lbs., lb.	0 45½

Cooked Ham in Demand

Winnipeg.

COOKED MEATS.—The demand for cooked ham has been extremely good during the past few weeks. There is no change in quotations.

Hams—	
Best quality, skinned, 8-13 lbs.	0 58½
Do., 13-16 lbs.	0 55½
Roast Ham, lb.	0 60½
Roast Shoulders, lb.	0 48½
Head Cheese, 1-lb. tins	0 17½
Jellied Ox Tongues, lb.	0 68
Pork Tongues	0 61½
Luncheon Cooked Meats, lb.	0 30

Shortening Declines

Winnipeg.

LARD.—Lard and shortening have shown a decline. Pure lard in tierces of 400 pounds is quoted at 25 cents per pound. Shortening is now 17 cents per pound and in twenty pound wooden pails $3.90 each.

Pure Lard, No. 1 quality, per lb. (in tierces of 400 pounds.)	....	0 25
Do., wooden pails, 20-lb. pails	....	5 50
Shortening, wooden pails, 20-lb. pails, per pail	....	3 90
Shortening, tierces of 400 lbs., per lb.	....	0 17

Cheese Unchanged

Winnipeg.

CHEESE — Cheese remains steady with no change in prices.

CHEESE—		
Ont., large, lb.	....	0 28
Ont., Twins, lb.	....	0 29
Ont., Triplets, lb.	....	0 29¼
Man. cheese, large, lb.	....	0 27

Butter Market Firmer

Winnipeg.

BUTTER. — Best quality creamery butter advanced 2 cents per pound during the week, and is now being quoted at 60 cents per pound. Dairy butter is weak.

BUTTER—		
Creamery, best table grade	....	0 60
Dairy, best table grade	0 45	0 50
Margarine	0 30	0 35

New Laid Eggs Scarce

Winnipeg.

EGGS.—New laid eggs are reported very scarce. Spot stocks of storage eggs are practically exhausted.

Poultry Is Firm

Winnipeg.

POULTRY—There are very few fancy poultry on the market just now and quotations remain unchanged.

POULTRY	Per lb.
D.P. Broilers, 2½ lbs. and under	0 35
D.P. Chickens, 3½ lbs. and under	0 32
Do., 3½ lbs. and over	0 34
C.D. Fowl, 3½ lbs. and under	0 29
Do., 3½ lbs. and over	0 31
Turkeys, mixed weights	0 47
Choice Geese	0 35

Oysters Are Lower

Winnipeg.

FISH.—Oysters, selects are now quoted at $4.00 and shell oysters are quoted at $28.00 per barrel. Smoked Alaska cod is quoted at 20 cents per pound. The demand for fish is holding steady.

Black Cod, lb.	....	....
Brills, lb.	....	0 08½
Herring, Lake Superior, 100-lb. sacks, new stock	....	....
Halibut, chicken, cases 300 lbs.	....	0 15½
Do., broken cases	....	0 16½
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 13
Salmon—		
Cohoe, in full boxes, 300 lbs.	....	0 20
Do., in broken cases	....	0 21
Red Spring, in full boxes	....	0 24½
Do., broken cases	....	0 25½
Soles	....	0 08½
Baby Whites or Tulibees	....	0 09½
Whitefish, dressed, case lots	....	0 17
Do., broken cases	....	0 18

DAVIES

Peerless Brand Pickles

Buy now for Spring delivery

At These Prices

REGULAR PACK

	Sweet Mixed	Sour Mixed	Chow	No. Doz. in case	Gross Wgt. lbs.
8 oz. crown	$3.00	$2.90	$3.10	3	32
12 oz. squat	$3.60	$3.35	$3.40	3	55
16-oz. Mason	$4.95	$4.25	$4.40	2	53
20-oz. square	$5.00	$4.70	$5.00	2	58
35-oz. square	$7.60	$6.80	$7.60	1	50

BULK PICKLES

Prices all per keg

No. gals. in pails	Sour Mixed	Chow	Sweet Mixed
1 gal.	$2.25	$2.35	$2.50
5 gal.	7.35	8.00	9.00

BULK PICKLES IN OAK KEGS

5 gal	$ 8.35	$ 9.00	$10.25
10 gal.	15.50	16.75	18.50

"PEERLESS" BRAND TOMATO CATSUP

(Natural Color)

	Price per doz.	No. doz. to case	Gross wgt. lbs.
8 oz. crown cap	$2.35	3	40
12 oz. crown cap	3.25	2	40
24 oz. crown cap	5.40	1	40

CATSUP IN BULK

	Price per jug	Weight
1 gallon jugs—6 to case	$2.20	110

STANDARD MINCE MEAT

	Per Lb.
Pails, 25 lbs. net	17½c
Tubs, 60 lbs. net	17¼c

Condensed Mince Meat, 11-oz. pkgs., 3 doz. to case, per case $7.00

Important Notice "All the above prices are quoted F.O.B. any Station in Ontario where freight rate does not exceed $1.75 per Cwt."

THE WILLIAM DAVIES COMPANY LIMITED

Toronto Hamilton

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

"EASIFIRST"

the package that moves!

When you specify Easifirst Shortening you are making sure that it will not stay long on your shelves. Easifirst is the package that moves—that also moves the profits your way.

More than this, the quality of Easifirst makes satisfied customers—customers who come back for more.

Get in on this profitable line. Place an order now.

Phone Junction 3400

Gunns LIMITED WEST TORONTO

BRUNSWICK
BRAND SEA FOODS
ARE MONEY MAKERS

Every tin of BRUNSWICK BRAND GOODS you sell means good profits and satisfied customers. Every tin is packed with the greatest care and nothing but the choicest fish are sold to the public.

When your customers ask for canned fish, recommend BRUNSWICK BRAND.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tin)

Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited
BLACK'S HARBOR, N.B.

Winnipeg Representatives: Chas. Duncan & Son, Winnipeg, Man.

SALT PLANT, WINDSOR, ONT.

Salt—Salt—Salt

For whatever purpose Salt is required, the Canadian Salt Company products lead in quality and purity.

Windsor Table Salt
(For general household use)

Regal Table Salt
(Free running sold in Cartons)

Windsor Dairy Salt

Windsor Cheese Salt

These salts have won the confidence of the public. Their reputation for reliability assures constant demand.

Made in Canada

The Canadian Salt Co.

Limited

Windsor - - Ontario

King Oscar

BRAND SARDINES

The finest flavored, highest-grade sardines on the market. **King Oscar** brand are packed from carefully selected Norwegian-caught bristlings in pure oil, and their tempting flavor and exceptional quality will win steady repeats from your better class of trade.

Recommend them for making dainty, wholesome sandwiches, etc., for afternoon teas, socials, etc. You'll find the profits worth a little extra selling effort.

Canadian Agents :

John W. Bickle & Greening

Hamilton, Ontario

HANSON'S

GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.

244 St. Paul St. West MONTREAL

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-

GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & Co.

READY FOR NSTANT USE BY SIMPLY ADDING WATER OR MILK

White Swan Pancake Flour .... a big seller during this cold weather

These cold winter days are ideal pancake days, and grocers who properly feature and suggest this high-grade WHITE SWAN PANCAKE FLOUR will find it a highly profitable seller.

White Swan Spices & Cereals Ltd.
Toronto, Can.

The Family Milk Supply
is in your hands, Mr. Grocer

Carnation advertising teaches the people the advantages of using evaporated milk and purchasing it from you—the Modern Milkman.

The opportunity to profit from the increased demand for Carnation Milk should not be neglected.

Tie up your store to this campaign—tell your customers you stock Carnation Milk—display the cans and advertising cards on your counter.

Carnation advertising material is free. Ask our representative or write for some of the following pieces:

Suggestions for Window Trims—Giant Carnation Carton—Counter Cutout—Counter Stand—Story of Carnation Recipe Book—Carnation Streamers or Hangers.

Address—CARNATION MILK PRODUCTS CO., Limited, Aylmer, Ontario

Remember—your jobber can supply you.

Carnation Milk

"From Contented Cows"

The label is red and white

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & CO.

Hamilton and Winnipeg

Get after the profitable Soft drink trade

Keep your stock of Marsh's beverages well displayed and suggest a case of assorted with every order. Your customers will need Marsh's beverages to serve to the afternoon callers during the social season.

Keep your stocks well supplied. Order to-day.

Marsh's Grape Juice
Marsh's White Grape Juice
Marsh's Pure Apple Cider
Marsh's Unfermented Port
Marsh's Unfermented Black Cherry Wine

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Co., Limited
Toronto and Montreal

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD., 180 St. Paul St. West, Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 00
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, eacb 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO., Toronto, Ontario.

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	$4 80
98-lb. jute bags, per bag	6 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	6 50

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches Laundry Starches

Boxes—	
40-lb. Canada Laundry	$0 09¾
100-lb. kegs, No. 1. white	0 10¼
200-lb. bbls., No. 1 white	0 10¼
40-lb. Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 11¾
40-lb. Benson's Enamel (cold water), per case	4 10
Celluloid, 45 cartons, case	4 70

Culinary Starch

4 lbs. W. T. Benson & Co.'s Challenge Corn	0 10

(Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 13

(20-lb. boxes ¼c bigher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 11½
40 lbs. Canada Corn Starcb, 1 lb. packages, per lb.	0 10
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 10
40 lbs. Argo Corn Starch, 1 lb. packages	0 10
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 13

(20 lb. boxes ¼c higher, except Potato Flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$6 15
5-lb. tins, 1 doz. in case	6 85
10-lb. tins, ½ doz. in case	6 55
20-lb. tins, ¼ doz. in case.	6 00
Barrels, about 700 lbs.	0 08
Half barrels, about 350 lbs.	0 08¼

CROWN BRAND CORN SYRUP

2-lb. tins, 1 doz. in case	$5 55
5-lb. tins, 1 doz. in case	6 25
10-lb. tins, ½ doz. in case	5 95

(5, 10 and 20-lb. tins have wire handles.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

MAGOR, SON & CO., LTD. INFANTS' FOOD

	Doz.
Robinson's Patent Barley—	
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

CANADIAN MILK PRODUCTS, LIMITED

Toronto and Montreal

KLIM

8 oz. tins, 4 dozen per case	$12 50
16 oz. tons, 2 doz. per case	11 50
10 lb. tins, 6 tins per case	25 00

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼ lb.	....
D.S.F., ½ lb.	....
D.C.F., 1 lb.	....
F.D., ¼ lb.	....

	Per jar
Durham, 1-lb. jar, each	....
Durham, 4-lb. jar, each	....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

	Doz.
Polisb, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 36
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 25
Sbamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 36
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ½s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 25

"SALADA"

Up goes the sales-record

The first week of this year equalled the first 10 days of 1920 in point of poundage—and we thought January 1920 a wonderful month of sales. The second week was even greater.

From everywhere we are receiving the most enthusiastic predictions of new records to be made.

Can we count on your co-operation to our *mutual* benefit?

SALADA TEA COMPANY OF CANADA, LIMITED

Through all the Time of High Prices

Postum Cereal and **Instant Postum** were not advanced in price and still sell at pre-war prices to the trade and the customer—

Postum Cereal and **Instant Postum** have always provided the grocer a good, substantial profit—

Postum Cereal and **Instant Postum** continue to gain more and more users every week—

That's why grocers find it worth while to push these staples with a specialty profit.

Sale Guaranteed

Backed by permanent, persistent, nation-wide advertising.

"There's a Reason" for their popularity

Made by Canadian Postum Cereal Co., Ltd., Windsor, Ontario

MATHIEU'S
SYRUP OF TAR
and
COD LIVER OIL

... A Profitable Winter and Spring side-line every good grocer can sell

Most of your customers during this winter and spring will need at some time this highly efficient and nationally known MATHIEU COUGH REMEDY. It is not only a cough cure of the highest order, but it also possesses tonic properties that build up the system while curing the cold.

Its curative properties will win the confidence of your customers and on every sale there is a profit margin that makes selling it a highly profitable proposition. Try a sample order.

J. L. MATHIEU CO., *Proprietors*
SHERBROOKE, QUEBEC

MASTER MASON

Canada's Joy Smoke

Order from your Wholesaler

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

Rock City Tobacco Co.
Limited
QUEBEC and WINNIPEG

ROYAL ACADIA SUGAR

In 2 and 5-lb. cartons; 10, 20 and 100-lb. bags; half barrels and barrels.

ROYAL ACADIA

—the name of a sugar that is **always** 100 per cent. pure and 100 per cent. sweet—a sugar that is known from coast to coast and appreciated for its purity and great strength.

Grocers can highly recommend **Royal Acadia** and feel absolutely assured that its superior qualities will never fail to please because its purity never changes from one year's end to the other. It is "Every grain pure cane" —always.

The Acadia Sugar Refining Co., Limited

HALIFAX MONTREAL

Make your next flour order Brodie's. You'll find it an active seller.

A Sterling Seller—

Brodie's XXX Self-Raising Flour has proven a steady, profitable seller for hundreds of Canadian Grocers. Its high quality and purity is a guarantee of continuous, profitable repeat orders.

Brodie & Harvie, Limited

Bleury Street, Montreal

Ontario Representative:
CHADWICK & WRIGHT, 28 DUKE STREET, TORONTO, ONT.
Quebec Representative:
RENAUD & CIE, INCORPORATED, QUEBEC

SPECIAL PRICES ON

Seeded and Seedless Raisins

Both Packages and Loose.

W. H. Millman & Sons
GROCERY BROKERS, TORONTO, ONT.

Phone 1577 REDUCTIONS Jan. 21, 1921

1 lb. Prints Choice Creamery Butter 56c.
Strictly New Laid Eggs - - 80c.
Fancy Dressed Chickens - - 40c.

Good for 6 days after above date.
Subject to confirmation.

C. A. MANN COMPANY
LONDON, ONT.

Books of Interest to Grocers

Grocery:
Grocers' Encyclopedia $10.50

Card Writing:
Flowers, Scrolls and Fancy Borders 1.00

Accounting and Bookkeeping:
Estimating 1.00
Brown's Ship Accounts.... .75
Cost Accounting Path-finder ..... .50
Ropp's Calculator ..... .35
Costs Accounting 5.00

TECHNICAL BOOK DEPT.
The MacLean Publishing Co.
153 University Ave., Toronto

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10c size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 05
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 05
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 15
20—1c Milk Chocolate Sticks, 60 boxes in case	0 30

BRODIE & HARVIE, Ltd.
14 Bleury St., Montreal.

XXX Self-Raising Flour, 6 lbs. packages, doz.	$5 90
Do., 3 lbs.	3 00
Superb Self-Raising Flour, 6 lbs.	5 70
Do., 3 lbs.	2 90
Crescent Self-Raising Flour, 6 lbs.	5 80
Do., 3 lbs.	2 95
Buckwheat, Self-Raising, 1½ lbs.	1 60
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz.	1 60

SMALL'S LIMITED, MONTREAL
"FOREST CREAM" MAPLE SYRUP

36—10 oz. bottles	$ 7 15
24—16 oz. bottles	6 75
12—32 oz. bottles	6 40
24—28 oz. tins	8 20
6—160 oz. tins	11 40
1—5 gal. tin, crated	10 90
In barrel, per gal.	2 10

FOREST CREAM PURE SUGAR SYRUP

36—10 oz. bottles	$ 8.40
24—16 oz. bottles	8 20
12—32 oz. bottles	7 50
24—28 oz. tins	11 00
6—160 oz. tins	15 60
1—5 gal. tin, crated	16 00
In barrel, per gal.	2 80

FOREST CREAM MAPLE BUTTER

Reputed 1 lb. tins, 24 in case.	$ 4 80
2½ lb. tins, 24 in case	12 40
5 lb. tins, 12 in case	12 00
30 lb. pails	5 30
2—30 lbs., pails, crated	11 15
In barrel, per lb.	0 17

FOREST CREAM PEANUT BUTTER

24—No. 4 Tumbler	$ 5 00
24—2 lb. tins	13 00
12—4 lb. tins, in case	12 70
1—24 lb. pail	5 40
2-24 lb. pails, crated	11 00
In bbls. of about 500 lbs.	0 22

FOREST CREAM SALTED PEANUTS

1—15 lb. pail	$ 3 15
2—15 lb. pail, crated	7 00
In bbls. of about 200 lbs.	0 19
In bags of about 85 lbs.	0 18½

BLANCHED AND MAPLE SUGARED

72—5c pkts., 3 boxes	$ 2 40
24—No. 4 Tumblers	4 50
24—1 lb. tins	11 50
1—12 lb. pail	4 90
2—12 lb. pail, crated	9 70

BLANCHED SALTED

72—5c pkts., 3 boxes	$ 2 40
24—No. 4 Tumblers	4 55
24—1¼ lb. tins	9 90
1—15 lb. pail	3 75
2—15 lb. pail, crated	8 00

FOREST CREAM PURE HONEY

24—Reputed 1 lb. glass, light.	$ 7 60
2½ lb. tin, 24 in case, light.	19 60
5 lb. tin, 12 in case, light.	19 30
1—70 lb. tin, light	19 00
24—2½ lb. tin, dark	16 20
12—5 lb. tin, dark	15 55
1—70 lb. tin, dark	15 00

Kindly Mention Where You Saw the Advertisement

Oleomargarine

We desire to again announce that we have taken on an agency for the sale of Armour's well and favorably known product.

The Oleo manufactured by the Armour Company has a wide distribution and dealers who are handling it are unanimous in stating that their customers like Armour's just a little bit better than other kinds—for they certainly have made a big success of making a margarine that gives the best of satisfaction.

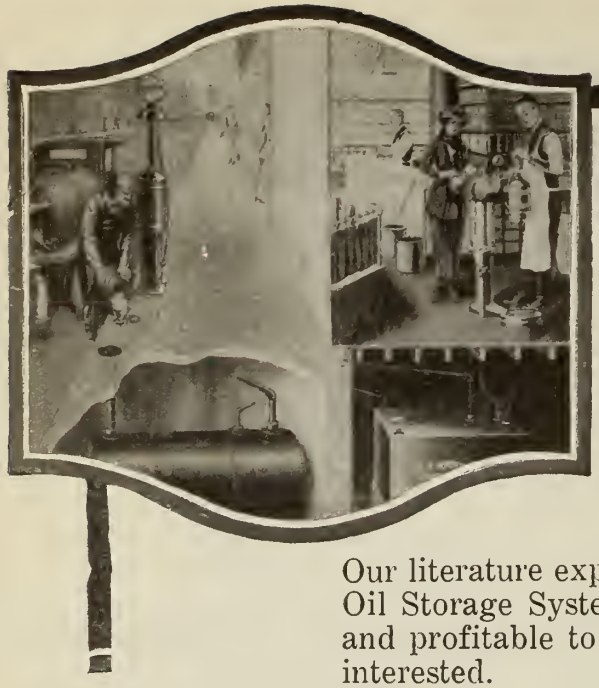
You who are not placing this commodity before your trade will reap a good profit by doing it now, and at the same time supply your customers with an article of real merit and a big repeater.

Send us an enquiry.

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO



Make Your Street Pay

Can you see the possibilities for profitable business in the automobiles passing your store?

Put in a BOWSER Gasoline Pump

Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.

S. F. BOWSER Company, Limited

66 to 68 Fraser Ave.

Toronto, Ontario, Can.

Representatives Everywhere

Sales Offices in all Centres

Do You

Have Trouble Getting Sunset?

Many retailers all over the country are complaining that their jobbers are continually out of stock—and we wish to state that there is absolutely no need for this condition. Your jobber can get

Sunset Soap Dyes

In all colors—all the time

We have large facilities and can make immediate shipments—if you are having trouble—write to our Sales Representatives for Canada

Harold F. Ritchie & Co., Ltd.
Toronto, Canada

North American Dye Corporation, Ltd.
Manufacturers
Toronto, Canada

Put Gold Dust packages where your customers can see them.

The shortest route to YOUR order pad

Gold Dust on your shelves in plain sight means Gold Dust on your order pad. Canadian women, after reading our advertising, need only see it to buy it.

Stocking this Canadian product means good profits for you and a rapid turnover from repeat sales.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

We Sell EDDY'S For You

As a matter of fact your stocks of Eddy Matches are sold before they reach your shelves.

Persistent consumer advertising does this. In every Canadian community the name "Eddy" is looked upon as a guarantee of matches at their best.

Eddy's Indurated Fibreware is equally saleable. Light, durable, and sanitary utensils that are far superior to the old-fashioned article of wood or metal. Deservedly popular wherever introduced. Have an ample stock of both these Eddy lines always on hand.

The E.B. Eddy Co., Limited
HULL, CANADA

"Stripes Brand" Florida Grape Fruit

If you want something you can recommend to your customers as the "very perfection" in Grape Fruit give them Stripes Brand. No finer Breakfast dish to start off the day with. Let him have a **"Stripes"** Grape Fruit for breakfast every morning, and you will have a permanent, satisfied customer.

Our regular arrivals give you a continuity of supply. You can always have it on hand. A Big Heavy Pack, **over grade** in size.

WHITE & CO., LTD.
TORONTO

Fruits of the best.

ORANGES

Retailers who are anxious to keep their sales and profits up to par during the dull months (January and February) can easily do so if they would but put a little extra effort into their orange business. Few lines that they sell show such quick, clear, and clean profits. If properly bought and displayed they will many times repay you for your effort.

We are exclusive agents for the famous "Golden Orange Brand Sunkist Navels."

We believe this brand to be the best shipped from California. It is distinguished by its rich, high color, smooth thin skin, fine flavor, and extraordinary keeping qualities, warranted same quality from top to bottom of the box.

To the grocer who wants always the best and is willing to pay a little more than for the ordinary, we would suggest that he stock only "Golden Orange Brand Sunkist Navels."

"The House of Quality"

Hugh Walker & Son, Ltd.
Est. 1871

Guelph **Ontario**

"The Firm for Service"

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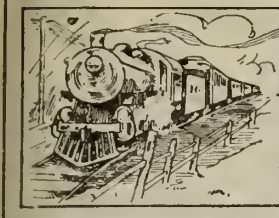


BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET
TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto

STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.

OPPENHEIMER BROS., LTD. Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld

Order from your Jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

Canada Barrels & Kegs, Limited

Successors to
The Chas. Mueller Co., Ltd.
Manufacturers of Tight Cooperage
Waterloo, Ontario

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

Information

We can keep you posted with all daily news and business Tips.

Canadian Press Clipping Service
143-153 University Avenue, Toronto

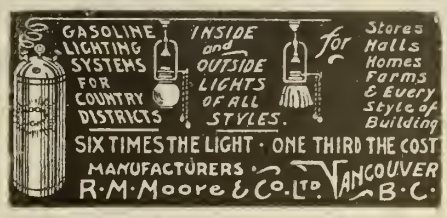
PRUNE PRICES TO BE LOWER

At the present time prune quotations are several cents per pound below opening prices. Owing to the fact that there are still large stocks of 1919 crop of prunes to be disposed off and the fact that prunes have not been moving as freely as other seasons, it can be reasonably taken as an indication that prices will again be reduced. It has been intimated that these lower prices will take effect the end of this month and the recessions will be such that a more stabilized market can be looked for.

BUTTER PRICES LOOK HIGHER

Stocks of butter held in storage both in Montreal and Ontario are rapidly becoming depleted. It is estimated that at the present rate stocks will be exhausted long before the new grass butter becomes plentiful. This is an indication that butter prices may be considerably higher before the winter months are past.

These one-inch spaces only $2.20 per insertion if used each issue in the year.


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd. VANCOUVER B·C·

CRESSY'S
CONCENTRATED FOOD FLAVORING EXTRACTS
Made from the purest ingredients. Many times stronger than Government standard. — Specify Cressy's when ordering Extracts.
John R. Cressy Co., 523 King St. TORONTO

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

FOR SALE

Choice Yellow Dutch Set Onions for spring delivery. Buyers would do well to get our prices before placing their orders. No order too large and none too small.
REID, EDIGHOFFER & SON,
Dashwood, Ont.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk Pickles, Mincemeat, etc.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITION WANTED

SITUATION WANTED — GROCERY CLERK disengaged. Fifteen years' experience, satisfactory references. Northern Ontario preferred. Box 436. Canadian Grocer, 143 University Ave., Toronto.

FOR SALE

FOR SALE—ONE McCASKEY ACCOUNT REgister, in good condition, will hold one hundred and twenty accounts, can be enlarged to hold one hundred more. Good bargain. Shaw & Ellis, Pocologan, N.B.

OLD ESTABLISHED GENERAL STORE BUSIness for sale, small stock, mostly groceries, cash business, best stand in good town. Great chance for young couple to make money. Ill health forces owner to sell. Store can also be bought. Apply Box 72, Dunnville, Ont.

FOR SALE—ONE SECOND-HAND GALVANized baker's oven. Size, width 2 ft. 6 in.; length, 4 ft. 6 in.; height, 4 ft. 10 in.; in good condition. Will sell reasonable if sold at once, as owner is not using it now. Box 440, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED

WANTED—COUNTERS AND SHELVING FOR grocery store. W. J. McCully, Stratford, Ont.

Wanted—Salesman

Experienced in all Grocery lines, capable of managing **Branch Office** in Saskatchewan for well known firm of **Wholesale Grocery Brokers.**

Apply Box 442,
Canadian Grocer,
153 University Ave.,
Toronto, Ont.

SALESMAN WANTED

SALESMAN WANTED—WE REQUIRE A REpresentative who has made a success in a retail store and who wishes to broaden his experience and at the same time increase his present earning power and immediate prospects. Salary and bonus on sales. To a man of ability and character this position offers a bright future. Write The MacLean Publishing Co., Ltd., Trade Newspaper Division, Toronto, Canada.

RID-OF-RATS

Patented, is Non-Poisonous and can be used anywhere without risk of killing house pets or injuring human beings. Eight years on the market. If your dealer doesn't carry it, send direct to the manufacturer

THE BERG & BEARD MFG. CO., 100 Emerson Place, Brooklyn, N.Y

Price $1.80 per doz. boxes; $1.00 per lb. (Discount quoted upon request)

We also manufacture a very effective Gopher Exterminator

AGENCY OPPORTUNITIES WANTED

CANADIAN GOODS WANTED—LARGE FIRM British importers want to hear from Canadian manufacturers of canned milk, bacon, cheese, canned fruits, jams, etc. Commission basis. Can give aggressive representation in the Old Country. Best references. Apply Canadian Grocer, Mr. Huston, 153 University Ave., Toronto.

OLD ESTABLISHED HOUSE IN NORTH OF England, with branches at Liverpool, Glasgow and Cardiff, calling on grocery trade in all parts of the United Kingdom with full time salaried representatives, are prepared to consider sole selling or buying agency for a commodity of Canadian manufacture of approved quality and commanding a ready sale and quick turnover. This is a unique oportunity for a firm wishing to place a new commodity on the British market. References required and given. Apply "Sole Agency" Pratts, Advertising Agents, 9, Essex Street, Strand, London, England.

Opportunities are offered every month on this page

Watch them

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

When Writing to Advertisers Kindly Mention this Paper.

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

Draws Trade--Holds Trade

IMPERIAL
FLOOR DRESSING

A spotless store advertises itself. It draws steady trade from old customers and creates new customers. Freedom from dust is the first essential of a spotless store—Imperial Floor Dressing will do the job quickly and effectively.

Why? Because Imperial Floor Dressing holds dust to the floor. It cleans and preserves floors and prevents warping and checking. It fills in the pores and cracks of wood, and regular sweeping with a stiff broom removes **all** the accumulated dust and dirt.

Imperial Floor Dressing does not gum or evaporate. One gallon is sufficient for treating upward of 700 square feet. One application will last for several weeks.

It is the most sanitary and economical dressing you can buy for your floors. It is also a fast-selling, profitable line to handle.

The Imperial Oil salesman will gladly demonstrate the superior quality of Imperial Floor Dressing the next time he calls on you.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

$2500.00 IN CASH PRIZES

International DAYTON SCALES Word Contest

$300 First Prize $200 Second Prize $100 Third Prize
$75 Fourth Prize $50 Fifth Prize $20 Sixth Prize

30 Cash Prizes of $15.00 each 25 Cash Prizes of $10.00 each
111 Cash Prizes of $5.00 each 200 Cash Prizes of $2.50 each

Here it is—here are the words—D-A-Y-T-O-N S-C-A-L-E-S. How many words can you make up from the letters that spell DAYTON SCALES? How many words? The more the better! Get busy quick! Contest ends March 15, 1921.

Just a little brain work should win a Good Cash Prize—No Entry Fee—No Risk—Nothing to Pay—You are on your metal.

THINK OF IT!	372 Cash Prizes $2,500.00	COME IN AND WIN

This Dayton Scale Word Contest is open to the Retail Merchants and their Clerks in Canada and Newfoundland of the five kinds of stores that use any kind of scales or meat slicers or cheese cutters—groceries, meats, confectioners, hardware and general stores. Just comply with a few simple rules. You should earn a nice fat check just as well as "the other fellow." Get out your paper—sharpen your pencils, sharpen your wits, too. Here goes: Examples of words you find in "D-A-Y-T-O-N S-C-A-L-E-S—day, ton, tones, cat, son, ale, candy, scanty, etc. Letters can be used only the number of times they appear in the two words. For instance, the letter "A" and the letter "S" may be used twice in any word. The other letters only once in any word.

IT COSTS YOU NOTHING TO ENTER

The rules are simple. If you have not already received our circular, write to us TO-DAY. We will send you Entry Coupon Cards to send in with your answer. In the meantime you can get your list under way and focus your thought on the words—D-A-Y-T-O-N S-C-A-L-E-S. Mail us your list with one of the Entry Coupons in time to reach us before March 15th, 1921.

Prizes will be awarded by an impartial committee of judges as soon after the close of the contest as possible. List of winners will be announced in trade publications nearest to June 1st.

Prizes will be distributed as soon as possible after close of Contest, March 15, 1921

International Business Machines Co., Limited

CONTEST DEPARTMENT 300 Campbell Avenue, Toronto

CANADIAN GROCER

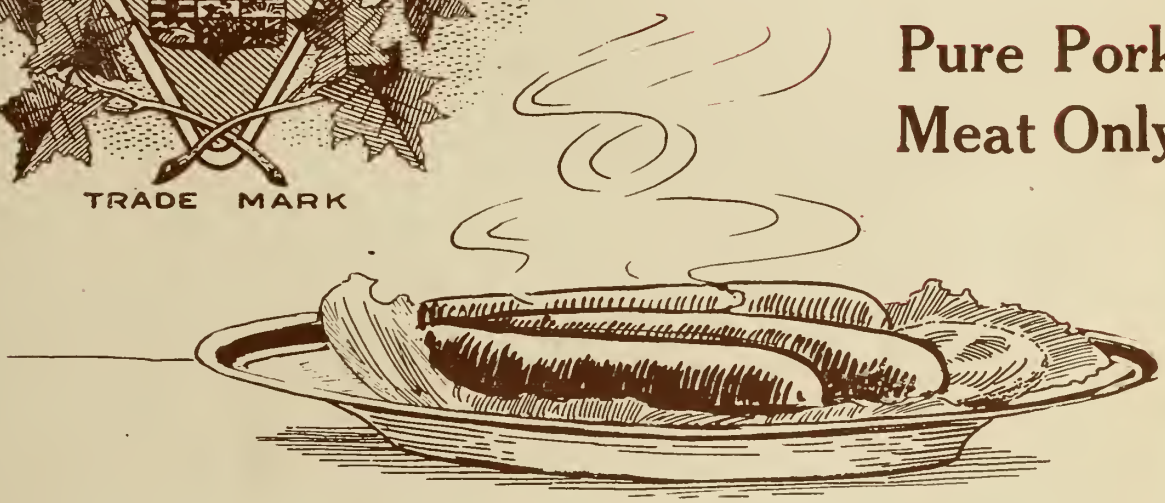
Members of the Associated Business Papers - Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE: TORONTO, JANUARY 28, 1921 No. 4

Country Pork Sausage

Pure Pork
Meat Only



"They're Good because they're Pure"

Your customers will appreciate these temptingly flavored country style pork sausage and the excellent margin of profit they offer will make them equally as popular on your side of the counter. Schneider's Sausages are made in sixteen tasty varieties and each is a real treat.

Schneider's Smoked Meats

Mild sweet cure—Really smoked. Guaranteed Hams and Bacon with a quality that brings repeat orders.

"A Try Tells Why"

J. M. Schneider & Sons Ltd.

KITCHENER, ONTARIO

We specialize in Mail Order business. Our price list will surprise you.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

CLEANS AS IT POLISHES

O-Cedar Polish

Meets every merchandising requirement

Sells easily
Turns over rapidly
Is therefore particularly profitable

A constant and ever-increasing demand based on Real Quality and Consistent, Truthful Advertising

CHANNELL LIMITED - TORONTO

CANADIAN GROCER, published every Friday. Yearly subscription price, $4. Entered as second-class matter at Post Office, Ottawa, and as second-class matter July 5, 1912, at the Post Office, at Buffalo, under the Act of March 3rd, 1879.

½'s—Packed Fifty to the Case

Quality Predominates

Quality is the one dominating factor that is kept ever foremost in the minds of our skilled workers in packing Jutland Brand Sardines. This larger tin of Jutland Brand Sardines, containing 6½ ounces net weight, is a big-value package and a good one to stock for the Lenten Trade. It contains the same high-quality fish, but is double the weight and is packed 50 to the case. Only the choicest of freshly-caught little fishes are used. Attractively packed in convenient form, it is a live line that looks well, sells well, and pays well.

"The name is easy to remember—the quality is hard to forget"

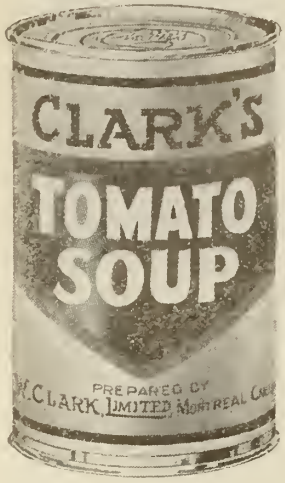
Write us to-day. Our prices will interest you.

CONNORS BROS., Limited

BLACK'S HARBOUR - NEW BRUNSWICK

Winnipeg Representatives:

Chas. Duncan & Son, Winnipeg, Man.



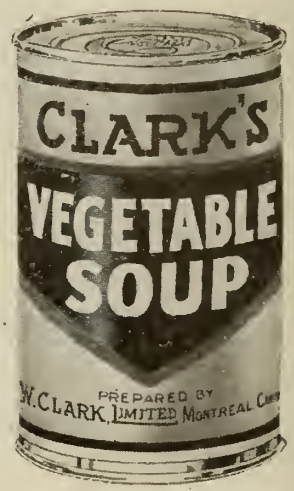
CLARK'S SOUPS

Mr. Grocer, are a good "buy" for you to-day. The equal of any Soup offering, and with a "consumer" price lower than many others, they are becoming increasingly popular.

MADE IN CANADA -- BY A STRICTLY CANADIAN COMPANY -- GIVING EMPLOYMENT TO CANADIANS

Too much Canadian money is leaving the Country in payment for goods which can be bought *just as easily* and JUST AS GOOD in CANADA.

RESULT—A depreciated Canadian Dollar and Canadian unemployment.



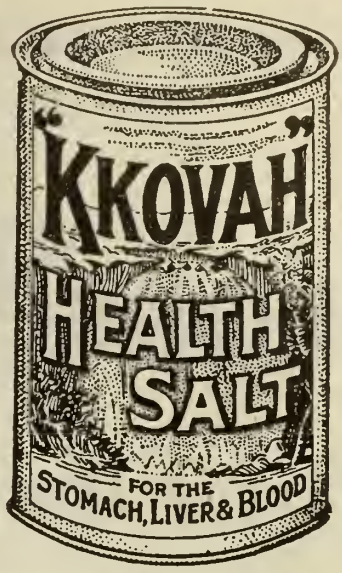
You can help remedy this by recommending your customers to buy goods "Made in Canada ---by Canadians"

and BEGIN WITH CLARK'S SOUPS.

W. CLARK, LIMITED

MONTREAL

KKOVAH HEALTH SALT
KKOVAH CUSTARD
KKOVAH LEMON PIE FILLER
KKOVAH CHOCOLATE PIE FILLER
KKOVAH EGG SUBSTITUTE
KKOVAH LEMONADE No. 15
KKOVAH LEMONADE No. 25
KKOVAH ORANGEADE No. 15
KKOVAH ORANGEADE No. 25
LAITOVA LEMON CHEESE (In glass jars and cartons).



Every Kkovah Product is a profitable, rapid seller

UP until a short time ago, despite the fact that the Kkovah plant was working up to capacity, the steadily increasing demand for Kkovah Products made it impossible for us to keep pace with our orders, but now, owing to our added facilities, we will be able to fill all orders as received on all Kkovah lines.

In anticipation of lower costs of raw materials, packages, etc., we have also substantially reduced the price of all Kkovah lines.

Look over your stocks to-day and order your requirements from the above list of Kkovah products.

SALES AGENTS:

Langley, Harris & Company, Limited

SUCCESSORS TO
MACLURE & LANGLEY, LIMITED

Montreal **TORONTO** **Winnipeg**

By Appointment *to H.M. the King*

Crosse & Blackwell

have the highest reputation for quality. There is always a ready market for goods that are of the best, and it is recognized the world over that

Crosse & Blackwell

maintain a unique reputation for consistently supplying the best.

Price lists are obtainable from

Stewart Menzies & Co.,
32 Front Street West
TORONTO

Capitalize on the Social Trade by Featuring

APROL
THE SWEET OIL OF PERSICA

In all your displays, and suggesting the many uses of this pure, wholesome, vegetable oil at the many social functions at which hundreds of your customers will play the part of hostess this winter.

AprOl is a nutritious oil of delightful flavor, pressed from the ripe kernels of apricots and peaches. It is a distinct improvement on olive oil when used as a salad component, being entirely free of that greasy, nauseating after-taste. It fries beautifully, requiring about half as much of it as would be used of lard or butter, and can be used over and over again—is an excellent shortening and is decidedly economical and highly digestible.

AprOl offers a good profit margin. Try a sample order; display it and watch it repeat.

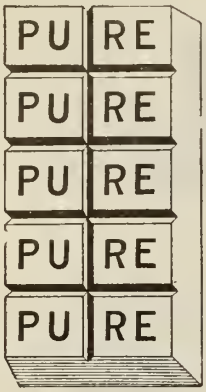
W. J. BUSH & CO. (Canada), LTD.
PRODUCERS
MONTREAL and CALIFORNIA

Selling Agents for the Dominion of Canada

BOVRIL LTD.

St. Peter St., Montreal

Have Never Had One Complaint of Quality



The fact that we have never received a complaint about its quality or purity is convincing proof of the excellence of

OLD COLONY MAPLE SYRUP

The same high standard which first won us confidence and custom, is consistently adhered to, and every bottle has our guarantee of absolute purity and superior quality.

PURE MAPLE SUGAR

The same facts apply to our Maple Sugar, which not only has the delicious, pure maple flavor, but which is boiled to the exact degree which prevents it going hard and dry with age.

Send your orders for this Season's Maple Products.

WRITE FOR PRICES.

Canadian Maple Products, Ltd.

250 Van Horne Street, Toronto

Feature "King Oscar" Sardines during the social season and suggest them for making delicious, appetizing, dainty sandwiches for afternoon teas, etc. It will pay you well.

KING OSCAR SARDINES

The finest flavored, highest grade sardines on the market. They are packed in pure olive oil from the best, selected bristlings caught in the cool waters of Norway.

You can highly recommend them to your better class of trade and know that their tempting, wholesome flavor and quality will always insure repeat orders.

YOUR DEALER CAN SUPPLY YOU

Canadian Agents:

John W. Bickle & Greening
Hamilton, Ontario

Eureka Refrigeration Equipment

This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

KLAUS
GENUINE
Swiss Milk Chocolate

The Purest and Best

100 Different Varieties

A Big Seller with Your Best Trade

Order from Your Jobber

Or Direct from **ANDREW PATTISON**
248 ST. JAMES ST. - MONTREAL

A Safe Buy for Wash day

When your customers are buying soap, sell them WONDERFUL SOAP. It has pleased customers for several years and is bound to satisfy now. You will find profit in it.

Display a stock and watch the result.

Guelph Soap Company
GUELPH, ONT.

Your Customers Know the Quality of "Windmill" Barbados Super-Fancy Molasses

(Registered Trade Mark)

They know that "WINDMILL" is absolutely pure and the highest grade Barbados Molasses.

They know that low-grade stuff, sold in tin cans, cannot compare with "WINDMILL" in flavor, sweetness or purity.

It takes more than a fancy name or a gaudy label to induce people to buy Molasses these days.

The people want quality—value for their money—and they know they get both when they buy "WINDMILL."

You hold old customers and make new ones when you recommend "WINDMILL" Barbados Super-Fancy MOLASSES.

If your wholesaler or jobber has none in stock, write us and we will get in touch with him immediately.

Pure Cane Molasses Co. of Canada, Ltd.
Montreal, P.Q.

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company, Ltd.

Sales Office
202 Royal Bank Bldg.
TORONTO
H. R. Phipps, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

Sales Office
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

BRODIE'S XXX

Self-Raising Flour

Once you get your customers to try **Brodie's** you can rest assured of steady, profitable repeat orders, for Brodie's Flour makes such delicious pancakes, such light, wholesome biscuits, muffins, etc., that it invariably earns the highest approval from the most exacting housewife. Urge them to try it.

At your wholesalers.

Brodie & Harvie, Limited
Bleury Street, Montreal

Ontario Representatives:
Chadwick & Wright, 28 Duke Street, Toronto

Quebec Representatives:
Renaud & Cie, Incorporated, Quebec

A Superior Separated Milk Powder

Every wholesale grocer stocks it
Good grocers sell it in yellow tins

Phone College 2040

The Drimilk Co., Limited
Courtland, Ont.

Donald H. Bain Co., Winnipeg,
Western Distributors

Executive Offices: Spadina Crescent, Toronto

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

QUAKER BRAND

Quaker Brand canned fruits and vegetables are the choicest products of the fertile valleys of British Columbia.

Canneries are located at strategic points throughout the Province in the centres of each district where certain fruits or vegetables reach their highest perfection.

In stocking Quaker Brand you offer your customer the best canned goods Canada can produce.

Dominion Canners B. C. Ltd.
Head Office: Vancouver, B.C.

BOXES AND CRATES

SUPPLIED BY

British Columbia Box Manufacturers

Combine Strength, Light Weight and Appearance

RAW MATERIALS, EQUIPMENT and SHIPPING FACILITIES equal to any demand.

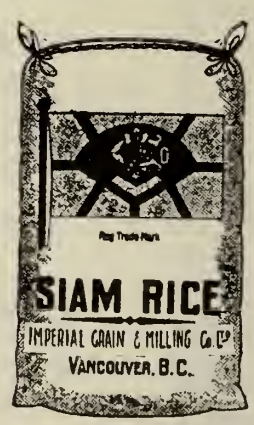
Enquiries addressed to the Secretary

Box Manufacturers' Section
Canadian Manufacturers' Association
VANCOUVER

will receive prompt attention

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

JOHN PRITTY, LIMITED
Merchandise Broker and Manfrs.' Agent
HEAD OFFICE: REGINA, SASK.
Track warehouse in connection

Let PRITTY represent you in Saskatchewan
A purely Western organization with an excellent reputation.

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Western Transfer & Storage, Ltd.
OFFICIAL CARTERS FOR
C.N.R., C.P.R., E.D. & B.C., Can. Central
G.T.P. and A. & G.W.
DISTRIBUTION—STORAGE—CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

LET CANADIAN GROCER Sell It For You.

JOHNSON LIEBER MERCANTILE COMPANY of Canada, Ltd.
Brokers and Manufacturers' Agents
Established thirty years, maintaining offices in principal cities of Pacific northwest.
Our organization offers manufacturers every facility necessary to successful marketing of their product.
Calling upon Grocers, Confectioners, Hardware, Stationers and Ship Chandlery.
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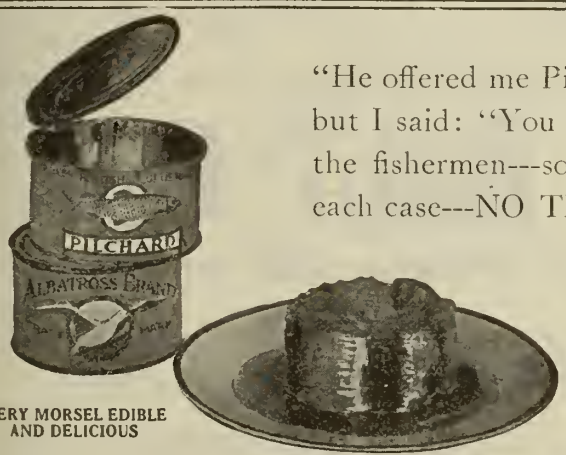

EVERY MORSEL EDIBLE AND DELICIOUS

"He offered me Pilchards a dollar a case cheaper than "Albatross," but I said: "You have to pay the same for cases, and cans, and to the fishermen---so I guess you save a dollar's worth of labor on each case---NO THANK YOU."

Clayoquot Sound Canning Co., Ltd.
VICTORIA

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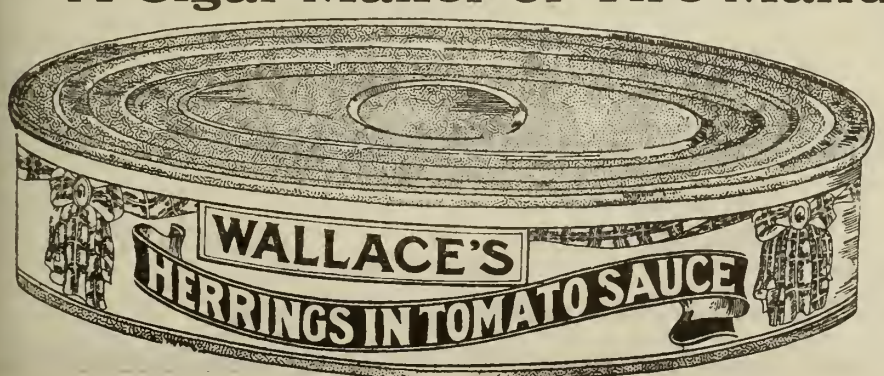
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia: Mason and Hickey
J. L. Beckwith, Victoria, B. C.

A Cigar Maker or Tire Manufacturer May Market Seconds



But you don't want Second Grade Fish.

WALLACE'S is—
The Best Fish that can be caught, in the Best Way it can be packed.

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

GIBSON-PATERSON-BROWN
LIMITED
Grocery Brokers and Manufacturers' Agents
WINNIPEG : CALGARY : VANCOUVER

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

When Answering Advertisements Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

DETAIL WORK

To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.

Fourteen Salesmen

Ten of our salesmen do retail selling exclusively, and four others work among the wholesale trade.

We can put your line on the market.

Scott-Bathgate Co., Ltd.,
149 Notre Dame Ave. E.
Winnipeg

The Home of the Scott-Bathgate Co., Ltd.

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

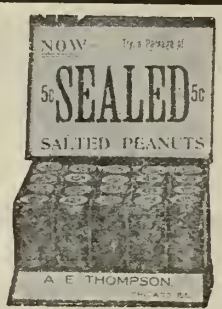
We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**



Thompson's Sealed Salted Peanuts

Packed in drum-shaped packages to retail at 5 cents. Forty packages to a carton. 22 cartons to a case.

Order from your jobber To-day

"Nifty Brand" whole blanched Jumbos, in 5 lb. tins, with envelopes. Packed in Canada by

A E. THOMPSON
Box 2015 **WINNIPEG**

G. B. THOMPSON & CO., *Western Distributers, Winnipeg*

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents: **HUGH LAMBE & CO., TORONTO.**
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.

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ONTARIO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents
and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.
Concentrated representation within the Province of Ontario

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
SERVICE 1 LOGGIE, SONS & CO. SATISFACTION
32 Front TORONTO St. West CANADA

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

NEWTON A. HILL
Grocery Broker and
Manufacturers' Agent
56 Front St. E. Toronto

J. K. McLAUCHLAN
Manufacturers' Agent and
Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

John J. O'Donnell Co.
Commission Brokers
Manufacturers' Agents
Representing J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited., Vancouver; Harry Hall & Co., Vancouver, and others. Correspondence solicited.
Heintzman Bldg., Windsor, Ont.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

H. C. BRENNAN
Grocery Broker and
Manufacturers' Agent
Booth Bldg. Ottawa, Canada

When writing to Advertisers kindly mention this paper.

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

Annual Convention Canadian Produce Association Montreal, February 8-9

Cordially invite attendance from all Producers, Country Dealers, Creamery Men, Cheese Makers, etc. An unusual programme has been provided.

For copy of programme write to secretary,

JAS. T. MADDEN,
90 COLBORNE ST., TORONTO

CREAM *of* BARLEY

Invest in a Real Seller!
Its Sale Is Increasing Daily. Why?
"Once the consumer tries it she stays with it all the time."

$5.00 REWARD

For first postal card sent by merchant who has read this advertisement and tried Cream of Barley himself.

24 2-lb. cartons in case.....$6.40

Order through your jobber.

JOHN MACKAY CO., Limited
BOWMANVILLE - ONTARIO

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

PEAS WANTED

Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.

Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.

GROCERY BROKERS

Importateurs & Exportateurs	Importers & Exporters
Pois et Feves	Peas and Beans
Produits Alimentaires	Food Products

ST. NICHOLAS BUILDING, MONTREAL

ALBERT DUNN

Commission Merchant

QUEBEC, P.Q.

GEO. D. LACHAINE

Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

Potatoes, Oats, Peas, Beans, Hay, Etc. in Car Lots

A. H. M. HAY

General Produce & Lumbermen's Supplies

Phone 5311
Residence 6383

80 ST. PETER ST.
QUEBEC

GAETZ & CO.

MANUFACTURERS' AGENTS AND GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

AGENCIES WANTED

We are open to market several good lines of food products.
Manufacturers interested in securing distribution—we invite correspondence.
We work the Retail and Wholesale Trade.
THE VLIT MANUFACTURING CO., LIMITED
R. C Hannan, Manager (formerly with Lipton's). Montreal

When Writing to Advertisers
Kindly Mention this Paper

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1. Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East. Winnipeg
Sankey & Mason, 839 Beatty Street Vancouver.

California Raisins of all kinds.
Gosse-Millerd (Vancouver Pack) Canned Salmon in Sockeye, Cohoe, and other brands.
Also all pickled and frozen Trout and Herring.

LEMON BROS.

OWEN SOUND - ONTARIO

BLISS NATIVE HERBS

BLISS NATIVE OIL

BLISS NATIVE BALSAM

MADE IN CANADA

Our Advertising Makes Sales Our Free Goods Make Profit
We Buy Back Unsaleable Goods

ALONZO O. BLISS MEDICAL COMPANY

124 St. Paul Street East, Montreal, Quebec

Give Us Your Tea Orders

at the *reduced prices* specially made in order to quickly reduce our stock before stock-taking, which beings February 1st. Our teas are good sellers; they give complete satisfaction to the consumer; they leave to the dealer a substantial profit.

Ask for samples and prices and take advantage of this pre-inventory sale:—

Japan Teas

Victoria 1919 in cases 80/½lb. packages, 40 lbs.
Victoria 1920 in cases of 5, 30 and 80 lbs.
Princess Louise 1920 in cases of 5, 30 and 80 lbs.
Princess Louise 1920 in cases of 80 lbs.
Offering No. 16 in cases of 80 lbs.
W. No. 30 in cases of 80 lbs.

Ceylon Green Teas

Duchess 1919 in cases of 60 lbs.
Duchess 1920 in cases of 60 lbs.

Gunpowder Green Teas

Pin Head N.P.D. in cases of about 40 lbs.
Pea Leaf L.E.A. in cases of about 40 lbs.
Pea Leaf E.E. in cases of about 40 lbs.
Pea Leaf F.F. in cases of about 40 lbs.

Ceylon Black Teas

Victoria in tins of 25 and 50 lbs.
Princess in tins of 25 and 50 lbs.
Conskalie in cases of 73 lbs. net.

Pure Ceylon Black Teas

Fernhurst in cases of 85 lbs. net.
Kingsley Orange Pekoe in cases of 47 lbs. net.
Kabragalla Orange Pekoe in cases of 70 lbs. net.

Pure Indian Teas

Namrap Pekoe in cases of 100 lbs.
Oodoleah No. 305 in cases of 76 lbs.
B.P.S. No. 538 in cases of 98 lbs.

Chinese Black Teas

Congou C.S.S. in cases of 75 lbs.

These teas of quality will bring you customers from all over your district, and, owing to the very reduced prices at which they are offered up to the 1st of February stock-taking, will enable you to realize increased profits.

Our samples and quotations will convince you of the fact that it is in your best interest to buy NOW.

Laporte, Martin, Limitée

Wholesale Grocers and Wine and Spirits Merchants

584 St. Paul Street West, Montreal

"Member Audit Bureau Circulations"
"Member Associated Business Papers"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV. TORONTO, JANUARY 28, 1921 No. 4

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, The Canadian Motor, Tractor and Implement Trade Journal.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway, Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401, Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $5 a year; single copies, 15 cents. Invariably in advance.

"SALADA"

IMPORTANT NOTICE

Old tea is bad tea. It reflects on you as well as on our name.

You can avoid this if you will always place new stock *behind* that which is on your shelf when a new order arrives. By doing this you will confer a favour on us and ensure the freshest possible tea (and the fullest satisfaction) to your customers.

STOP PRESS INSERTION.—**The output of "SALADA" last week was again enormous and Toronto Branch sales were 49% ahead of the average week in 1920.**

SALADA TEA COMPANY OF CANADA, LIMITED

MAN! MAN! MAN!

Where is that man you need so badly?

Well, no use grouching, is there? Best thing to do is to advertise for the man you want. Use CANADIAN GROCER as the best and cheapest medium. Use dailies if you think they're better. It's up to you.

All we know is that you get to a sifted class when you use CANADIAN GROCER. The replies you will get will be from men **now in jobs**—not slackers nor idlers, not job-chasers. It will cost you three cents a word first insertion to use CANADIAN GROCER, and you may have to use several issues before the right man puts himself on your hook. Nobody knows in advance just how much you'll have to advertise. But we all know good men are scarce and don't have to look for jobs. You'll have to do some inducing, perhaps, to tempt the man you want to leave his present employer.

But you never can tell who's open for your proposal. Climate, inclination, the boss's bad temper, a fancied slight, desire to get into a new field — all these are explanations of why men change; all these are pegs on which you can hang your hopes.

So send along your advertisement. Better order it to run "until forbid." It will be cheap enough if you find the right man; and anyhow, there's no other cheaper or better way of finding your man.

Three cents a word for the first insertion, two cents a word for each insertion after. Five cents extra per insertion if addressed to Box Number. **Payable in advance.**

Address: **CANADIAN GROCER WANT ADS.**
153 University Avenue - - Toronto, Ont.

Where the Buyer Benefits

How More Favorable Buying Conditions Are Being Created by Advertising in This Paper at This Time

Through regular advertising, sellers are making buying opportunities, instantly available. By publicly committing themselves in their advertising, they are giving you a strong assurance of faithful performance.

Advertisers are cutting sales costs through the use of advertising as a SALES MACHINE just as they reduce production costs by improved machinery methods.

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Each has subscribed to and is maintaining the highest standards of practice in their editorial and advertising service.

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American Blacksmith
American Exporter
American Funeral Director
American Hatter
American Machinist
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American Paint and Oil Dealer
American Printer
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Architectural Record
Automobile Dealer and Repairer
Automobile Journal
Automotive Industries

Bakers Weekly.
Boiler Maker
Boot and Shoe Recorder
Brick and Clay Record
Buildings and Building Management
Building Supply News
Bulletin of Pharmacy

CANADIAN GROCER
Canadian Railway & Marine World
Candy and Ice Cream
Chemical and Metallurgical Engineering
Clothier and Furnisher
Coal Age
Coal Trade Journal
Concrete
Cotton

Daily Metal Trade
Distribution and Warehousing
Domestic Engineering
Dry Goods Economist
Drygoodsman
Dry Goods Reporter

Electric Railway Journal
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Electrical World
Embalmers' Monthly
Engineering and Contracting
Engineering and Mining Journal
Engineering News-Record

Factory
Farm Implement News
Farm Machinery—Farm Power
Fire and Water Engineering
Foundry (The)
Furniture Journal
Furniture Manufacturer and Artisan
Furniture Merchants' Trade Journal

Gas Age
Gas Record
Grand Rapids Furniture Record

Haberdasher
Hardware Age

This means ability to make LOWER PRICES to you.

Advertising in a buyer's own paper caters to his convenience; it saves the buyer's time; it helps the buyer weigh and balance rival claims; when the salesman calls, it saves the time of both buyer and salesman by providing the foundation for intelligent judgment.

None but good concerns are admitted to the advertising pages of members of The Associated Business Papers, Inc.

The seller who is building reputation through advertising will jealously guard that reputation in every transaction, beginning with the merit of the merchandise.

Advertising indicates progressiveness, not alone in selling, but throughout the entire business.

By advertising, the seller is publicly displaying his ability and desire to serve you, instead of silently relying upon the necessity of the buyer to produce orders.

You are invited to consult us freely about Business Papers or Business Paper Advertising

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(Continued)

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Hide and Leather
Hospital Management
Hotel Monthly

Illustrated Milliner
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Implement & Tractor Trade Journal
Industrial Arts Magazine
Inland Printer
Iron Age
Iron Trade Review

Lumber
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Shoe Findings
Shoe and Leather Reporter
Shoe Retailer
Southern Engineer
Southern Hardware and Implement Journal
Sporting Goods Dealer
Starchroom Laundry Journal

Tea and Coffee Trade Journal
Textile World Journal

Welding Engineer
Woodworker

THE ASSOCIATED BUSINESS PAPERS, Inc.

JESSE H. NEAL, Executive Secretary

HEADQUARTERS: 220 West 42nd Street NEW YORK CITY

Quality First

People buy Red Rose Tea because they like it, and because they have the utmost confidence in the quality being maintained when prices are reduced, as it was when prices were advancing.

T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton

Back Your Merchants Through These Specialized Trade Newspapers:

Canadian Grocer
35th Year.

Hardware and Metal
32nd Year.

Druggists' Weekly
2nd Year.

Dry Goods Review
32nd Year.

Men's Wear Review
22nd Year.

Sanitary Engineer
14th Year

Bookseller and Stationer
37th Year

Business Is Just As Good As You Make It

Hysteria and lack of courage will never make business go forward to normal. Neither will protesting that business is all right bring that condition to pass.

The surest way to good business is to carry on, as though it were, to plan courageously, to build determinedly and by the force of your own confidence to carry your own organization and your own trade with you.

Right now more business is being lost than is being done—all for lack of understanding. What are you doing to better it? Merchants everywhere are waiting for their cue from you.

Entrust them with your confidence; build up their faith in the future security of business so they in turn will go after business.

A "Buyers' strike" can't last forever—there's business to be had. Show your dealers you are behind them.

Take your merchant into your confidence through his business newspaper. He is the actual outpost of industry—the ultimate salesman to the buying public. If he prospers you prosper. It will pay you to help him build his business.

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CANADIAN GROCER

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Does Not Fear Mail Order Competition

Milton, Ont., Merchant Does Not Look Upon the Competition of Mail Order Houses and the United Farmers' Organization as Difficult to Meet—Establishing a Confidence Between Seller and Buyer

IN a small town in Ontario, less than an hour's ride on the train from Toronto, one would think that the merchants would be, to some extent, handicapped by mail order business and such other competition as might be offered by town merchants. The town of Milton is within a short distance of Toronto. It also has established there a branch of the United Farmers' organization that is carrying on a business in general merchandise. Discussing with a merchant in Milton the matter of such competition as is created by the existence of two such factors as a U.F.O. branch, and also mail order houses, the opinion is expressed that no serious inroads have been made into the trade of any store as a result of these two competitive organizations.

Does Not Fear Mail Order Houses

Inquiring of J. L. Sanderson, who conducts a general store in Milton, as to the effect of the town's proximity to cities like Toronto and Hamilton, Mr. Sanderson told a representative of Canadian Grocer that he did not consider mail order houses a menace, nor their competition particularly disturbing. "Before there can be any sale there has to be established," he said, "a confidence between the seller and the buyer. The people of any community pretty well know their merchants. If a retailer has been established for any length of time in a place he is more or less interested in its well being, identified in one way and another with its activities, and generally concerned in its progress. I know the people about here and they know me. Many of them have found from their own experience that the same goods can be bought in my store at just as reasonable a figure as through the mails. Then, in addition to this feeling of confidence that has been created between merchant and customer, the latter has the advantage of seeing what he or she is buying, which, of course, is much better than just viewing merchandise from the pages of a catalogue. I can safely say that my business has not suffered because of mail order houses, nor by reason of the fact that Milton is in such easy reach of Toronto. There are certain special lines that it does not pay the general merchant in a town of this size to buy, for the reason that very often people will buy them when in the city. On the whole, however, we carry a very fine line of goods in general merchandise and find plenty of demand for the same from our own townspeople and from the people in the surrounding country.

The U. F. O. Competition

"What has been the effect of the United Farmers' organization opening a branch in Milton?" Mr. Sanderson was asked.

"I do not think the merchants of Milton have suffered to any extent as a result of the opportunity to buy goods throughout the farmers' organization. In a great many instances where farmers ceased buying their groceries from their regular merchant they have all come back, and where there are price differences the farmer is more or less inclined to go where he can purchase at the lowest figure. Some time ago the U. F. O. brought in a heavy consignment of molasses to sell to their members. Merchants in Milton were at that time selling molasses cheaper than it was possible for the farmers to handle the same. The result was that members of the organization, a good many of them, bought from the stores. The same is true of soap. Selling soap at a certain price, I got more customers from the U. F. O. than I ever lost because of their competition. Keen opposition meets them every time, and they are not able to compete with the prices made possible by good merchandising.

In the period of declining prices farmers' organizations have been caught with high-priced goods on hand, as well as other merchants, and they have not been able to meet the declining markets.

"Co-operative buying of this kind has certainly not affected our business to any extent. We conduct our business at a fair profit in line with ideas of correct merchandising, and by so doing we believe that we can meet competition."

At Replacement Values

Mr. Sanderson, in speaking to Canadian Grocer in regard to the readjustment of prices, stated that at the present time he was pricing all goods at replacement values. Early in the war, back in 1914, Mr. Sanderson stated that he followed the advice to mark all his goods up as the markets advanced. He had done so right up to the time that the peak was reached. When prices commenced to decline he marked his stock accordingly, and he believed that such was the only policy to pursue. In this way he is confident any loss is unlikely, the advances in the rising market offsetting declines at the present time.

An Unwise Policy

Mr. Sanderson believes that the merchant who is not valuing his stock at the present time at replacement values is making a big mistake. He considers it an unwise policy to endeavor to secure prices realizing a fair profit on what the goods cost, in view of the fact that the replacement value is very much lower. The merchant will find it much more to his ultimate satisfaction if he follows the market downward, pricing his goods on the basis of current market quotations, and making a quick readjustment to conditions as they now prevail.

The grocer who is following this plan will do much to maintain the confidence of his trade at a time when people are looking for and expecting price reductions. If the merchant is still holding out for a figure on the basis of old and higher costs, he will more than likely see the people taking advantage of lower quotations elsewhere.

Grocers Complain of Lack of Clerks With Selling Ability

Montreal Merchants Are Experiencing Much Difficulty in Getting Real Salesmen—One of the Greatest Handicaps in the Grocery Trade

By Staff Correspondent

MONTREAL.—A number of Montreal grocers report that they are experiencing much difficulty in getting either experienced grocery clerks or men who make good clerks. The question is: "What happens to the men who have had experience in the grocery business?" Among the larger groceries in Montreal it is found that after a clerk has had a few years in the business and has, by putting all his interest in the work, made himself of value to his employer, he generally goes into business for himself. Many other cases are found where the experience obtained by the clerk has fitted him to go on the road for some of the manufacturing firms. Whatever the reason is, it is quite evident that there is a dearth of experienced grocery clerks in this city and the same may be the case in many of the other large cities. Good clerks are indispensable to the grocer, who is endeavoring to develop all the business possible.

This fact has been brought to the attention of Canadian Grocer by a number of leading grocers. The manager of one of these stores said: "There are great possibilities in the grocery business to-day, but one of our greatest handicaps in taking advantage of these opportunities is the great difficulty in getting experienced grocery clerks, or even men who will take an honest interest in the business. A good salary has to be paid to a man who knows the business, and they could easily be worth if it they were only obtainable. The grocer to-day finds himself continually training men only to find that the man either does not take an interest in the work or is attracted to something else.

Great Need of Salesmanship

"By a 'good clerk,' I mean one who is really a salesman and not simply a hand-out man, one who will look for business. Courtesy and attention to the customers is one of the main factors in making a purchaser a customer, and the grocer's idea is to make regular customers of all those who come into his store. This can only be accomplished by the co-operation of the clerks since in a store of any size the owner or manager can only wait on a very small proportion of the customers. It is then very necessary that the grocer can have confidence in the clerks who work for him. So many employees to-day feel that they are doing their full duty if when a customer asks for a pound of butter, they parcel it up and hand it to them. In three cases out of five that customer would buy something more if a few suggestions were made or a little attention was given to them. The geniality of the clerk helps considerably too. A pleasant word or a little courtesy often insures further business for the store. It is interesting to notice how many clerks will go and open the door for a customer, or how many will take special care to do up a number of small parcels so that they will be more easily carried. These are the little things that count and the things that the grocers are finding it hard to find these days.

Carelessness That Costs

"It is surprising what carelessness results when a man does not really put his heart into the business. This is most noticeable in weighing bulk goods or in counting out eggs, oranges or any of the lines that are sold by the dozen. For this reason it does not pay the grocer to hire a man who does not take an interest in the work, even if he is being paid only half the salary of an experienced clerk. The big question is: 'What is the remedy?' A few years ago it was not hard to get real grocery clerks, and to-day it is almost impossible and most of the old ones have gone into business for themselves. It is only natural, however, that a man who was really a success as a clerk should take advantage of his knowledge and start his own grocery. The man who does not take an interest cannot make himself worth enough to his employer to pay him to stay and so the grocer to-day is almost continually looking for a good grocery clerk."

What Is The Remedy?

It is interesting to note that three of the leading grocers in Montreal to-day were at one time clerks in the one store. They spent from five to twenty years with the one firm and then branched out into business for themselves. To-day the firm that gave them their training canont find "real grocery clerks" to take their places. The manager of one of the grocery stores in Montreal states that he would pay thirty-five dollars a week for a good clerk but he cannot find one. Still there is a large army of unemployed in this city and in other large Canadian cities. Are there no men in their number who would take a real interest in the grocery business? The grocers state that their business is in a more promising position than it has been for some time but trained men are lacking.

Improperly Labelled Salmon Gets This Dealer Fined

Vancouver Merchant is Fined $52.50 and Over Two Hundred Cases of Salmon are Confiscated —Three Points to be Observed

VANCOUVER (Special). — Under date of January 7 Canadian Grocer warned the trade that the Dominion fisheries inspectors were "on the warpath."

On January 19 a local retail store was charged in police court as follows:

"—did unlawfully expose for sale white spring salmon packed in cans which were not marked with a true and correct description of the contents of such cans, including the vernacular name and the minimum weight in avoirdupois of the contents plainly printed in a conspicuous manner and the name of the place where same were packed."

Is Fined $52.50

The defendant was convicted and the fine and costs totalled $52.50. Also, it is understood that the Department confiscated the canned salmon complained of, to the extent of about two hundred and seventy-five cases. Although the wording of the charge described the fish as "white spring," the packer advised Canadian Grocer that the salmon packed under the label which the salmon bore was actually "chum" salmon.

There are considerable quantities of salmon in the hands of the trade with labels printed several years ago, which do not now comply with the requirement of the Act (the Meat and Canned Foods Act as amended 1908, 1910 and 1917).

Mr. Harrison, acting for Chief Inspector Motherwell during his absence, advised Canadian Grocer that there were three points to watch on salmon labels:

1. The name and address of the packer or the name and address of the fish dealer obtaining it direct from the packer, such as wholesaler or broker using private label.

2. The species or variety of salmon, such as: Sockeye salmon, red spring salmon, white spring salmon, cohoe salmon or silver salmon, pink salmon, chum salmon or qualla salmon—together with place where packed (such as British Columbia).

3. The minimum net weight of contents in avoirdupois weight.

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Believes The Groceteria Is Here to Stay

E. F. Mason, Peterborough, Ont., Who Is Now Opening His Third Groceteria, States That the Self-serve System Will Be as Much Appreciated in Normal Times as in Times of High Prices

E. F. MASON, Peterborough, Ont., believes that the groceteria is here to stay. Contrary to the opinion of some men prominent in the trade, that the groceteria was merely the creation of a period of high prices, and would pass out when values returned to normal, Mr. Mason is firmly convinced that it has been a success, and will continue to be such, even in normal times. It fact Mr. Mason is backing up his belief in groceteria by establishing a third store, conducted in this way, in Peterborough.

Mr. Mason first opened a groceteria near the market, and it proved such a success that he inaugurated a groceteria section in his main store. Now his third one is shortly to be opened in the southern part of the city. He still maintains the old way of doing business, taking orders over the telephone and delivering to all parts of Peterborough. He does not intend to eliminate this feature, but the people who are his patrons in this department are regular, steady customers, who pay their bills periodically, but they are always sure. Business of this kind is almost as good as cash and he does not intend to let it go.

The Cost of Delivery

"What led you to open your first groceteria?" a Canadian Grocer representative asked Mr. Mason recently.

"I think, perhaps, it was the occasional sale that is made in every grocery, particularly the ones that come over the telephone, asking you to deliver a small loaf of bread before a certain hour. I have had this experience and I am sure every grocer who is doing business with a delivery service has had it many times. Very often these people are not regular customers. They just want you to suit their convenience, and if you suggest, as you frequently do, a number of other lines, they only want the service you are giving to bring to them the thing they mostly need at the moment. That is what encouraged me to take up the groceteria idea. The cost of delivery for such a small order is more than any profit you can make. People who want a regular delivery service, and place their orders from week to week, can still do so, but the occasional buyer, and the person who just drops in for a few things while down town, can best be looked after in the groceteria."

Near the Market

The groceteria situated in close proximity to the farmers' market is doing a very fine trade, according to Mr. Mason. The market is a popular place for housewives on Saturday and the groceteria attracts a great many at this time. Being on the main street too, it is easily reached by the downtown shopper.

Mr. Mason believes that one of the chief essentials in the successful conduct of a groceteria business is the necessity of carrying only the best lines procurable. He has made a feature of stocking the best goods that can be bought, and eliminating the delivery on this high-grade stuff, Mr. Mason is able to sell at reduced figures, at the same time building up a reputation for high-class merchandise.

"The return to normal prices will not mean the elimination of the groceteria," Mr. Mason reiterated. "With men earning perhaps less money than in the days of the war, lower prices, possible only in a business on a cash and carry basis, will be appreciated as much as in the days of inflated values. Yes, I think the groceteria is here to stay, and it has proved very satisfactory in my experience."

The Commercial Travellers' Association of Canada, are holding their annual banquet at the King Edward Hotel, Toronto, on February 4th. Among the speakers will be Rt. Hon. Sir George E. Foster, and Chief Justice Riddell.

"BUSINESS IN 1921."

By A. MOSSMAN

"WE are being told that business will be unsettled throughout this year, but as a matter of fact, business has been in a condition of unsettlement during the past six years and it is now hoped that in this year we will be able to 'settle up' so that we may 'settle down.'

"We Canadians have generally been 'sot in our ways' and our ways have generally been commercially orthodox, but we were led away from the 'straight and narrow path' of ethical merchandising because of the knowledge that we could sell anything, at any price, and rules and reason became unnecessary and were temporarily discarded. But all is changed and rules and reason must be again enthroned to ensure the rehabilitation of business upon a safe and sound basis.

"So much is being said and written by competent authorities about the absolute soundness of Canada, that it is unnecessary to discuss the subject here and in any case no Canadian doubts or has ever doubted that the resources of our country are boundless, so what we are now concerned about is the future of our businesses.

"Almost every merchandiser has had both eyes concentrated upon profits, but it must now be remembered that profits are only secured through sales and that therefore the turnover is of equal importance.

"A great deal of the reported contraction in trade is due to prices carrying war-time profits. No one likes to take a loss, or even a reduction in profits, but the 'objective' of every progressive merchant in 1921 is a revival of turnover. The fact has to be faced that the purchasing public has to some extent lost confidence in its suppliers. For several years prior to the war the high cost of living was a popular topic among consumers, but resentment did not take the practical form of a partial 'boycott' until recently. Canadian business men have, as a rule, shown a sensible appreciation of a difficult situation, and are trying to meet its requirements calmly and practically and progress is being made steadily toward former levels of prices without the panicky slaughter of merchandise of which we read so much in the United States news.

"In the readjustment of prices the public is entitled to a square deal, nothing more, nothing less, but the wise merchant will keep closely in step with the downward trend of prices, which advanced during the war. This is a time for activity; for five years business sought the dealers, but now the dealers must seek the business and seek it diligently.

"'The croakers' are not all dead, and we occasionally hear the man who 'will not buy anything just now,' but he is not numerous and we hear much more frequently of merchants who have progressive plans for making 1921 their banner year.

"Someone has said that 'difficulties are made to be overcome' and we will surely have some to overcome in 1921, but with good buying, vigorous selling and prompt collections, most of our troubles will be behind us at the end of this year."

"Why it Costs Us Less to Deliver"

Managing Director of Large Concern Decides That Delivery Costs Are Too High, and Now Declares That Charge of Ten Cents for Each Delivery Fully Covers the Cost of the Same, in Spite of Opinions to the Contrary

By JOHN MENCH

"WHEN a customer in our self-serve grocery store pays 10 cents additional to have her purchases delivered, anyone acquainted with ordinary delivery costs is likely to be surprised," stated John Mench, managing director, Duffy Powers Co. "Only 10 cents?" is frequently asked. "But that does not cover the cost of delivery."

" 'Oh, yes it does,' " we are able to tell him—" 'covers it completely.' It formerly did not, but it does now.

"It used to cost us much more than 10 cents every time one of our delivery men stopped at a house; about a year ago I decided that delivery costs were too high and set out to cut them. There is after all only one way to cut anything, whether cloth or timber or expenses, and that is to set up a measuring rule and top off everything that goes beyond the mark. We decided what the correct figure on delivery costs should be; then I arbitrarily cut the allowed expenses to that amount, beginning on the very day the decision was made.

"If the manager is right in his first judgment that the activity is costing too much, the labor force will learn to accomplish with the remaining apparatus the same service as before.

Make Action Profitable

"The best means of getting people busy is to make action profitable to the individuals concerned. On the day I cut the appropriation for deliveries, therefore, I called in the trucking superintendent who had been getting $35 a week and boosted him to a salary of $3,000 a year. At the same time I told him that he would get his salary so long as he ran the department on or under the new appropriation, but that if at the end of one month he could not deliver service on that appropriation his job would automatically terminate. I asked him whether he could do it. He said he was strong for his new job, and would earn it or break something. So we got together to make a survey and to do a little figuring. We both made the survey, and I let him do the figuring. Any intelligent man acquainted with his work can figure out in theory the proper thing to do in a given situation. The art of management, if it is an art and not a job, is simply to go ahead and put into operation the things his figures show him.

First Move in Cost Reduction

"We had had 13 trucks and a garage to keep them in; also a horse and two wagons in a rented barn. Following the truck superintendent's figures, the next day I cut the number of trucks in use to 7 and sold the horse and wagons. The trucking superintendent turned half of his men over to the employment manager for use as porters and elevator men. To the remainder of his men he passed on some of the selfish benefits it was assumed they would thereafter earn, in the shape of increased wages plus a bonus.

"We now do our delivery with 7 trucks instead of 13, in spite of the fact that the number of our deliveries has increased two-thirds. The other day, in view of the increased business, I offered the superintendent another truck. He refused it, saying he didn't need it—for we are giving our customers high-grade service without it. This man, promoted by the hair of his head and with responsibility thrust upon him, kept his job and he is earning his salary.

"A favorite motto of mine is that when you are looking for salaried people you do not have to search the country for them; if you take the man who is already on the job in your own organization, he can easily learn to deliver results commensurate with a good salary. It is only necessary to get the average man stirred up in the right way and to pay him for a vigorous exercise of his brains. Our trucking superintendent is now worth more to himself, worth more to the company, worth more to the men under him, and it is a greater pleasure for him to work and for the people to work with him. His extra salary pays us. He was not selected because of any personal qualifications, but because he was the man already on the job.

"As for the truck-drivers, they have earned their increased wages and a good bonus by giving better service, too.

It does not do to have one man do all the planning in cold blood, sitting down at his desk and to expect other men and women to do all the carrying out, without a share in the planning and in the payment.

Used Paper Baskets

"There are a great many problems in the physical work of delivering which call for the use of brains. For example: our drivers use paper baskets for delivering groups of packages. The paper baskets are easier to handle than wooden baskets or boxes, and when empty they collapse and take up practically no room in the truck as it continues on its way to other deliveries. The wooden box takes up just as much space, empty or full, and during that half of the time that it is empty it is a nuisance to the delivery man.

"We give the driver 1 cent for each paper basket he returns to the store in good condition. All the baskets come back—none of them now remain behind at the house with the bundles as they used to. They are handled carefully, to keep them in good condition. So our baskets return to be used again and again, until they are worn out. The drivers can earn at least 10 cents on each basket during its life of about 10 deliveries. So we get less expense and the driver gets a good bonus.

"Each truck driver's record for service to customers is also gone over periodically. Every six months a committee consisting of the truck superintendent, the store manager, and one or two department heads goes over the records and gives each driver a bonus of $1 for each week during which he has not made an unreasonable number of wrong deliveries or other errors.

A Bonus for No Mistakes

"There is no predetermined allowance of mistakes, as that would be unjust to both the drivers and the store—some mistakes in deliveries are the fault of the customers who gave us the addresses. But the possible bonus of $26 every half year is a sufficient inducement to keep before the drivers the importance and value of care.

"The department chiefs on the truckers' bonus committee are not the same persons from month to month, but are selected from different departments each month. Thus we get sincere views on the efficiency of our delivery service directly from the various departments the sales of which are delivered by the truckmen. Often department heads will not complain about a service condition on the ground that it is not their official job to do so; but when they are called upon to be members of this committee, they sit in judgment.

Better Service Than Promised

"We give what I think is an excellent delivery service. It is not so fast as the service from some other companies; but speed is not so important an element of service as is usually supposed. What a customer wants is to know that the goods will be at her house when we promise them. We make it a practice

(Continued on page 29)

Window Displays That Will Sell Goods

The Trimming of a Shop Window Should Not Be Treated as an Art or a Knack—It is a Serious Branch of Store Salesmanship And Should Be Utilized to the Best Possible Advantage of the Various Departments

SOME window displays sell a lot of goods. Every department of the store reflects the sales punch in a good window display. People talk about the showing and purchase largely of the goods that are exhibited.

On the other hand some window displays fail almost entirely to affect sales in a satisfactory manner. The goods on display move no more rapidly than ordinarily; there is no comment among the customers on the display and the whole thing is a dismal failure.

What's the answer to this condition of affairs? Why do some displays sell goods while other displays fail entirely to do so?

The answer, of course, lies in the display itself. Here's the way one Western store manager, who began his career as a window trimmer, sums up the situation:

"Of course now that the principles of display salesmanship are so thoroughly understood by all window trimmers, it is a fact that most of the show windows are exceedingly successful in selling goods. But even the best of trimmers is apt to go off on a tangent every now and then and put over a display that proves to be an out-and-out 'flivver.'

Left Off Price Tags

"For instance," continued the speaker, 'we had an instance of this kind in this store not so very long ago. I hadn't been paying much attention to the windows, except to get regularly weekly reports on the displays and the results, until one week when I got a report which showed that a display had entirely failed of getting any results. Absolutely the window didn't do a single thing toward boosting sales in the line shown, and I knew at once that something was wrong. I went downstairs and out to the street and looked at the display. I saw instantly just what the matter was.

"Going back into the store I called into the office the man who had trimmed that window.

"'Your display has been an awful flivver,'" I told him. "It didn't sell a single article."

"The trimmer hung his head.

"'That's what I've heard already,' he replied.

"'Do you know why it's a flivver?'

"'No.'

"'Then I'll tell you. Its because you've left off all the price tags. Why did you do that?'

"'I thought the tags spoiled the artistic effect. The display was beautiful and I thought that people were kind of tired of always seeing price tags, anyhow, so I left them off!'

"Can you beat that?" went on the store manager. "Of course that was the cause of the trouble—women simply won't come in to our store and make inquiries regarding the prices of unmarked goods shown in our displays. They have gotten the idea, from experiences with other stores who have shown unmarked goods in the show windows, that when articles are not marked it means that they are so high-priced that the stores are afraid to display the prices. So I had the trimmer put on price tags in the display and continued the display just as it was, with the tags added, for another week. That was all the display needed, the display immediately began to function properly and to sell goods the way it should.

"That is just one example of the way that a man is liable to get off on the wrong foot every now and then in the matter of show window display. And there are a lot of other ways in which a good display can be killed.

An Overdone Display

"I remember one time when I was a trimmer myself how I labored over a display of a high-priced line. The goods weren't moving in anywhere near the way they should and so the store wanted something special, and I determined to give it to them. I got up an elaborate lay-out for the display and then spent about three times as much time working it out as I ordinarily spent on a window. When I had finished I had a display that I thought was a world beater

"But—it absolutely failed to sell!

"What was the trouble?"

"The trouble was that I had made the display altogether too elaborate and fancy. I had spent too much time on backgrounds and frills and all that sort of stuff and too little time on the goods. I had a window that was jammed with ingenious ideas, that had a number of moving objects, elaborate painted effects, novel lighting schemes and everything else, but it was so crowded with my stunts that but very little space was given up to the goods, and onlookers were so much interested in looking at my stunts that they quite missed the purposed big point of the display, which was to induce them to enter the store and buy.

"Right then and there I learned a thing about window displays which has always struck me as being highly important. The point is this—do not overelaborate the accessories. Remember always that the show window's chief purpose in existence is to help the store sell goods. This being the case, the heavy emphasis in a display should, with some few rare exceptions, be placed on the goods that are offered for sale. The stunts and backgrounds and accessories should always be toned down so that they will turn attention to the articles which the store wishes to sell instead of grabbing off the major portion of the onlookers' attention for themselves.

"Personally, I feel that it is highly essential to watch our windows carefully to see that there is no overelaboration of non-essentials. You see it is so easy for an artistically-inclined window trimmer to over-emphasize some minor point of the display, with the result of practically killing the sales value of the window.

"Still another important factor, to my mind, in the framing of window displays that will sell the goods, is that of hammering home only a single point or so in a single display. In other words, keep the windows simple. Don't let them look confused so that the onlooker won't be able to get the real point of the display. I am a great believer in having a single dominating idea behind each display and in having the trimmer realize definitely just what this dominating idea is and frame his display accordingly. If the display is designed to sell seasonable lines, then everything should be subordinated to that one idea. Let nothing creep in that will, perhaps, give the folks the idea that a special drive is being made on something else. Don't let the prospective customer take away a confused impression of the displays. They are much more apt to remember the displays and to talk about them if the displays are simple and direct than if they are confused and wandering. At least that's my idea about it, and it's what we work out in this store to good effect.

"Window trimming," concluded this store manager, "is more than a knack or an art. It is salesmanship. And the windows that sell the most goods are not necessarily those that are the most artistic but rather those that contain the most forceful elements of good salesmanship. That's the point about window trimming I try to emphasize with our trimmers, and I believe it's a point that all stores could emphasize with good effect."

Replies to Edmonton Correspondent

Western Grocer's Suggestion as to the Remedy for the Man Who Is Doing $115,000 Yearly and Apparently Making No Money, is Dealt With in Interesting Discussion.

By HENRY JOHNSON, Jr.

A FEW weeks ago a grocer with a long established business, who was doing $115,000 a year and making, apparently, no money, asked me for a suggested remedy. Judging from the meagre data furnished, I told him to advance his prices. A grocer in Edmonton, Alberta, writes very courteously, saying that he hesitates to take issue with me, but nevertheless thinks that, in view of the fact that this man's delivery expenses are high, it would be better for him to reduce his prices, institute a non-service store and put on definite charges for delivery and credit. Thus those who preferred to buy without service would not pay for service they did not use, and those who used service would pay for exactly what they did use. He suggests that such systems are now in operation and must be all right because they work.

It is true that non-service, limited service and self-serve stores are in successful operation in practically every section of the country, but seldom or never can two or more systems be operated successfully in the same store. In cases where this has been tried, the usual result has been that after a few months, when the novelty has worn off, the customers have elected to take full service and pay the price and the store has reverted to the original method.

It is true that many limited service stores are in operation where a definite charge is made for deliveries. But in such stores the original plan has been no service outside the store. The great bulk of the business is strictly non-delivery, so much so that the trifle of delivery orders might be turned down and the store not suffer. Hence whether satisfaction accrues to those who want delivery is a matter of indifference to the owners of the stores.

Upheaval of Entire Business Serious Matter

In the case under discussion we had a merchant with a well established, full-service business doing $115,000 a year. No question of dissatisfaction with the service or prices entered the discussion. It was simply a question of how this merchant might be sure he was making some money—how he might get something for himself and be sure he was getting it. Surely I should hesitate long and thoughtfully before I should counsel such a man to make a complete upheaval of his business. To do anything like that would be to jeopardize his life-work and that of his father before him. For this is a growing business with customers coming every day, evidently pleased to continue. Apparently they are the kind of people to whom price is secondary and service with quality primary considerations.

Surely, it seems to me, that the wise thing for this man to do is precisely what I told him. Advance his prices to insure adequate earnings for himself. But, just the same, I am glad my Edmonton friend wrote. "In the multitude of counsellors there is safety!"

The Cost of Handling Sugar

I have said frequently enough that sugar, though handled below the average cost of doing business, is profitable on a margin of ten per cent. Now I have dug up my figures to prove the contention. They were gathered from a large Western store and are as follows, based on costs and prices of 1917. Similar examination, based on to-day's values, will show the same percentages, I believe.

The business and premises are large, hence the unusual total for rent and the opportunity to segregate costs.

About twenty sacks are sold daily, coming in lots of 50 sacks regularly from a local jobber every three days and an extra load occasionally. So the turnover averages about 100 times a year. At $7.50 the hundred, this is a business of $45,000 a year. And that figure is near enough to present conditions to serve for illustration.

The first charge must be for the rent of the actual space used for and occupied by sugar. There are 28,000 square feet in the entire store and the rent is $24,000, or a trifle under eighty-six cents per foot per year. There is a main floor and basement of equal size and a second floor two-thirds as big as the main floor. Plainly not every foot is of equal value. Some of the main floor must be worth four times the average, while a rear corner of the basement cannot be called worth more than one-fourth the average, or 21½ cents per square foot year.

The sugar is slid directly from the jobber's trucks into the rear of the basement, where the space in which it is piled, plus that occupied by counters, tables and weighing machine is not over 285 sq. ft.—call it 300. This figures $64.50 for annual rental, at 21½ cents per foot, which, on $45,000 business, is .1433 per cent., or let us say one-sixth per cent., to make convenient computation.

The sugar man gets $16 per week and about half his time is devoted to handling sugar. That figures out to $416 per year, or just over nine-tenths per cent —call it .9 per cent. Bags at three-fourths cent each are one per cent., or $450 per year—taking ten pound bag as the unit.

Let Us Include All Factors—Even Doubtful Ones

The owner of the store estimated delivery at two per cent. I think that is high, considering how sugar goes along with other goods; but let it go at that —$900. He also insisted on selling expense, but I do not think that belongs because nowadays nobody sells sugar. It moves on consumer demand strictly and the handling is down to the minimum of standardized motions. But let that go, too, at his estimate of three-fourths per cent.—$337.50.

So we get a total of $2,169.00, which divided by sales of $45,000, works out to the barest fraction over 4.8 per cent. Let us say it is five per cent. Then let us add one per cent., or $450 a year for heat, light, insurance and any other charge you like. Let us then add another one per cent. for increased wages and cost of bags, even though all those things are due for the same kind of readjustment that groceries are now experiencing—$450 the year more—and we shall have the grand total of seven per cent. as the outside burden on sugar.

If this reasoning is correct—and I am ready to have it analyzed by anybody and shall welcome any such analysis—then my contention is established. I hold that sugar at ten per cent. gross is an exceedingly profitable item. We show above that thus it will pay us three per cent. net—or more than the average net on groceries to-day.

Another Good Sales Stunt

When I consider the department store with its average expense of over 26 per cent., which yet makes money more uniformly than the grocer with around seventeen per cent., I conclude that the backlying reason is that the department store sells things, while the average grocer's comment on his goods is that they sell or they do not sell. Get the idea? It's a great thing to study sales stunts and put them in practice. Here's a letter which tells of another one:

Dear Sir:—Here's a little "nut story" that may interest you. Our average nut business for years has been 11,000 pounds, divided as follows: Jan.-Oct. 3,900 pounds; Oct. and Nov., 3,300 pounds; December, 3,800 pounds.

We buy almonds and walnuts direct

from the associations, so have to guess about what we can handle. Last spring I guessed pretty high. When the nuts came in there wasn't much other stuff to sell, so I got a special window in and got busy. Cleaned up my year's stock of almonds in about ten days! Had to go on the open market for more (tough luck!).

Naples walnuts came along, quality fine and price right. Took on 50 bags and cleaned them up in two weeks. From Oct. 1 to Nov. 15 sold 7,000 pounds. From Nov. 15 to 26th used 5,700 pounds—our year's supply in six weeks.

Last week we found some number two California walnuts in good condition and got busy. Put them on Thursday, the week after Thanksgiving, and sold 1,200 pounds; Friday, 1,400; Saturday, 2,200; Monday, 600; Tuesday, 500; Wednesday, 600—6,500 pounds in six days. Sold other stuff, too. Question is: What will we do for Christmas?

We had rotten weather for Thanksgiving—rain Monday and Tuesday and dirty Wednesday. In spite of it all, beat last year by about $300.

Now, let me tell you a little about the help I have. Day before Thanksgiving business was slow. At two o'clock I cleaned up all slips and found about 700 sales. Believe me, I was about ready to quit! I had six clerks on the counter from two to eight p.m. They made over 2,000 cash sales, put up their goods and handed them out to the customers. That's what I call going. It was a pleasure to see them work. But I didn't have much time to watch them, for it kept me busy getting the stuff up for them to sell.

Last Saturday two girls handled the trade on the 2,200 pounds nuts—all small sales, and they had to weigh them all, for I had no idea that the people would all go crazy (nutty?) on nuts! We simply could not get a chance to get up any ahead. I got in about three hours on the scales in the afternoon. They handled it alone the rest of the day.

Get the Idea of Selling Things!

That is the story of a big establishment, but that cuts no ice. The same kind of thing can be done in any store in proportion to its size. Nothing that has been demonstrated during the past few years has been more striking than the way in which buying habits in walnuts have been changed by the intelligent advertising of the walnut association. Formerly merchants used to put away what nuts were left after Christmas and forget them until next Thanksgiving. Now they are sold the year round as a staple food.

It is up to each grocer to cash in on these things. He can hitch his selling to the general campaigns of the associations and cash in on their expenditure, or he can say it "can't be done" and stagnate while "the world goes by!"

Grocers In This Montreal Suburb Are Swindled

Montreal, Jan.—The revival of an old method of cheating the unwary was the cause of the loss of five dollars to Louis Chabot, a Montreal grocer at 118 Island Street, recently. Several grocers and butchers in Point St. Charles, a suburb of Montreal, have been victimized by purchasers who take advantage of busy hours or preoccupation of clerks to swindle five or ten dollars by sleight-of-hand tricks in changing money. Mr. Chabot made a complaint to the local police against Viau and the latter's nephew, Rodolphe Viau, for the theft of five dollars. In speaking of this to Canadian Grocer Mr. Chabot said:

"The other evening my store was visited by the two accused, one carrying a suitcase. The other asked me for a jar of jam. He bought it and I wrapped it up. He put it in the suitcase, telling the other man to take care to put it in the middle of the other parcels. I saw that he had a lot of small parcels in the bag. He tendered me a five-dollar bill in payment for the jam and I put this in the cash register, taking out four dollars and twenty-five cents, and gave it to him as his change for the five-dollar bill. The change he left on the counter, adding seventy-five cents and asking me to give him a five-dollar bill for this. I took a five-dollar bill from the cash register and gave it to him. He left this on the counter for a minute and drew my attention away by talking about buying a loaf of bread. He then asked me if I could give him a ten-dollar bill for some change. I took a ten-dollar bill from the register and gave it to him and he tendered me the five-dollar bill I had given him a few minutes before together with the change on the counter I had neglected to put in the cash register, in exchange for the ten-dollar bill. The result was that I was out five dollars. I did not reason out the whole transaction until the two had left the store."

Another grocer, J. Bedard, also reports the loss of money by the same process only a few minutes after this pair had left Mr. Chabot's grocery. This practice was evidently carried on systematically since in the suitcase was found a number of small parcels, including bread, potatoes, canned goods, vegetables and meat. Upon investigation by the detective department it was found that the elder Viau had been arrested in 1917 for manslaughter. Rodolphe Viau was acquitted by the judge.

AN INTERCHANGE OF LIQUOR AND SALMON IS NOW SUGGESTED

Vancouver, B.C.—That an order-in-council be passed providing that all purchases of liquor made under the Moderation Act shall be placed in countries prepared to purchase an equivalent value of British Columbia's natural products, was the novel proposal made to Premier John Oliver here by a delegation of prominent salmon canners. The Premier said he was favorably impressed with the idea.

As one of the basic industries, it was pointed out, salmon canning would benefit. There are about 750,000 cases of salmon on hand and the market is dull.

It was urged that the government should export direct from France, where there are large supplies of brandies, wines and liquors, which owing to prohibition in the United States the French people have been unable to dispose of.

WHY IT COSTS US LESS TO DELIVER

(Continued from page 26)

never to tell a customer that her goods will be delivered on the same day that they are purchased—what we say is that the goods will be in her home on or before the following noon. Then they are always delivered hours before the promise runs out—usually, in fact, on the afternoon of the day they were purchased. When they arrive ahead of the promised time the customer is surprised and glad. Consequently we have a reputation of giving better service than we promise. We are credited, in fact, with giving quicker service than some other stores in the city which actually exceed our speed. The difference is that we meet our promises in mighty near 100 per cent. of the cases, instead of having a percentage of what the customer considers tardiness.

"Meanwhile we have had the advantage of greater time in which to sort and route our bundles and we sort them into large delivery groups so that our trucks deliver packages for every mile they travel, and our expenses are consequently less on each bundle.

IMPROPERLY LABELLED SALMON

(Continued from page 24)

With these points carefully observed any dealer may easily make sure whether he is complying with the law.

Will Secure Information

If any merchant finds that the salmon he has on his shelves is improperly marked, he should procure from those from whom he purchased the salmon the proper description, weights, etc., and mark with pen or otherwise the needful information on the labels and make sure that his further purchases comply with the act.

If any merchant is unable to get the required information, Canadian Grocer will obtain (through its Vancouver office) the requisite information from the packers concerned.

Whether the grocer feels that he is being unfairly dealt with or not, so long as the Department is taking this action each dealer will be well advised to avoid a fine, rather than be put to the expense of action after he has been fined.

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MUCH IMPROVEMENT NOTED

THE whole consensus of opinion gleaned from the remarks of men in the front ranks of business is to the effect that conditions are decidedly improved since the turn of the year. The tendency appears to be all towards improvement. The general aspect, including the temper of business men, is better.

As has been stated on previous occasions the principal reason for apparent dullness in some lines is that the purchasing public is waiting for such information as will influence it to conclude bottom prices have been reached. In a good many lines the bottom, it is believed, has already been reached, and in others further recessions will take place before stablized levels are established. Retailers, in a good many instances, are following the practice of marking their stocks at replacement values, showing a disposition to make adjustments necessary to bring about complete readjustments, promptly disposing of stocks and of getting into a financial position which will enable them to proceed in the regular way. The quicker this is done in all lines the quicker will there be a return of good business.

It is generally the case that after any movement of importance commences, as it progresses it gathers speed, and will, within a short time, reach a momentum that means early completion of the movement.

"I see increasing signs of a disposition on the part of producers and wholesalers to recognize conditions," remarked a man in close touch with affairs at the present time. "They are submitting to such reductions in selling prices as are necessary before a return to a normal volume of business."

BURGLARY INSURANCE

THE number of storekeepers that have suffered from burglaries in recent weeks brings to mind the important question of burglary insurance. How many merchants are insured against this loss? It is stated that the number is not large but the losses that have been incurred by burglaries of late in all parts of the country invite earnest consideration of the subject. Thefts of considerable sums of money, to say nothing of large quantities of goods, have been reported. In effecting and successfully carrying out these burglaries too, very often damage of serious account is committed.

The merchant who is guarding against loss of this nature, as he would against fire, is pursuing a wise course. In a period of a certain amount of unemployment, and more or less quiet and unsettled industrial conditions, burglaries are more or less frequent, and the merchant who wants to avoid loss and inconvenience of this kind had better see to it that he is carrying sufficient burglary insurance. The outlay for such protection will not be a burden. The insurance company will likely insist on every safeguard being taken to prevent the entry of burglars, but in complying with the regulations of the underwriters in this regard merchants are only taking precaution against their own loss.

TEN PER CENT. SUGAR

THE article appearing in this issue by Henry Johnson Jr.,. is one which should be read and studied by every grocer who considers that in selling sugar at a profit of only ten per cent. he is selling at a loss. The truth of the matter is that if you can only sell enough of it, sugar at ten per cent. margin is one of your mainstays in profit-making. Two or three years ago Canadian Grocer published a series of articles from a contributor which were written with a view to proving that it was not the margin of profit alone which had to be taken into consideration, but the frequency of turnover also. One hundred dollars turned over four times a year at a net profit of 3 per cent. represents a profit of 12 per cent. per annum on the investment. The same amount turned over 50 times a year at one per cent. means a profit of 50 per cent. on the investment.

At the same time that the articles above referred to appeared Canadian Grocer issued a questionnaire to grocers in all parts of Canada asking their opinion with regard to the profit to be made on sugar. Replies received showed that about half the grocers in Canada considered sugar one of their best lines as a profit-maker, while the other half regarded it as something they were bound to sell to oblige their customers, but which brought them no profit, in fact, they would be better without such business.

Mr Johnson's article in this issue puts the matter very clearly and shows which of the two opinions is the correct one.

Turnover is Just as Definitely Connected With Collections as Salesmanship is With Service and Satisfaction in Any Business

Profit Does Not Depend So Much Upon the Amount of Money Invested in a Business as it Does Upon the Way in Which That Money is Made to Work—It Should be the Grocer's Chief Occupation to Make His Dollars Work

TURNOVER of stock is the goal of of every business undertaking and frequent turnover is the profitable turnover. An investigator for Armour & Co. has given an analysis of turnover and the essentials that enter into sales and frequent turnover.

To obtain turnover the merchant must make sales. Sales are the life blood of the profitable turnover of working capital. Those two factors are more inter-related than any other two in business. Time was when some manufacturers considered their sale completed when they shipped their goods to the retailer and the retailer considered his sale completed when the transaction across the counter had been closed. But now both of them realize that the sale is not completed until satisfaction has been given, and that satisfaction has not proved until the customer has been brought in again. The sale that every merchant wants in his store is the sale that reproduces itself in repeat business.

Meaning of Turnover

Turnover means the investment of dollars in goods, the sale of those goods, reinvestment, resale—repeating the process often and at a profit. When the merchant invests money in merchandise, then sells the merchandise and extracts his profit, that is one turnover. When he invests again and resells, that is another turnover. The merchant does not turn over goods. He sells goods and that turns over the working capital invested in them. Every merchant should know how many times a year he turns over his invested capital. Profit does not depend so much upon the amount of money invested in a business as it does upon the way in which that money is made to work. Dollars are workmen and the faster they work, the more they accomplish for the merchant. It should be the merchant's chief occupation to make his dollars work, to repeat investment and sale, to get immediate collection of accounts. Turnover is just as definitely connected with collection as salesmanship is with service and satisfaction.

The Essentials of Turnover

Here are the essentials of turnover:

First—The merchant must study the needs of his community. He must anticipate his community's needs.

Second—He must stock the goods, and there should be a variety of products; but too large a variety of brands of each different product is a scattering of investment, that is certain to complicate buying, selling and bookkeeping, with a resultant slowing-up of turnover. Every product selected should be judged as to sale quality. The trade mark should be well known, so that it will not need an introduction. It must be of a quality that will bring repeat calls.

Third—Customers must be given facilities to buy. In other words, the merchant must have adequate space for an attractive display of his goods.

Fourth—Collections must be made promptly. Past due accounts are obligations for the merchant. The moment payment becomes overdue, the merchant ceases to be a merchant giving credit accommodations, but becomes a banker who lends money without interest.

Some of the Results

Advertised quality goods make quicker turnover than any other kind. Recently a well known newspaper of national reputation discovered that advertised goods were turning over three or four times faster than those that were not advertised and comparison of advertised and non-advertised goods was made by this newspaper. The amount of capital invested in stock was the same in each case—$10,000. It was assumed that profits were 10% of the sales.

Here are the results:

Non-Advertised Goods

$10,000	Capital.
40%	Mark-up.
$14.000	Retail value of stock.
3	Number of Turnovers.
$42,000	Total business for the year.
10%	Percentage of net profit.
$4,200	Net profit at end of year.

Advertised Goods

$10,000	Capital.
20%	Mark-up.
$12,000	Retail value of stock.
6	Number of turnovers.
$72,000	Total business for the year.
10%	Percentage of net profit.
$7,200	Net profit at end of year.

It will be seen that, though the mark-up was twice as large in the case of non-advertised goods, yet they yielded a smaller profit than the advertised. This is due solely to the fact that the turnover of the latter was twice as fast.

Better Take Loss Now Than Be Put Out of Business

Toronto, Jan. 26.—At the regular monthly meeting of the Toronto Retail Grocers' Association last night the best method to meet the chain store competition was discussed at some length. Reference was made to a recent article by Henry Johnson in Canadian Grocer, of which reprints were given to the members present. It was pointed out that one reason chain stores were obtaining such a grip on the public was that they were alive to market conditions, and were taking advantage of all price recessions, not only in buying but in using every reduction as an advertisement and in reducing prices in line with cost of replacement. Some members declared that if this were done in every instance, serious loss would result. Other members emphatically declared that it was far better to take a loss now than to be put out of business by a chain store organization that is using every price reduction as a lever to pry business from the regular retail grocer.

The matter of collections and the best method to collect accounts was also touched upon. The making of the returns for the income tax was mentioned, and it was decided to invite an official from the income tax office to address a future meeting on this important question.

In the absence of Robt. Dowson, president, George Riley occupied the chair.

NIAGARA FRUIT GROWERS PLAN ASSOCIATION

The formation of the proposed Niagara Peninsula Growers' Limited, a co-operative organization aimed to handle and market all the fruit grown in the entire Niagara district, has practically been completed. Following a four hour conference with the Hon. Manning Doherty, Minister of Agriculture, T. J. Mahony, president of the Niagara District Grape Growers, Limited, and J. P. Bridgman, president of the Niagara Peninsula Fruit Growers' Association, announced that the scheme had tentatively been adopted. The plan has not been made public, but it is stated that the interests of the fruit growers have been well protected.

Retailer's Relations With His Banker

Merchant Can Do Nothing Better Than Submit Periodical Financial Statement to His Banker—All Retailers Not Good Business Men—Details Bankers Require to Know—Exactness Necessary.

By a Banker

WE bankers are human, even if some of you business men think otherwise.

Now, the truth of it is that the banker is a good business man. Regard for the law and his depositors, to say nothing of his own financial welfare, demands that he exercise good judgment in place of sympathy when the average merchant asks a loan.

Don't think that we chuckle fiendishly when you need money to pay your notes or the interest on the mortgage, and have to come to us. Don't call us ugly names because we happen to refuse. It's all in the interest of good business. Personally, I might like ever so well to make a loan to Jones or Thompson, who are neighbors and friends, but if I am convinced that it would be poor business, friendship must not count beyond a certain point. To grant loans in some cases would work positive injury to the borrower, as well as to the bank, for borrowing often teaches bad habits.

Why So Strict

Many retail merchants cannot understand why bankers are so strict—why financial statements are demanded and why many of these are unsatisfactory. The answer is that not all retail merchants are good business men. They do not possess enough information about their business to make up a reliable statement, as a rule. If they cannot show sufficient cause why they should be trusted with a loan, why should these merchants blame the bankers?

The day of loose business methods is passing fast. Margins of profits are drawing closer and closer, so that it is necessary to do more figuring and better managing to find a profit. Besides, retail businesses are becoming so complex as to stock and seasons and discounts that much greater efficiency is needed to-day than grandfather needed in his general store twenty years ago.

A Businesslike Statement

That is why the banker asks a business-like statement and one that he can rely upon. No guesswork will do. The retail merchant might fool himself about his present worth and profits, but it is not so easy with the banker, who doesn't carry dead stock and dead accounts on his books year after year.

Whom should a banker trust? That depends on a number of things. The merchant may have a rating in some credit bureau. The banker may have had dealings with him before. There may be security or references to look up. A number of things will go to help the banker, as well as the wholesaler or any other business man, decide whether a certain applicant should be accommodated.

This much is true in all cases, however, The retail merchant can do nothing better than to submit a periodical financial statement to his banker, his wholesalers and jobbers and to selected mercantile agencies. Frankness, absolute frankness and honesty, will pay in the great majority of cases, and will serve to give the applicant a better rating than he would otherwise be able to get.

Protect Credit Jealously

It is safe to say that there are many merchants who do not enjoy the high rating they deserve. This is because they do not take advantage of their cash discounts and because they are not able to furnish a financial statement that does them justice.

Credit is a thing to be jealously protected. Good credit enables a merchant to buy where otherwise cash would be demanded. Reputable wholesalers and manufacturers are coming more and more to favor their best dealers in a number of ways. But the best part of building up a good line of credit is that the merchant is thus prepared against the time when either cash or good credit is needed and needed badly.

What Statement Should Contain

What should a good financial statement contain? It should tell in detail the assets and liabilities of the merchant, and his profit or loss for the past six months or year. There should be no equivocation or false valuations in such a statement. It is surprising how many retailers place artificial valuations on their stock or property, allowing nothing for depreciation, and think they have made an honest, conscientious statement. A statement is untrue if goods are entered at more than their market price or more than they cost, and if fixtures or other property are valued at more than they will bring at a forced sale.

A Well Kept Set of Books

Most banks and credit bureaus can supply statement forms. In cases where, because of a poor bookkeeping system, the seeker of credit is unable to arrive at his net worth, the bank sometimes undertakes to audit his books for him. The best preparation for a financial statement is to have a well-kept double entry set of books. These will yield all the information necessary.

It is through his demand for exactness and truthfulness that the banker stands between the retailer and loose business methods. Much credit is due banking and other institutions which are endeavoring to raise the plane of business methods and financial credit. They are a factor in the big struggle for efficiency.

GROCERS TO BE SERVED HOME MADE PRODUCTS

Hamilton, Ont.—More than 300 retail grocers of Hamilton have been invited to a dinner to be tendered to them by the Hamilton Advertisers' Agency, Ltd., on Wednesday evening next, February 2, at 6.30 o'clock. The event will be of a unique character. The menu will consist of foods manufactured by Hamilton firms who are clients of the Hamilton Advertisers' Agency, Ltd.

GETTING THE BEST RESULTS FROM WINDOW DISPLAYS

JACKSON & SON, Guelph, Ont., get results from their windows all the time. The windows are selling goods for this firm continuously. A few weeks ago, Mr. Jackson filled his window with a certain line of pork and beans. It was on a Friday and a Saturday that the window was used to help the sale of these beans. "We sold five cases of them on this occasion," remarked Mr. Jackson to a representative of Canadian Grocer. "The beans had not been selling very freely, and placing them in the window where they caught the eye of the people as they passed by, they were practically cleared out in a day."

On another occasion when Mr. Jackson wanted to introduce a line of pancake flour he had not previously carried, he made up a window of the same, along with a nice display of maple syrup. The combination proved attractive, and Mr. Jackson successfully introduced his pancake flour, selling a considerable number of packages of the same. The present is a good time to boost the sales of pancake flour, and a window such as Mr. Jackson prepared will do much to increase the sales and to get the people asking for it at this season.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIME

Officers of the Retail Clerks' Association, of Charlottetown, P.E.I., were elected recently as follows: President, A. Affleck; first vice-president, P. McTague; second vice-president, J. Morrissey; recording secretary, H. Cudmore; financial secretary, J. Gallant; treasurer, D. McKenzie; tyler, W. Johnson; guide, J. Webster.

ONTARIO

H. Stuckey, Caledon, Ont., has sold his business to McFetridge and Wittick, Plattsville, Ont.

R. H. Robinson, retail grocer, Orangeville, Ont., has left on a three months vacation to California.

John A. Rupert, of Blythewood, Ont., is moving to Oil Springs, where he will shortly open a grocery store.

J. E. Cowle & Co. have purchased the business recently carried on by Alf. T. Robinson at 898 Queen St. E., Toronto.

The Dominion Stores have opened another branch at 2238 Queen St. E., Toronto, with P. J. Kennedy as manager.

J. H. McDonald, of Listowel, Ont., has purchased premises which will be remodelled and fitted up as a first-class grocery and meat market.

Gardner's Cash and Carry Grocery store is a new grocery opened at London, Ont., and is located on King Street, just across from the market.

Frank Smith, of London, Ont., took a flyer in sugar this week, making purchases that exceeded $4,000. He plans to turn over the whole lot by February 1st.

Ottawa will have daylight saving this summer. The motion before the city council to have daylight saving between May first and September 1st carried, after three divisions.

George Albert Booth, president and general manager of the Dominion Fruit Exchange, Ottawa, Ont., passed away in Holcomb, N.Y. He was in his fifty-seventh year and was a native of Consecon, Ont.

Edgar Hicks, of Tillsonburg, Ont., has sold his grocery business to the "Economy Grocers." R. E. Stroud has been appointed manager and the business will be conducted strictly on the cash and carry plan.

Merchants along Royce Avenue, West Toronto, have organized, the new organization to be known as The Royce Avenue District Merchants' Association. T. C. Cornish presided, and the following officers were elected: President, G. R. Browning, vice-presidents, Wm. Alderson and J. Crompton; secretary, C. T. Cornish; treasurer, R. Tooth.

Mr. and Mrs. Guy Guymer, of London, Ont., have returned after spending a month with relatives in New York.

George Asseltine, formerly of Tupperville, has purchased the West End Grocery at Wallaceburg, Ont., from William Card and Sam Dunderdale.

Harvey Mitchell, who has three stores at London, Ont., will shortly open another one. This time he is going to invade the down-town business.

Delbert Shewfelt, who went overseas with the 160th Bruce Battalion, and his brother George have purchased the bakery business of E. I. Robinson, at Kincardine, Ont.

The retail clerks of Galt, Ont., have formed a retail clerks' association to look after their interests, electing the following officers: President, Wm. Barrett; treasurer, George Mutch; secretary, J. R. Smith; executive, P. Foster, K. Campbell, C. Eyuret, V. Hunter, W. McGill and C. Mundy.

T. J. Harris, of Amherstburg, who has been in Harper Hospital for some weeks seriously ill with anemia, is somewhat improved. On Friday last an operation for blood transfusion was performed and a quart of blood was taken from his son Charles and given to Mr. Harris.

E. Harris, general merchant, at Birr, Ont., sustained a serious loss when his warehouse and garage burned. A large quantity of canned goods in the storage building was completely destroyed. The fire spread to the garage and burned the building and two large delivery cars. The loss is fully covered by insurance.

The veneer basket factory at Beamsville, Ont., was destroyed by fire last week. The loss is estimated at forty thousand dollars. Four horses were saved from the flames. The destroyed building contained a peeler, electric motor, steam engine baler, as well as other equipment necessary for the manufacture of stock and baskets. A wagon in a shed had a load of baskets valued at over $400.

J. B. Mills, a traveller, is suing the Commercial Travellers' Association of Canada, for $10,000 damages for alleged negligence. On April 10, 1919, the plaintiff was coming down from the smoking room in the defendants' club rooms at 51 Yonge Street, Toronto, and fell because he claims the stairs were improperly lighted. The defendants claim that if the plaintiff was injured it was because of his own negligence.

The stocks of two general stores, one at Maniwaki, Ont., and the other at River Desert, Ont., valued at $93,000, as per inventory, were sold in Ottawa, by Sheriff Wright to Charles B. Logue, at 40 1-2 cents on the dollar. These stores were owned by the Logue estate, and the sale is the consummation of a dispute between the heirs.

Woodstock Grocer A Victim of Bandits' Attack

Ben Johnston, grocer on Dundas St., Woodstock, Ont., succumbed to wounds received at the hands of bandits who held him up in his store on the evening of January 20.

Two masked men entered the store just as Mr. Johnston was preparing to close for the night, and each pointing a revolver, ordered him to put up his hands. Feigning compliance, Mr. Johnston jumped to attack one of the men, but was stopped by a bullet. Scared when they saw the grocer lying on the floor, the robbers bolted to their McLaughlin six, which was waiting outside, and sped away to the west, as if bound for London. They did not wait to look for money or other loot in the store.

Ben Johnston was formerly employed at Johnston Bros. bakery in London, Ont. He left in 1914 to go to Listowel and later started for himself in the bakery, confectionery and restaurant business at Woodstock.

MAY RECONSIDER PRESENT TARIFF PLAN

Montreal, Jan.—According to advices from M. H. Nickerson, Commissioner of Fisheries for Nova Scotia, who has been to Boston in connection with the movement launched by the New England Fisherman's Union for an emergency tariff on fish imported into the United States, the first demands of the Union will probably be much modified. Mr. Nickerson pointed out to the leaders of the movement that a tariff on fish would seriously affect the United States fishing interests on the Pacific Coast, which frequently use British Columbia ports as a base of operation as well as being extensive importers of fish caught by Canadians in British Columbia waters. This aspect of the question appears to have made a strong impression.

Pleads for Protective Fund to Protect Retailers Against Unjust Laws in Coming Years

EXTENDING 1921 greetings to retail merchants throughout Canada, J. A. Banfield, president of the Dominion Board of the Retail Merchants' Association of Canada, emphasizes in his message to the trade the necessity of safeguarding retail interests against unjust legislation. His message reads:

"I take great pleasure on behalf of the Dominion board and Dominion executive council to send their greetings to the members of the retail merchants throughout Canada for their loyal support to the good work of our association. The past year has been one of the most trying years to retail merchants at large. First, the Board of Commerce, with its dictatorial methods and assumed power to run our business which had to be watched at every turn, and which eventually had to be run to the ground owing to its ridiculous orders, and I trust that if it ever be resuscitated that it may be on constructive, not destructive lines, and we will welcome anything for the betterment of the trade in general and the upbuilding of Canada.

Passing of "Snap Laws"

"Then along comes our government with their system of sales and luxury tax, the latter being a cumbersome tax on the retailer, and not by any means accomplishing the purpose for which it was passed. This method of passing snap laws without consulting with the businesses affected should be relegated to the records of the past, and it is up to us to so thoroughly organize that no such legislation will again besmirch the laws of Canada. The power lies entirely in our own hands, and we should see that every merchant, however small, should now be enrolled in our association. Every merchant we have not enrolled into membership is counted against us. We must start a thorough organization campaign and for this purpose at the last meeting of the Dominion board it was decided to ask our members and all retail merchants to assist in the raising of a $100,000 fund to be used to protect us against unjust legislation such as we have had to fight in the past, and that, undoubtedly, will continue to crop up, and for special propaganda work and generally for the use of the association.

Age of Organization

"This is an age of organization, as can be seen by such large organizations as the manufacturers', farmers' and labor organizations that are collecting millions for their future protection. We must not be behind in our work. All we have is in our business, and we must see it is fully protected.

"We have signs of a readjustment of conditions, and we must be ever watchful and fully safeguard the interests of the country to which we are so closely linked. Don't think by paying your annual dues that you have done your share. Give assistance to our organizers, and see that the year 1921 will be a banner year in the enrolment of members, as the greater the membership the greater the service."

MONTREAL WHOLESALE GROCERY FIRM HAS CIRCULATING LIBRARY

Montreal.—In connection with the offices of Hudon, Hebert & Co., wholesale grocers, Montreal, there is a circulating library for the use of the office staff and the travelers. The books in this library are written in both English and French and treat of commercial subjects such as banking, salesmanship, accountancy and other subjects of business importance. Besides these books there are others on the manufacture of a great number of the lines carried by a wholesale grocer. There are also books on the geography and history of the countries from where our imported foodstuffs come. A very small fee is charged for the use of the library, and members of this club are allowed to keep books out from two to four weeks, depending upon the subject of the book and its length. A Canadian Grocer representative was informed by the management of this firm that this library has proved to be very popular among the staff, and that the books are kept continually in circulation. The subjects dealt with are of such importance to their business that the reading of them increases the efficiency of the staff. By gifts from the firm and by the money collected from the members of the club the librarian is able to add to the library from time to time, until at the present time the number of books runs quite large. Besides a circulating library there is also a reference library, which contains dictionaries and encyclopedias written in four different languages. These books are printed so that the different languages appear in parallel columns and in this way the readers may become more conversant with other languages than their own.

Kraft-Maclaren Cheese Co. is Now Incorporated

Montreal, Jan. — Announcement is made of the incorporation of the Kraft-Maclaren Cheese Company, Ld., capitalized at $1,000,000 and having its head office in this city. The new company has acquired the interests of the Maclaren Imperial Cheese Company, Ltd., Toronto, with factories in that city and in Detroit. It also takes over the Canadian business and a large portion of the export trade of J. L. Kraft and Brothers Company, Chicago. A factory, refrigerating plant and warehouses to cost $200,000 are now under construction in this city.

GERMANY NEEDS 3,000,000 TONS OF GRAIN THIS YEAR

Berlin, Jan.—Germany will be obliged to import 3,000,000 tons of grain to meet home needs in 1921, according to an official reply to a question put by the Italian delegation in Brussels concerning the country's immediate requirements of foodstuffs from abroad. The government admits the appraisal submitted at the Spa conference will prove inadequate owing to the failure of last year's crop, which did not come up to the expected yield.

Fodder amounting to 1,500,000 tons will also be required in addition to the wheat, while 1,000,000 tons of raw products for the manufacture of oleomargarine during the current year constitutes a further item on the government's list of food commodities to be imported. The requirements of meat and bacon are estimated at 150,000 tons.

The gold mark value of the above commodities, based on their present market prices, is estimated at 3,200,000,000.

ATTRACTIVE PRIZES IN CASH FOR DISPLAYS OF ST. WILLIAMS JAMS

Attractive prizes in money are announced for the best dressed windows of St. Williams jams, the contest being now in progress, concluding on February 17. The contest is being conducted by Langley, Harris & Co., Ltd., selling agents for St. Williams Fruit Preservers, Ltd., Simcoe, Ont. The present contest is only for Toronto stores, but announcement of a contest will be made later for stores outside the city.

The winner gets $50 in cash, the runner-up $25, the third prize $15 and the fourth and fifth prizes $10, sixth, seventh and eighth prizes $5. In addition each grocer or clerk who sends in a photograph 6 inches by 8 inches or larger, and not in the prize money, gets $3.

NEWS FROM WESTERN CANADA

WESTERN NOTES

The McLay Brokerage Company, manufacturers' agents, have moved from the Confederation Life Building to 711 Union Bank Building, Main street, Winnipeg.

The annual meeting of the Moose Jaw branch of the Retail Merchants' Association on Wednesday night of last week, took the form of a banquet at the Royal George Hotel.

W. H. Staten, of the Charles E. Cormier Rice Co., Ltd., of New Orleans, was a visitor in Winnipeg last week and renewed acquaintance with his Western representatives, the Donald H. Bain Co.

The James B. Carter Company, manufacturers' agent, Winnipeg, has moved from the Confederation Life Building to 156 Lombard St., where they have a larger office and additional warehouse accommodations and shipping facilities.

The North-West Biscuit Company, of Edmonton, Alberta, have opened an office and warehouse at 181 Bannatyne Avenue, Winnipeg. They are occupying the premises formerly used by the W. H. Escott Company and C. W. Hagen is in charge.

Nicholson Rankin, Limited, have moved their offices to the ground floor on the right of the main entrance in the Keewayden Building, 138 Portage Ave. east, Winnipeg, Man. In their new quarters they have bright, well arranged, spacious offices conveniently located in the wholesale district.

Earl Luke, proprietor of the general store at Brough, Sask., suffered heavy loss by fire when his general store was destroyed. Mr. Luke and his family were out at the time. All the household goods and clothing were also consumed by the flames, the only apparel left being that which the occupants had on themselves.

Catalogues and Booklets

Canadian Grocer is in receipt of a number of copies of the Gipsyville Journal, a house organ published by Hargreaves Brothers and Company, of Gipsyville, England, polish manufacturers. This journal was begun in July of 1920. It recounts in an interesting manner the activities of the employees of the company as well as the officials. The articles include news of outings held by the employees, social functions, sports and movements of officials. One interesting article deals with an airplane trip made by the managing director of the firm, George P. Hargreaves, from London to Paris and return.

Seek Relief in Present Situation in Exchange

Western Canada Fruit Jobbers' Association Discuss a Number of Questions Pertaining to Fruit Handling at Their Annual Convention.

WINNIPEG, Jan. 25.—(Special.)—The Western Canada Fruit Jobbers' Association, at their second annual convention here a few days ago, discussed a number of questions pertaining to the handling of fruit. Over one hundred delegates were in attendance. President S. S. Savage was in the chair. Mayor Edward Parnell officially welcomed the delegates.

Mr. Savage reviewed the work of the past year. Much had been accomplished by the officers and executive of the association. He spoke of many conferences held with the railways, which, in some instances, had resulted not only in improved service, but also in much improved equipment. The Dominion department of agriculture had carried on experiments during the summer to find the most suitable cars for the handling of fruit, and he believed the association should pass a strongly worded resolution expressing its opinion on the unsuitability of the brine tank refrigerator system for fruit transport.

Adjusting Exchange

On the question of exchange on currency between Canada and the United States, Mr. Savage said every effort had been made to secure relief. He had received word that the Dominion board of railway commissioners, the interstate commerce commission, and the railways and express companies are about to meet to consider a division and settlement plan by which Canadian railways will be paid their share of the haul in Canadian currency, and the American roads their share in American currency. Should the plan work out, it would mean a great saving to the Canadian public.

Many other important matters were discussed at this convention, and interesting addresses were delivered at the noon-day luncheons by Hon. Edward Brown, Provincial Treasurer of Manitoba, and Mr. H. Bruce Walker, Dominion Government immigration agent. A banquet and a theatre party also were features of the entertainment side of the convention.

A Novel Stunt That Brought Big Business

A business boosting stunt that was most successful was put on on Saturday last by the merchants of Tillsonburg, Ont. Taking advantage of the fact that a trained animal show was in the vicinity they got together and pooled expenses and secured the attraction for Saturday afternoon. The show was given absolutely free and hundreds of farmers with their wives and children came in from all over the countryside. The performance took place on Broadway, the mainstreet of the town. The merchants had fixed things with the weatherman and an ideal day was handed out. The performance was a strictly high-grade one and the visitors were greatly pleased and were not at all backward in commending the merchants on their enterprise. The results in dollars and cents were most satisfactory and scores of the farmers took advantage of the trip to town to make large purchases. The merchants made a big turnover at a period when trade would ordinarily be dull and in addition won the good will of the people of the district.

LIBBY, McNEILL AND LIBBY SALESMEN MEET

Libby, McNeill & Libby Co., of Canada, held a conference of their agents and salesmen throughout the Dominion last week. There was an optimistic tone throughout and with the new price reductions all round, which come into force immediately, the salesmen and management anticipate a good year.

Once an elderly lady was being shown over Nelson's ship, the Victory. As the party approached the spot where Nelson met his death, the attendant pointed to the brass plate fixed in the deck, and said, "There is where Nelson fell." The old lady was impressed, but not in the right way. "No wonder," she said, "I nearly tripped over that thing myself."—Holland Magazine.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

THE markets continue to show signs of stabilization. In Montreal the wave of price cutting is still in evidence but not to the same extent as a couple of weeks ago, wholesalers having apparently reduced their stocks to a point where replacement costs are slighty higher than the prices at which many lines have been selling and have therefore advanced their prices accordingly. There is a certain amount of irregularity in prices in Toronto but not nearly to the same extent as existed in November and December. And with the better tone that has been noted in business since the turn of the new year, wholesalers are striving to conduct business on a more normal basis.

The demand for refined sugar is more or less inactive and prices are holding steady at the refiners' basis. The raw sugar market is fairly steady although there is a slight easing in prices owing to heavy offerings. The harvesting of the new crop Cuban sugars is not progressing rapidly, due to the unfavorable weather conditions delaying some factories from commencing and retarding the work of others and at the same time keeping the cane green and immature and with low sugar content. The primary markets for nuts have developed a firmer tone with prices advanced. The situation in teas is showing steady improvement and in the opinion of importers the market is in a healthier condition. The volume of business in teas is much larger and retailers are ordering more freely. Cabled information from Colombo shows that prices on the commoner grades of tea have advanced 2 cents per pound and on the finer grades 6 cents per pound.

Southern rices continue easy and lower prices are named, although the primary markets show indications that the bottom has been reached and that prices are now at a stabilized basis. Eastern rices are still holding at fairly high prices in Ontario, but in the West prices are considerably lower.

Spices are showing a firmer tendency in primary markets and it is felt that many of the price recessions have been too drastic and that some lines will be moved upward in view of low stocks held in primary markets.

Practically all brands of pure jams have been reduced. Sockeye salmon is scarce and firm. Canned vegetables also have a firm undertone.

Hogs and hog products are fairly steady although prices on lard and shortening show reductions in Montrèal which brings quotations more in line with those in Toronto and the West. Butter and cheese are in a strong position throughout the Dominion, due to shortage of storage stocks.

Receipts of eggs continue to increase but with storage stocks about at an end the demand in consequence is being thrown almost entirely on fresh. The market in Eastern Canada has taken a decidedly firmer tone and prices have advanced. In Ontario and the West this same condition practically exists with the exception that prices are steady to slightly lower.

QUEBEC MARKETS

MONTREAL, Jan. 26.—The sugar market remains steady. There is no change in molasses, but one brand of golden corn syrup is reduced in price. There is a very strong tone to the nut market but the prices on shelled almonds have been cut by some dealers this week, and a reduction of 4 cents per pound is made on shredded cocoanut. Package cornmeal is reduced, and a small reduction is made on minute tapioca. In the vegetable market the feature is the big advance in the quotations on sweet potatoes. Local potatoes remain steady in price with a good supply. The rice market is still in its weak unsettled condition and further reductions are made in the price of fancy Carolina and Honduras rice. The rolled oats market shows weakness with reductions in quotations. Japan tea is predicted for a stronger market but some reductions have been made in these prices this week by some of the wholesalers. Paper bags are cheaper.

Sugar Market Stands Firm

Montreal.

SUGAR.—The market for refined sugar is holding firm at prices quoted below. The refiners state that it is most probable that sugar will stand firm at present prices for some time.

Granulated Sugar, per cwt.	....	10 50
Do., barrels	....	10 50
Do., gunnies, 20/5	....	10 90
Do., gunnies, 10/10	....	11 00
Do., cases, 20/5-lb. cartons	....	11 10
Do., cases 50/2-lb. cartons	....	11 25
Yellow, light, per cwt.	....	10 10
Do., medium, per cwt.	....	10 10
Do., dark, per cwt.	....	9 90

Golden Syrup Reduced

Montreal.

MOLASSES.—There is no change in the molasses market this week and prices quoted are firm. In the corn syrup market there are a few changes. Lyle's English golden syrup in tins is reduced as follows: One pound tins are reduced $1 now quoted $19, and two pound tins are reduced $2.50, now quoted at $18.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07
Half barrels, about 350 lbs.	....	0 07
Quarter barrels, about 175 lbs.	....	0 08
2 gal., 25-lb. pails, each	....	2 45
3 gal., 38½-lb. pails, each	....	3 65
5 gal., 65-lb. pails, each	....	5 90
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	5 90
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
		Prices for
Barbadoes Molasses—		Island of Montr
Puncheons	....	1 05

Barrels		1 08
Half barrels		1 10
Puncheons, outside city		1 00
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case		7 75
3-lb. tins, 2 doz. in case, case		10 75
5-lb. tins, 1 doz. in case, case		8 95
10-lb. tins, ½ doz. in case, case		8 60

Rolled Oats Reduced

Montreal.

CEREALS.—There is a weaker market for rolled oats this week with a reduction in some cases of fifteen and twenty cents a bag, making the quotation on 90 pound bags $3.45. There is not a very big movement of cereals just now, merchants are hesitating to buy in large quantities on account of the downward trend of the market. Other cereals are unchanged in price this week.

Oatmeal, gran., fine standard		4 75
Rolled Oats, 90 lbs.		3 45
Pearl Hominy	4 50	5 00
Cornmeal, Gold Dust Brand		3 90
Graham Flour, 98 lbs.		7 65
New Buckwheat Flour		6 75
Pot Barley		6 00
Pearl Barley		7 25
Beans, Ont.		4 25
Do., Can.		4 00
Do., California		3 75
Lima Beans		0 12
Green Peas, dried		0 17
Ground Oil Cake, per bag		3 00

Package Cornmeal Reduced

Montreal.

PACKAGE GOODS.—Quaker yellow corn meal is again reduced this week to $3.10 per case, a reduction of 30 cents per case. Minute tapioca is also reduced 15 cents per dozen on the large size packages to $1.75 and 10 cents per dozen on the small size to $1.35. Other lines listed remain unchanged in price this week.

PACKAGE GOODS

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78½
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s		4 16
Oat Flakes, 20s		5 40
Rolled oats, 20s		5 60
Do., 18s		2 00
Oatmeal, fine cut, pkgs., case		6 75
Puffed Rice		5 70
Puffed Wheat		4 25
Farina, case		2 35
Hominy, pearl or granu., 3 doz.		3 65
Health bran (20 pkgs.), case		2 60
Pancake Flour, case		3 60
Do., self-rising, doz.		1 60
Wheat Food, 18-1½s		3 25
Wheat Flakes, case of 2 doz.		2 95
Oatmeal, fine cut, 20 pkgs		6 75
Porridge Wheat, 36s, case		6 40
Do., 20s, case		6 50
Self-raising Flour (3-lb. pack doz.		3 00
Do. (6-lb. pack.), doz.		5 90
Do., Buckwheat flour, per doz.		1 60
Corn Starch (prepared)		0 11
Potato Flour		0 13
Starch (laundry)		0 09
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pks. case		4 30
Celluloid Starch, 45 pkgs., case		4 50
Package Cornmeal		3 10
Malt Breakfast Food (36 pkgs.)		9 50

Spice Market Quiet

Montreal.

SPICES.—The spice market is very quiet at present and prices stand firm and unchanged. Local dealers have made no important changes in prices since December.

Allspice		0 20
Cassia (pure)	0 32	0 35
Cocoanut, pails, 20 lbs. unsweetened, lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 18
Cinnamon—		
Rolls		0 35
Pure, ground	0 35	0 40
Cloves (ground)		0 65
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)		0 40
Ginger (Cochin)		0 31
Mace, pure, 1-lb. tins		0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 40
Do., 80, lb.		0 38
Do., 100, lb.		0 35
Do., ground, 1-lb. tins		0 60
Pepper, black		0 30
Do., white		0 40
Do., Cayenne	0 38	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal		2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Shredded Cocoanut Lower

Montreal.

NUTS.—Although the nut market as a whole is much stronger in view of the depleted stocks on hand, some firms are quoting shelled almonds a little lower this week at 48 cents per pound. Jumbo roasted peanuts are advanced a little in price this week to as high as 18 cents per pound. Pecans are also much dearer this week and supplies are limited. Bulk shredded cocoanut is reduced 4 cents per pound this week to 33 cents per pound. The demand for nuts on this market is very good and supplies everywhere are limited.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled		0 48
Do., Jordan		0 75
Brazil nuts (new)		0 38
Chestnuts (Italian)		0 18
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 17	0 19
Peanuts, Jumbo	0 16	0 18
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1		0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell		0 29
Marbot, Walnuts	0 24	0 25
Do., new Naples		0 26
Do., shelled, Manchurian		0 50
Do., Bordeaux		0 53
Do., Chilean, bags, per lb.		0 33
Do., Spanish, shelled		0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Further Reductions on Rice

Montreal.

RICE.—Some of the local wholesalers have made further reductions this week in the quotations on fancy rice. Fancy Carolina and Honduras rice are reduced 4½ and 5 cents per pound to 12 cents. The rice market is still in its weak and unsettled condition.

RICE—		
Carolina, extra fancy		
Do. (fancy)		12 00
Honduras, fancy		12 00
Rangoon "B"		12 50
Rangoon "CC"		12 25
Broken rice, fine		8 00
Bell rice, fine		16 00
Bell broken rice		10 00
Texas rice		10 50
Siam		7 00
Tapioca, per lb. (seed)	0 11½	0 12
Do. (pearl)	0 11½	0 12
Do. (flake)	0 11	0 12½
Honduras		0 07
Siam		0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Price Cutting on Prunes

Montreal.

DRIED FRUIT.—Following the weakness of the prune market there is much cutting in prices going on and Oregon prunes are quoted as low as 20 cents per pound for cases of 30 to 40 pounds. California 70-80s are quoted as low as 12c per pound. Sultana raisins are very firm in price, there being a big demand for them and not very large stocks on hand at the present time.

Apricots, fancy		0 38
Do., choice		0 34
Do., slabs		0 30
Apples (evaporated)		0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.		0 28
Pears, choice		0 24
Do., fancy	0 30	0 31
Peels—		
Choice		0 26
Ex. fancy		0 30
Lemon, new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron		0 76
Choice, bulk, 25-lb. boxes, lb.		0 22
Peels (cut mixed), doz.		3 25
Raisins (seeded)—		
Valencias		0 23
Muscatels, 2 Crown		0 22½
Do., 3 Crown		0 23
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 ozs.	0 21	0 23
Do., 16 ounces		0 27½
California Seedless in bulk		0 28
Currants, loose		0 30
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.		5 25
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.		0 19
Loose	0 15	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown, lb.		0 30
Do., 10-lb. box		2 75
Do, mats		3 00
Do., 22-lb. box		1 90
Do., (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes)—		
20-30s		0 27
30-40s		0 25
40-50s		0 21
50-60s		0 19
60-70s		0 16
70-80s		0 15
80-90s		0 12
90-100s		0 10

Tea Market Still Quiet

Montreal.

TEA.—Although the tea market in London has during the past two weeks shown a little more strength, the effect on this market has not been very marked. The demand for tea has shown but very little improvement. There is every likelihood that the Japan teas will be much stronger as soon as the movement of stocks begins. The importations this year were very small and if there is any demand at all it will mean a shortage in this country with higher prices.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 45
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 59

Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Some Jams Reduced

Montreal.

CANNED GOODS.—Following the big reductions made two weeks ago by some of the Montreal wholesalers on canned goods, the prices on the better grades of canned salmon have returned to the high level and Clover Leaf salmon is now quoted at $5.20 per dozen for the one pound tall tins and $5.25 for the flat tins. Some brands of jams and preserves are reduced in price this week to meet competition. There are reductions on E. D. Smith's jams amounting to 90 cents per dozen on strawberry jam and on a number of other lines.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	1 80	2 00
Do, Refuge	1 80	2 00
Corn, 2s	1 45	1 50
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb. doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do, Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 30	1 40
Do., 2½s	1 45	1 50
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	1 65	1 70
Do., Early June	1 80	1 85
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2-½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s., doz.	4 00	4 05
Do., gals., doz..	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	2 75	2 85
2½-lb.	4 25	4 35
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	4 65	4 75
Do., 2-lb.	3 50	3 60
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced),		
2½-lb.	5 40	5 80
2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Paper Bags Lower

Montreal.

PAPER BAGS.—The discount on paper bags has this week been increased from 35 to 50 per cent., which decreases the cost of the bags. This is a result of the lower cost of paper.

Higher Prices for Oranges

Montreal.

FRUIT.—Higher prices are noted this week. California oranges are now selling as high as $6.50 per case and Floridas at $5.75. Tangerines are offered on the market at $4.25 per case. Grapes are very scarce this year and much dearer. They are selling retail at as high as $1.25 per pound. Almerias are quoted at $16 per keg. While apples are unchanged in price the supplies are not large and a shortage may result from the big export demand.

Apples—		
Do., Fameuse, per lb.	8 00	15 00
Do., Wealthy, No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	7 00	7 50
Do., Greening	....	8 00
Do., Baldwin	7 50	8 00
Do., Ben Davis	6 00	6 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	7 00
Lemons, Messina	2 50	4 75
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	5 00	6 50
Do., Florida, 150-216s	5 50	5 75
Tangerines	....	4 25
Pears, Keiffers, per box	....	4 50
Tokay Grapes, per box	....	5 00
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	16 00
Cranberries, per bbl.	....	16 00
Malaga Grapes, per keg	....	10 00

Sweet Potatoes are Higher

Montreal.

VEGETABLES.—The feature of the vegetable market this week is the advance in the price of sweet potatoes, which are now selling at from $4 to $5 per hamper. Other potatoes are still selling at around $1.75 per bag, with a good supply on the market. Yellow onions are a little dearer, having been advanced in price to $1.75 per cwt. There is a better supply of imported celery on the market selling at $5.50 per crate. Parsnips are quoted at one dollar per bag.

Beets, per bag	0 75	0 90
Cabbage, Montreal, bbl.	....	1 50
Chicory, doz.	....	0 50
Celery, per crate	....	5 50
Carrots, per bag	0 75	1 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bog)	1 75	2 00
Do., sweet, hamper	4 00	5 00
Pumpkins, per doz.	....	2 00
Spinach, box	....	0 75
Turnips, per bag	0 75	1 00
Spanish Onions, per case	5 00	5 50
Yellow Onions, per cwt., bag	....	1 75
Red Onions, per cwt.	....	2 50

ONTARIO MARKETS

TORONTO, Jan. 26.—Reductions are announced on lamp chimneys, cotton clothes lines, powdered milk, paper and paper bags. Refined sugar is generally holding steady at the refiners' price basis, although some wholesalers are underselling. Flaxseed and linseed meal show slight reductions. One brand of package cornmeal is lower. Canned lobsters are lower, also jams. Canned vegetables have a tendency to firmness. Currants are in an easy market with prices reduced. Shelled walnuts and almonds in primary markets are higher, but spot stocks are unchanged. Tea quotations are unchanged but the market has a healthier feeling in view of the higher prices in primary markets. Blue Rose rice is quoted lower. Potatoes and other local vegetables are easy with a tendency for lower prices.

Sugar Market Steady

Toronto.

SUGAR.—The demand for refined sugar is more or less inactive and the bulk of the business is going to the Ontario refinery. Eastern refineries quotations are holding steady on a basis of $10.71, although there is some irregularity in quotations from wholesalers, some jobbers continue to undersell this basis. The harvesting of the Cuban crop is progressing slowly, the unfavorable weather conditions delaying some of the factories from commencing and at the same time keeping the cane green and immature with low sugar content. The production of the new crop up to January 15 was 77,865 tons as against 421,655 tons the same date last year. The carry over of the old crop sugars at shipping ports now stands at 151,903 tons.

St. Lawrence, extra granulated, cwt.	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated	10 71
Dom. Sugar Refinery, extra granulated	10 71
Canada Sugar Refinery, granulated	10 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 65c; No. 2, 75c; No. 3, 85c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, carton 50/2s, 70c Yellows same as above.

Syrups are Unchanged

Toronto

SYRUPS.—Corn syrups are ruling steady under the recent decline. The de-

mand is fairly active and is regulated by the consumptive demand as retailers and wholesalers continue to buy in small quantities.

Corn Syrups—		
Barrels. about 700 lbs., yellow	....	0 07½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case	....	5 90
Cases, 5-lb. tins, white, 1 doz. In case	....	6 55
Cases, 5-lb. tins, white, ½ doz. in case	....	6 25
Cases 2-lb. tins, yellow, 2 doz. in case	....	5 30
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 95
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 65
Cane Syrups—		
Barrels and half barrels, lb...	....	....
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	7 00	9 60
Molasses—		
Fancy, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doze.. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Flaxseed Down 25 Cents

Toronto.

CEREALS.—Linseed meal is down 25 cents per bag, now quoted at $6.50. Flaxseed is also easier, now selling at $7 per bag. Rolled oats are fairly steady at $3.50 per bag. Other quotations on cereals are unchanged, the market generally, holding steady.

	Single F.o.b.	Bag Lots Toronto
Barley, pearl, 98s	....	6 50
Barley, pot, 98s	5 00	5 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	5 70
Cornmeal, Golden, 98s	....	3 75
Oatmeal, 98s	....	4 90
Corn Flour, 98s	....	5 75
Rye Flours, 98s	....	6 00
Rolled Oats, 90s	....	3 50
Rolled Wheat, 100-lb. bbl	....	7 25
Cracked Wheat, bag	....	6 00
Breakfast Food, No. 1	....	6 25
Do., No. 2	....	6 25
Rice Flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 50
Flaxseed, 98s	....	7 00
Peas, split, 98s	....	6 75
Blue Peas, lb.	....	0 10
Marrowfat green peas	0 06	0 06½
Graham Flour, 98s	....	5 25
Whole Wheat Flour	....	5 35
Wheat Kernels, 98s	....	7 00
Farina, 98s	....	6 20

Package Cornmeal Lower

Toronto.

PACKAGE GOODS.—A reduction of 10 cents per case is announced on Quaker cornmeal 24's, making the price $3.40. Quaker macaroni and spaghetti is also reduced to $2.65 per case.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	5 60
Do., 20s, square, case	....	5 60
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas., 36s, case..	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 11
Do., No. 2, lb. cartons	....	0 09½
Laundry Starch	....	0 09
Do., in 1-lb. cartons	....	0 9¾
Do., in 6-lb. wood boxes	....	0 12¾
Do., in 6-lb. tin canisters	....	0 13½
Celluloid Starch, case	....	4 50
Potato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	6 30
Cornmeal, 24s	....	3 40
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 00
Buckwheat flour, 24s	....	4 00
Two-minute Oat Food, 24s	....	2 75
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 70
Do., pearl, case	....	3 70
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65

Lobsters are Lower

Toronto.

CANNED GOODS.—A substantial reduction is announced on canned lobsters, halves are now quoted at $3.50 and quarters at $2.25 to $2.40 per dozen. Canned pineapple is down about 35 cents per dozen on some brands, quotations are now $4.90 per dozen. Canned vegetables are considered to be in a firm position with indications for an advance. Aylmer corn is quoted at high as $1.60 per dozen and other brands at $1.45. About all the second grade canned tomatoes are cleaned up and the better grades of hand packed are holding firm at around $1.72 1-2 per dozen. Jams are somewhat easier in price. Strawberry and raspberry, fours, are quoted at 90 cents to $1.00 each and 16-ounce jars at $4.00 per dozen.

Salmon—		
Sockeye, 1s, doz.	....	5 80
Sockeye, ½s, doz.	....	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	....	3 50
Do., ¼-lb. tins	2 25	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	....	1 72½
Peas, Standard, doz.	....	1 65
Peas, Early June, doz.	....	2 15
Do., Sweet Wrinkle, doz.	....	2 45
Beets, 2s, doz.	1 45	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	1 20	1 25
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each	....	1 27
Black Currants, 16 oz., doz.	....	5 15
Do., 4s, each	1 34	1 43
Gooseberry, 4s, each	1 20	1 43
Do., 16 oz., doz.	....	4 50
Peach, 4s, each	....	1 13
Do., 16 oz., doz.	....	4 60
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 16 oz., doz.	....	4 00
Strawberries, 16 oz., doz.	....	4 00
Do., 4s, each	0 90	1 00

Currants are Lower

Toronto.

DRIED FRUITS.—Spot stocks of currants are not large but quotations are reduced one to four cents per pound. The currant market is weak and even lower prices will likely be quoted. Prunes are about eight cents per pound lower than the opening prices and further recessions are not unlikely although the primary markets have recently developed a firmer tone. Evaporated apples are steady. Raisins continue to hold firm.

Candied Peels—		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 18
Do., Vostizza	....	0 23½
Dates—		
Excelsior, pkgs., 8 doz. in case	....	5 25
Dromedary, 9 doz. to case	....	7 25
Fard, per lb.	....	0 30
Halowee dates, per lb.	....	0 13
Figs—		
Smyrna layers, 4 crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 12
Prunes—		
30-40s, 25s	....	0 23
40-50s, 25s	....	0 21
50-60s, 25s	....	0 18
60-70s, 25s	....	0 15½
70-80s, 25s	....	0 14
90-100s, 25s	....	0 11
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 30
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 29
Valencia	....	0 23

Shelled Nuts are Firmer

Toronto.

NUTS.—Quotations in France on shelled walnuts are higher. Almonds are also firmer in primary markets. Spot stocks, however, are unchanged. Shelled walnuts are quoted at 55 cents per pound. Almonds on spot are quoted at 42 to 45 cents per pound and for shipments arriving at 40 cents.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	....	0 14
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	8 50
Cocoanut, unsweetened, lb.	....	0 32
Do., shred	....	0 28
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 48	0 55
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	....	0 55
Peanuts, Spanish, lb.	....	0 15
Do., Chinese, 30-32 to oz.	....	0 12
Do., Java	....	0 14
Brazil nuts, lb.	....	1 20
Pecans, lb.	....	1 15

Tea Market Healthier

Toronto.

TEAS.—The situation in the teas is showing a steady improvement and in the opinion of importers the market is in a healthier condition. The volume of business being done also shows improvement, many retailers are buying more

freely for later deliveries. Cabled information from Colombo shows that the commoner grades have advanced two cents per pound and the finer grades six cents per pound.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffees Slightly Firmer

Toronto.

COFFEES.—There is a slightly firmer feeling in the primary markets for coffee and the opinion is expressed that the market has reached about the lowest possible point. The local demand is fairly active although orders are generally confined to immediate requirements.

Java, Private Estate	0 51	0 53
Bogotas, lb.	....	0 43
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Mocha, lb.	0 52	0 55
Rio, lb.	....	0 24
Santo	....	0 35

Pepper Market Firmer

Toronto.

SPICES.—Pepper in primary markets has developed a firmer tone and prices are advanced. The general opinion amongst importers is that the price recessions on many spices were too great and the turning point has now been reached when higher prices on some lines can be expected.

Allspice	0 20	0 22
Cassia	0 30	0 35
Cinnamon	....	0 55
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Herbs — sage, thyme, parsley,		
Pastry	0 28	0 35
Pickling Spices	0 25	0 28
Mace	0 90	1 00
Peppers, black	0 26	0 30
Do., white	....	0 36
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 45
Do., 80s	....	0 50
Do., 64s	....	0 60
Do., ground	....	0 40
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Carraway seed, whole	....	0 30
Tumeric	....	0 23
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 55
American high-test, bulk	....	0 55
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Rice Quotations Lower

Toronto.

RICES.—Local quotations on Blue Rose rice are again reduced. The price this week is 8 1-2 cents per pound and there is a tendency that even lower prices will be named. Eastern rices are holding at fairly high prices although these are expected to be lower.

Honduras, broken, per lb.	....	0 08
Blue Rose, lb.	....	0 08½
Siam, broken, per lb.	0 09	0 10
Siam, per lb.	0 10	0 11
Japans, per lb.	0 11½	0 12½
Chinese, XX	....	....
Do., Simiu	0 15	0 16
Do., Mujin, No. 1	0 14½	0 16
Do., Pakling	0 13	0 14
Rangoon	0 07½	0 07¾
White Sago	....	0 08½
Tapioca, per lb.	....	0 08½

Beans Move Freely

Toronto.

BEANS.—There is a good demand for beans and prices are fairly steady. Ontario hand picked are quoted at $3.25 per bushel.

Ont., 1-lb. to 2-lb. pickers, bus.	3 00	3 25
Do., hand-picked, bus.	....	3 25
Limas, Calif., per lb.	....	0 12
Madagascars, per lb.	....	0 10

Local Vegetables Easy

Toronto.

VEGETABLES.—Potatoes are arriving freely with the market in an easy condition. Potatoes are quoted at $1.50 to $1.65 per bag but there is a tendency that prices will be lower in view of the lack of demand and the fact that prices are lower at country points. Carrots, turnips, parsnips and onions are in light demand with the market in an easy condition. California celery, cauliflowers and lettuce are in active demand at unchanged quotations.

Cabbage, Can., per bbl.	....	1 25
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	1 00	1 25
Onions, 100-lb. sack	1 50	1 75
Do., Spanish, large crate	....	5 75
Potatoes, per bag	1 65	1 75
Sweet Potatoes, hampers	....	2 75
Hot House Tomatoes, lb.	....	0 50
Mushroms, 3-lb. basket	....	3 25
Cal. Head Lettuce, 4 doz. crate	....	5 75
Cauliflowers, standard crate	....	5 75
Celery, Calif., crate	....	8 75
Tomatoes, Florida, 6-bkt. crates	10 50	11 50

Oranges Up 50 Cents

Toronto.

FRUITS.—California navel oranges are 50 cents per case higher under an active demand. A shipment of bitter oranges is expected this week and are quoted at $5.50 per case. Wholesalers are not bringing in many bitters this year and are suggesting to their customers to get orders in early. Lemons, both California and Messina, are quoted at $4.75 per case.

Oranges, California Navels—		
100s	....	5 00
126s	....	5 75
150s, 176s, 200s, 216s, 250s	5 50	6 25
288s	....	5 50
324s	....	4 75
Grapefruit—		
36s, 46s	5 00	5 50
54s	....	5 75
64s	....	6 00
70s, 80s, 96s	....	6 50
100s	....	6 00
126s	....	5 75
Bananas, Port Limons	....	0 08½
Lemons, Cal.	....	4 75
Do., Messinas	....	4 75
Grapes—		
Almeria, bbls.	....	18 00
Apples, Ontario—		
Spies, No. 1s	....	7 00
Spies, No. 2s	....	6 00
Baldwins, No. 1s	....	6 00
Baldwins, No. 2s	....	5 00
Greenings, No. 1s	....	6 00
Greenings, No. 2s	....	5 00
B. C., in boxes	....	3 85
Cranberries, ½ barrels	....	13 50
Tangerines, Florida	4 00	5 00
Pomegranates, half boxes	....	3 50

Flour Unchanged

FLOUR.—There is no change in the flour situation.

FLOUR—		
Patent Firsts, in jute bags, per barrel	....	10 90
Do., seconds, in jute bags, per barrel	....	10 40

Some Lines Reduced

Toronto.

MISCELLANEOUS.—Lamp chimneys are reduced, following are the new prices: Cases 96/A per case $13.40, cases 48/A per case $7.30, cases 72/B per case $11.30, cases 36/B per case $6.25. Tiger catsup is reduced to $2.90 per dozen. Paper bags are now 50 per cent. off list price. Manilla paper in rolls is reduced to 11 cents per pound. Kraft paper in rolls is reduced to 12 cents per pound. Klim is reduced as follows: 10 pound tins $3.90 each, 16 ounce tins $5.15 per dozen, 8 ounce tins $2.85 per dozen.

WINNIPEG MARKETS

WINNIPEG, Jan. 26.—The sugar market is holding firm. Syrups and starches are steady under the recent declines. Some lines of cereals such as rolled oats, split peas and barley, show slight declines. Shelled nuts, canned goods and dried fruits are all firmer. The coffee market is dull but the local demand has shown an improvement. The primary markets for spices have firmed considerably and some lines have shown an advance. The tea market is steadier with prices somewhat higher. Fruits and vegetables are practically unchanged.

Sugar Market Firm

Winnipeg.

SUGAR.—Granulated sugar remains firm at $11.00 per cwt. All refiners are charging an advance on sugar in small packages and wholesalers prices will be adjusted on the same basis within the next week.

Extra granulated, bags 100 lbs.	....	11 00
Do., gunnies, 5/20 lbs.	....	11 40
Do., gunnies, 10/10s	....	11 50
Do., cartons, 20/5 lbs.	....	11 60
Do., cartons, 50/2 lbs.	....	11 75
Yellow, No. 1 light, bags 100 lbs.	....	10 60
Do., golden, bags 100 lbs.	....	10 50
Powdered Sugar, bbls.	....	11 35
Do., boxes, 50 lbs.	....	11 55
Do., boxes 25 lbs.	....	11 75
Icing, bbls.	....	11 45
Do., boxes, 50 lbs.	....	11 65

Do., boxes, 25 lbs.	....	11 85
LUMP SUGARS—		
Soft Lumps, boxes 100 lbs.	....	11 75
Do., boxes 50 lbs.	....	11 85
Do., boxes 25 lbs.	....	12 05
Do., cases 20 cartons	....	12 80
Do., cases 40 half cartons	....	13 55
Small Lumps, boxes 100 lbs.	....	11 65
Do., boxes 50 lbs.	....	11 75
Do., boxes 25 lbs.	....	11 95
Do., cartons, 50/2 lbs.	....	13 05
Hard Lump Sugar, bbls	....	11 95
Do., boxes 100 lbs.	....	11 95
Do., boxes, 50 lbs.	....	12 05
Do., boxes, 25 lbs.	....	12 20

Syrups Held Steady

Winnipeg.

SYRUPS.—There has been no change in the syrup situation since the decline of a week ago. Syrups are firm at the prices quoted below.

CANE SYRUP—		
No. 2s	....	7 30
No. 5s	....	8 40
No. 10s	....	7 85
No. 20s	....	7 65
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 20
Cases, 5-lb. tins, white, 1 doz. in case	....	6 90
Cases, 10-lb. tins, white, ½ doz. in case	....	6 65
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 65
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 60
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 30
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 05
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	6 05
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starch Unchanged

Winnipeg.

STARCH.—Both laundry and culinary starches are ruling steady under recent declines.

Cornstarch, 1-lb. pkgs., per lb.	....	0 10
Do., No. 1 quality, 1-lb. pkgs.	....	0 11½
Gloss, 1-lb. pkgs., per lb.	....	0 11¾
Celluloid, 1-lb. pkgs., per case	....	4 65

Cereals are Weak

Winnipeg.

CEREALS—Rolled oats, peas and barley show a slight recession since last week and although wholesalers prices at the present time remain unchanged, prices will be revised during the coming week.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	3 80
Puffed Wheat, 3 doz. case, case	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case	....	3 75
Cream of Wheat, 3 doz. case, case	....	9 00
BULK CEREALS		
Rolled Oats, 80s, per bag	....	3 10
Do., 40s, per bag	....	1 58
Do., 20s, per bag	....	0 83
Do., 10-8s, per bale	....	3 95
Do., 15-6s, per bale	....	4 80
Oatmeal, 98s, gran. or stand., bag	....	5 50
Wheat Granules, 98s, per bag	....	6 25
Do., 16-6s, per bale	....	7 00
Peas, whole, green, 100-lb. bag, per bush.	....	4 75
Do., split, yellow, 98s, per bag	....	8 45
Do., split, yellow, 49s, per bag	....	4 30
Beans, fancy, hand picked, 100 lb. bag, bushel	....	4 55
Do., Lima, 100-lb. bag, per lb.	....	0 14
Barley, Pot, 98s, per bag	....	4 25
Do., pearl, 98s, per bag	....	5 75
Cornmeal, 98s, per bag	....	3 40
Do., 24s, per bag	....	0 90
Do., 10-10s, per bale	....	4 65
Buckwheat grits, whole, 98-lb. bags, per bag.	....	10 25

Nut Market Firmer

Winnipeg.

NUTS.—Shelled walnuts are showing a decided firmness due to the heavy demand at this time of the year and the shortage of spot stocks. There is no change in shelled almonds since our last report, but the demand is quiet and supplies are coming along very freely. No. 1 Spanish shelled peanuts show an advance of ½ cent to ¾ cent and upward tendencies are expected. Brazils are reported slightly easier, while pecans remain firm.

NUTS, SHELLED—		
Almonds, per lb.	0 46	0 48
Spanish Peanuts, No. 1, per lb.	....	0 12½
Pecans, per lb.	....	1 10
Walnuts, per lb.	....	0 48
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 25
Almonds, per lb.	....	0 30
Filberts, per lb.	....	0 20
Walnuts, per lb.	....	0 25
Pecans, per lb.	....	0 30

Canned Goods Steadier

Winnipeg.

CANNED GOODS.—Several lines of canned goods, which broke badly after the opening prices were named, are now showing a much firmer tone and cannot be bought at anything like the low figure quoted about six weeks ago. All lines of canned goods, especially fruit and vegetables, have been reduced to about the lowest point and from now on advances can be expected.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case	....	22 00
Do., ½s, flat, 8 doz. in case	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case	....	16 25
Cohoe, 1s, tall, 4 doz. case	....	18 00
Do., ½s, flat, 8 doz. case	....	16 00
Pink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case	....	11 00
Humpback, 1s, tall, 4 doz. case	....	8 60
CANNED FRUIT (Canadian)	Per case	
Apples, 6 tins in case, per case	3 00	3 85
Blueberries, 2s, 2 doz. case	....	7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	7 00	7 65
Pears, 2s, 2 doz. case	8 30	9 00
Plums, Greengage, 2s, 2 doz. case	....	6 45
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 05
APPLES—		
Raspberries, 2s, 2 doz. case	10 50	11 00
Strawberries, 2s, 2 doz. case	9 75	10 00
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 85
Peaches, 2½s, 2 doz. case	....	13 25
Pesches, sliced, 1s, 4 doz. case	....	15 00
Do., halved, 1s, 4 doz. case	....	15 00
Do., 2s, 2 doz. case	....	10 00
Corn, 2s, 2 doz. case	3 80	4 20
CANNED VEGETABLES	Per case	
Asparagus Tips, 1s, tins, 4 doz case, per doz.	....	2 75
Beans, Golden Wax, 2s, 2 doz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 75
Pears, 1s, 4 doz. case	....	17 00
Pineapples, sliced, 2s, 2 doz. case	8 00	8 75
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz. case	....	3 00
Sauer Kraut, 2½s, 2 doz. case	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz. case	4 00	4 60
Spinach, 2½s, 2 doz. case	6 75	7 25

Dried Fruit Firmer

Winnipeg.

DRIED FRUIT.—The general tone of the dried fruit market is reported stronger with less cheap stuff being for sale. The raisin market continues firm and the prune market has shown a better tone. More interest is now being taken in prunes than has been previously shown.

DRIED FRUIT		
Evaporated Apples, per lb.	....	0 18
Currants, 90-lb., per lb.	....	0 22
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb.	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt.	....	0 35
Peaches, standard, per lb.	0 28	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	1.56	1.62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton.	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 24
40-50s, 25s, per lb.	....	0 19½
50-60s, 25s, per lb.	....	0 18¾
60-70s, 25s, per lb.	....	0 16¾
70-80s, 25s, per lb.	....	0 15
80-90s, 25s, per lb.	....	0 13½
90-100s, 25s, per lb.	....	0 13½
In 5-lb. cartons, per carton	....	1 25
Raisins—		
Cal. pkg., seeded, 15 oz., fancy, 3 doz. to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 oz., 3 doz. to case, per lb.	....	0 23
Do., bulk., seedless, 25-lb. boxes, per lb.	....	0 27½
Apricots, choice, 25s, lb.	....	0 45
Do., 10s, lb.	....	0 47
Do., Standard, 45s, lb.	....	0 40
Do., choice, 10s, lb.	....	0 42
Do., fancy, 45s, lb.	....	0 50
Do., do., 10s, lb.	....	0 52

Coffee Market Dull

Winnipeg.

COFFEE.—There is little of interest to record on the coffee situation this week. The market continues dull. Locally the demand for coffee has shown an improvement.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Snatos, lb.	0 42	0 44

Spice Market Firmer

Winnipeg.

SPICES.—The primary spice market has shown considerable strength since last week. Cassia, ginger and mace have shown more strength, while black pepper has shown an advance of 2 cents per

pound. This increase is due to the demand for these lines and also to the shortage of spot stocks on hand in United States.

Allspice, Jamaica, best quality, lb.	....	0 23
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 80
Do., Zanzibar, per lb.	....	0 75
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, ex. large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	....	0 26
Do., white, do., per lb.	....	0 50
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 23
GROUND SPICE.		
Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 30
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 30
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 16
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 30
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75

Tea Market Steadier

Winnipeg.

TEA.—The latest report from the primary tea market stated that at this week's sale over one million pounds of tea was offered, but the selection was very limited and quality generally rather inferior. The market was again active for fine and good medium tippy broken orange pekoes and broken pekoes. Low medium quality brokens were very irregular and inclined easier. Leaf grades, both orange pekoes and pekoes, remained unchanged. Common teas generally were much neglected and were difficult to sell. Fine grades were dearer, other qualities and dusts were steady.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 43	0 50
Do., second quality	0 43	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 52	0 60
Braken Orange Pekoe, first qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Rice Market Unchanged

Winnipeg.

RICE.—There is practically no change in the rice situation since our last report and prices are practically back to pre-war levels.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 07¾
Do., 50-lb. sacks, lb.	....	0 08
Siam, Elephant, 100-lb. bags	....	0 06½
Do., 50-lb. bags, lb.	....	0 06¾
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 08¾
Do., in less quantities, lb.	....	0 09
Tapioca, pearl, per lb.	....	0 08¾

Fruits Unchanged

Winnipeg.

FRUITS.—There has practically been no change in quotations on fruit this week. The demand has been more active than for the past two weeks. California navel oranges are now quoted at $6.50 per case. Lemons are quoted at $6.00 per case, while grapefruit has shown an advance and are now quoted from $7.00 to $8.00 per case, according to size. Bananas are selling at 12 cents per pound and indications point to an advance on this line in the very near future.

Hothouse Rhubarb Arrives

Winnipeg.

VEGETABLES.—Some very fine quality hot house rhubarb is now on the market and is being offered at 25 cents per pound. California celery shows no change and is being quoted at $10.00 per case. California lettuce has shown an advance of 50 cents per case and is now quoted at $5.50 per case, while cauliflower shows no change at $3.50 per case. Potatoes are a little easier and are bringing $1.50 per bushel. Other lines of vegetables are unchanged.

Flour Prices Steady

Winnipeg.

FLOUR.—The demand for flour, especially in the country towns, is reported to have shown a decided improvement. Best quality Manitoba flour remains firm at $11.35 per barrel, with 98 pound jute bags at $5.67½.

Foreign Enquiries For Canadian Foodstuffs

Manufacturers desiring names of foreign buyers as referred to below can secure them by writing Canadian Grocer, University Avenue, Toronto, and giving number of enquiry.

2622. **Wrapping paper and paper bags.** Old-established Scottish firm are in the market for wrapping paper and paper bags, all kinds of both, and particularly request samples.

2650. **Cheese, oatmeal.**—A firm in Belfast, Ireland, are anxious to secure the agency of one of the leading exporters of Canadian cheese either in Montreal, Ingersoll or Belleville districts, as also one of the oatmeal concerns.

2651. **Canned salmon.**—A Belgian firm of commission and representation desire to represent Canadian canned salmon fishery.

2652. **Alimentary products.**—A Belgian firm desire to represent a packing company, producers of canned meats, fish and other products.

2657. **Chicory root.**—A Swiss manufacturer would be interested in receiving offers and prices from Canadian firms who would be in a position to export chicory root washed and roasted from the crop 1920.

2659. **Alimentary products.** — A commercial house in Trinidad, B.W.I., desire to secure the agency in Trinidad for a large manufacturer of flour, oatmeal and cornmeal; also interested in oilmeal, codfish, sardines, wrapping paper and Portland cement.

2667. **Foodstuffs.**—Established Belgian trader desires to enter relations with firm handling food products. First-class references and security.

2668. **Food products, etc.**—Antwerp firm, agencies, commissions, first-class references, solicits representation of sound firms for food and other products.

PEPPER SUBSTITUTE

Lendner states that the powdered unripe fruits of bitter orange are extensively used as an adulterant for pepper and recently a mixture of this powder and pimento has been placed on the market as a substitute for pepper. One of the characteristic constituents of unripe oranges is hesperidin, which occurs in the shape of more or less rounded yellowish masses. This substance, classed among the phloro-glucosides, is split up into rhamose, glucose, and hesperetin the latter, in the presence of caustic potash, yields phloroglucin and isoferulic acid. Upon the production of phloroglucin the author sought to discover a test for the presence of unripe orange powder by placing small amounts of the pepper to be examined on a small board of fir wood, and adding concentrated hydrochloric acid, in some cases after the addition of caustic potash. The wood was washed with water after an hour's action and the formation of a reddish-carmine stain demonstrated the presence of phloroglucin. This test, however, did not yield good results in the case of a mixture of ingredients, and Lendner recommends a method permitting the recognition under the microscope of the characteristic structure of unripe orange by adding 5 per cent. caustic soda to the powder on a slide which dissolves the hesperidin and after removing the excess of caustic soda by washing with water, one drop of Congo red solution is added. The unripe orange cells are recognizable by their red coloration, and by the shape of the colloeytes.

ONE ISSUE SAVED $14.25

Editor Canadian Grocer—

The grocery business is new to me, having entered it less than a year ago, but I do not see how any grocer can get along without your paper. One copy alone saved me $14.25 *last fall.*

ALBERT E. MOTT.

Norwich, Ontario.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Jan. 26.—Creamery butter has advanced one cent per pound, making the price 56 cents. Other grades of butter are unchanged. Eggs are fairly plentiful at 85 cents per dozen. Apples are becoming scarce, pippins being about done. A new shipment of apples from the Valley includes russets in boxes at $3.50. Grapefruit, both Florida and Jamaica, shows an advance of 50 cents per case. Flour has dropped to $13.75 and cornmeal has advanced to $3.85.

Flour, No. 1 patents, bbl.	....	13 75
Cornmeal, bags	....	3 85
Rolled oats, per bag	....	4 60
Rice, Siam, per 100 lbs.	8 50	11 50
Tapioca, 100 lbs.	....	13 00
Molasses (extra fancy Barbadoes)	....	1 00
Sugar, standard, granulated	....	10 00
Do., No. 1, yellow	....	10 00
Cheese, Ont., twins	....	0 30
Eggs, fresh, doz.	....	0 85
Lard, compound	....	0 19
Lard, pure, lb.	....	0 26
American clear pork, per bbl.	....	50 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 48
Hams, aver, 9-12 lbs.	....	0 41
Do., aver. 12-18 lbs.	....	0 41
Do., aver. 18-25 lbs.	....	0 38
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 56
Do., dairy	....	0 45
Raspberries, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 80
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	1 92½
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 15½
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	2 00
Beans, white	....	3 90
Do., yellow eye	....	7 25
Bananas, lb.	0 10½	0 11½
Lemons, Cal.	....	9 00
Oranges, all sizes	7 50	8 50
Grapefruit, Florida, case	....	8 00
Do., Jamaica	....	6 00
Apples—		
Pippins	4 50	6 00
Spys, No. 1	....	7 00
Do., No. 3	....	4 00
Nuts, per bus.	....	0 98

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Jan. 26.—Very little change in the volume of business is reported since last week. A few small declines are noted, but the only line that is showing an upward tendency is fresh fruits. Granulated cornmeal dropped 15 cents, now quoted at $4.10 per bag. Molasses declined to 85 cents. Case eggs are easier, now selling at 72 to 75 cents per dozen. American clear pork showed a further decline, now quoted at $46 to $49. Potatoes are easier at $3. Lemons and oranges advanced 50 cents per case.

Flour, No. 1 patents, bbls., Man.	....	13 15
Cornmeal, gran., bags	....	4 10
Do., ordinary	....	2 95
Rolled oats	....	9 50
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	12 00	14 00
Molasses	....	0 80
Sugar—		
Standard, granulated	....	10 60
No. 1, yellow	....	10 10
Cheese, N.B.	0 28½	0 29
Eggs, fresh, doz.	0 90	1 00
Do., east	0 72	0 75
Lard, pure, lb.	0 24	0 24½
Do., compound	0 17¾	0 18
American clear pork	46 00	49 00
Tomatoes, 2½s, standard, case.	....	4 20
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 40	0 45
Butter, creamery, per lb.	....	0 65
Do., dairy	0 53	0 56
Do., tub	0 48	0 53
Peaches, 2s, standard, case.	7 15	7 20
Corn, 2s, standard, case.	....	3 60
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case.	....	....
Potatoes, per bbl.	....	3 00
Lemons, case	7 00	8 00
Oranges, Florida	6 50	7 50
Do., California	6 00	7 50
Bananas, lb.	....	0 12
Grapefruit, case	7 50	8 50

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Jan. 26.—Rolled oats are down to $2.90 for eighties and $5 per case for tubes. Kootenashi beans are quoted at $4.80 per hundred but in quantity lots can be bought for slightly less. Siam rice is quoted lower, now selling at $5 to $6.75. Manchurian broken shelled walnuts are offered as low as 28 cents per pound. Standard evaporated peaches are quoted at 22 cents and fancy at 22½ cents per pound. On first February one line of Western pack jams advances one dollar per case. Local potatoes are easy at $40 to $42. Florida grapefruit is quoted at $8 per case.

Beans, B.C.	6 50	6 75
Rolled oats, 80s	....	2 90
Rice, Siam	5 00	6 75
Japan, No. 1	7 50	7 75
Tapioca	8 00	9 00
Sago	8 00	9 00
Sugar, pure cane, gran., cwt.	....	12 27
Cheese, No. 1, Ont., large	0 29	0 30
Alberta cheese, twins	....	0 29
Do., large	....	0 28
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 40	0 45
Lard, pure, 3s	....	15 90
Eggs, new laid, local, case	....	24 00
Do., storage, case	19 50	21 00
Tomatoes, 2½s, standard, case.	4 15	4 35
Wax and Green Beans, 2s, case.	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case.	4 35	4 60
New early June peas, case.	....	4 50
Strawberries, 2s, Ontario, case.	10 00	10 30
Raspberries, 2s, Ontario, case.	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 15	0 17
Do., 25s, lb.	0 16½	0 18½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 10	0 12
Do., 70-80s	0 13½	0 15
Potatoes, local, ton	40 00	42 00

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Jan. 26.—Fresh eggs are quoted at 65 cents per dozen. Local cheese 29 cents. Pure lard 22 cents. Compound lard 16 cents. Beef steer $16 per hundred and cow at $15. Lamb is selling at 32 cents per pound and mutton at 27 cents. Veal 21 cents. Pork at 25 cents. Okanagan onions are $1.75 and California $3.50. Potatoes are $40 per ton. Grapefruit is quoted at $5 per case. Lemons $4.50. Pears $2.50 per box. Navel oranges are $5 per case and marmalade oranges are $5.50.

CANADA'S TRADE

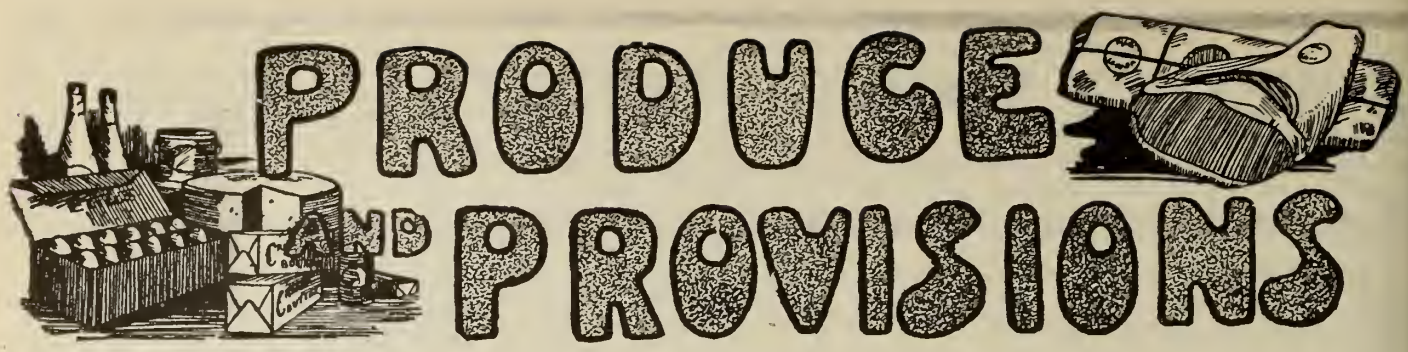
Canada's trade for the twelve months ending December totalled $2,639,726,135, of which $1,336,921,021 were imports and $1,302,805,114 were exports. The figures show an increase of nearly $400,000,000 in imports over 1919, and an increase of about $8,000,000 in exports over the corresponding period of last year.

An actual increase of approximately $30,000,000 is shown for 1920 over 1919 in purely Canadian goods. There is a decrease of some $23,000,000 in the export of foreign goods from Canada. Customs duties show an increase of about $34,000,000 over 1919.

The greater amount of imports came from the United Kingdom and the United States. From the United Kingdom there was imported $231,479,294 and from the United States $921,625,825.

In 1919 only $87,659,198 worth of goods were brought in from the British Isles.

Export trade with the United Kingdom shows a reduction from $528,036,604 to $341,168,451. Export trade to the United States shows an increase from $454,595,204 in 1919 to $559,956,669 in 1920.



Proposed Egg Regulation Means an Embargo

Produce Men Protest Against Any Law Insisting on Inspection of Eggs From the United States—"Prohibit the Bad Eggs," They Say.

PRODUCE men do not look for the enforcement of the proposed legislation insisting on the examination of all eggs imported from the United States. This new proposal would practically mean an embargo. The Toronto Produce Association has strenuously objected to the regulations, and the same will not go into force without the approval of Hon. Dr. Tolmie, Minister of Agriculture, and such approval will not be given until the produce men have been heard.

"We have sent a strong protest to Ottawa," stated J. T. Madden, secretary of the Toronto Produce Exchange and also of the Canadian Produce Association, to a representative of Canadian Grocer. "Such a law is absolutely absurd at this season," continued Mr. Madden. "We can't get along unless we get U. S. eggs. The law really means an embargo. If it were to exclude Chinese eggs we wouldn't say a word. Let the Government take hold of the bad egg situation."

Means No Importing

Any regulation that no eggs can be imported unless inspected and passed as No. 1 eggs by a Government inspector means that commission men cannot import. At present they can order a carload by wire from Chicago one day, have them delivered the next, and distributed and sold the following day. Under the proposed regulation they would have to locate an inspector and await his inspection. During the busy season it might take days to complete a carload lot. In the meantime the eggs would spoil, or fail to pass the standard. The market price might also drop.

Prohibit Bad Eggs

The dealers favor a law prohibiting the handling of bad eggs, either buying or selling. They claim it would improve the egg as sold, bring down the price, and help business. It was tried out under the Food Board during the war and proved a success. The Dominion Government now pass the matter on to the provinces for action.

That is, the Federal authorities profess not to have authority to grade an egg as "bad," though they do grade them as No. 1, No. 2, etc.

Another change proposed in regulations is that hereafter no shipment of 100 cases or more of eggs may be made unless it has had Government inspection. Heretofore, this restriction has applied only to shipment from one province to another. A shipment of 99 cases may go unrestricted, but the added case calls for an inspection.

Display Will Increase Fish Sales

The Most Important Factor in Building Up a Fish Business—Appeal to the Eye in An Attractive Manner.

By D. B. DRYSDALE

A LOT of grocers expect a fish business to grow without any cultivation. That is quite as much astray as the farmer who expects a good crop without taking proper care of his ground and cultivating it until it is harvested. According to one of the best authorities in the fish business, display is perhaps the most important of all methods to build up a fish trade. His reasoning is after this manner. Nine families in ten never have a fish on their table and the quickest and easiest way to bring it home to them is to appeal to the eye in an attractive manner. Whole volumes might be written on the question of the value of fish from the standpoint of nutriment, health, or other reasons, but it would be difficult to get a prospective consumer to read it. If we are to learn by the experience of successful farmers of California, Oregon and British Columbia, their products sold because they appealed to the eye and it seems only reasonable that if their success is built up on this basis then the fish business should be treated in like manner.

This is not altogether a matter of theory either. It is a matter of actual fact that as the most fish is sold by the dealers who have the best display in the city of Toronto, any person familiar with the business can assure the reader of this fact as it is one of common knowledge in the fish trade. There is a tremendous field for the live grocer or butcher who decides to handle fish and is open to learn from the experience of the regular fish dealer and it would pay any person large dividends to find out, when in Toronto, where good fish displays can be seen and to make it a point to visit them and take notes.

Of course this is only one of the many features that will go to build a fish trade, but as a starter it is worthy of more than passing note.

Plan Now Being Used to Restore The Sockeye

Vancouver (Special).—A great deal of interest is being taken in the Oregon system of fish hatcheries. Various ones interested have been to Bonneville Hatcheries, near the Columbia Highway, recently and have been thoroughly converted to the "rearing pond" method of developing the fry.

It has been found, for instance, that in the old system the young fry were liberated shortly after hatching, and were simply slaughtered by the trout and larger salmon as they lingered in uncertainty around the spot where they were deposited.

Now the plan is to take a small lake, entirely rid it of all fish life, and then screen both ends and liberate the young fry in this protected pool. They are kept in this pond and fed for a year. Under

his method, an eighteen-month-old sock-
ye will be large enough and speedy
nough to successfully reach the ocean,
where he apparently is well able to look
fter himself till he returns in four years
a sockeye of commercial size.

Canadians Impressed

The rearing pond method as in use in
Oregon has passed from the experimental
tages. The Canadian authorities are
ow making surveys along the coast with
view to locating running water and
ake beds suitable for conversion into
earing ponds. Streams that were prac-
ically barren of fish five years ago wit-
essed runs that swamped the canneries
ast year. On the Columbia River the
un of salmon was doubled in four years,
nd since 1914 that has not been a fail-
re. The British Columbia cannery men
re keenly interested in what the gov-
rnment will do toward an early re-
tocking of the Fraser in a practical
anner.

AX OF TEN CENTS PER POUND PLACED ON NEUTRALIZED BUTTER

Chicago, Jan.—The decision of Attor-
ey-General Palmer that neutralized
utter made from rancid cream is tax-
ble at the rate of 10 cents per pound
ay cost packers and butter manufac-
rers $500,000,000 a year.

"Eighty per cent. of the butter made
the United States is neutralized," an
ficial of a butter company said. "Since
ost of the butter fat has to be trans-
rted from 300 to 1,000 miles to the
ntralized butter-making districts, the
eam is usually rancid before it arrives
the plants. This does not hurt the
eam, but before it can be churned it
ust be treated with lime to reduce the
idity.

"The decision of the Attorney-General
ill mean that 80 per cent. of the butter
anufactured is to be taxed. The amount
revenue to the government could not
ickly be figured, but at a guess I
ould say it will net a half billion dol-
rs a year."

The opinion was rendered by Attorney-
eneral Palmer after several weeks' in-
stigation and conference with W. W.
illiams of the Department of Agri-
lture. The decision is based on the
w that says all adulterated butter is
be taxed at ten cents per pound.

00,000 WORTH OF GRAPES SOLD LAST YEAR

Grapes valued at about $500,000 were
ld last season by the Niagara District
rape Growers, Ltd., and the net profits
ereon totalled $34,000, of which $13,000
as disbursed to members of the associa-
n at Stoney Creek, Ont., where the an-
al meeting was held. Reeve J. T. Ma-
ney, of Saltfleet township, president of
e organization, presided.

Programme of Canadian Produce Association Annual Convention

THE annual convention of the Canadian Produce Association will be held in the Windsor Hotel, Montreal, on Tuesday and Wednesday, February 8 and 9. It is expected that there will be a large number of the produce men of the country in attendance, the programme being arranged being a very interesting one. It is as follows:

Tuesday, February 8th

9.30 a.m.
Meeting of Executive Committee.

10.00 a.m.
Meeting of all Standing Committees, including Arbitration and Membership.

Opening Session

10.30 a.m.
Address of Welcome—
HIS WORSHIP MAYOR
MEDERIC MARTIN, M.P., Montreal

President's Address
Report of Secretary-Treasurer
Report of Standing Committees
Appointment of Committees—
Resolutions, Nominating, Transportation, Arbitration, Legislation.

Afternoon Session

1.30 p.m.
The Grading of Dairy Produce
DR. J. A. RUDDICK
Dairy and Cold Storage Commissioner for Canada

World Markets
E. C. FOX
President, Wm. Davies Co., Limited, Toronto

Tuesday, February 8th

Some Cheese Problems
G. G. PUBLOW
Chief Dairy Instructor, Ontario Dept. Agriculture

Our Association's Objective
JAMES T. MADDEN

Manitoba and Its Farm Produce
J. H. EVANS
Deputy Minister of Agriculture, Manitoba

EXHIBIT—
Shall we have Competitive Exhibits of Eggs, Butter, Cheese and Poultry, at our next Convention?

Open discussion introduced by—
F. F. WHITE
White-Thacker Limited, Montreal

Grading Eggs for Inter-Provincial and Export Shipments
R. C. UNTER
J. D. Moore Company, Limited, St. Mary's
C. M. THACKER
White-Thacker Limited, Montreal

Tuesday, February 8th

EVENING SESSION

7.00 p.m.
In Rose Room, Windsor Hotel
Banquet, Members and Ladies

Speakers—
Hon. DR. F. S. TOLMIE
Minister of Agriculture for Canada
GEN. SIR ARTHUR CURRIE, G.C.M.G., K.C.B.
Principal, McGill University
W. B. LANIGAN
Traffic Manager, Canadian Pacific Railway
CHAS. E. McNEILL
General Counsel, National Poultry, Butter and Egg Association

Business Dress

Wednesday, February 9th

Visit to Macdonald College, Ste. Anne de Bellevue, 20 miles from Montreal. Special car will be attached to Ottawa train leaving Canadian Pacific, Windsor Street Station at 9.15 a.m. The morning will be spent in an inspection of the various departments at the College. At 12.00 noon, luncheon will be served in the College by the Household Science Department.

1.30 p.m.
Address of Welcome by
DR. F. C. HARRISON
Principal, Macdonald College

The Possibilities of Poultry Production in Canada
PROF. F. C. ELFORD
Dominion Poultry Husbandman, Ottawa

Increasing Consumption of Eggs at Home and Abroad
PROF. W. A. BROWN
Chief Poultry Division, Ottawa

Wednesday, February 9th

Government Daily Market Reports
J. W. ATHERTON
St. Thomas Packing Co., Limited
A. W. BAYMAN
Canadian Packing Co., Limited, Ottawa

Eggs with the Prairie Flavor
R. K. BAKER
Professor of Poultry Husbandry, University of Saskatchewan, Saskatoon

Address—
J. F. SINGLETON
Chief Markets Division
Department of Agriculture, Ottawa

Co-operative Handling Farm Products
AUGUSTE TRUDEL
General Manager, Co-operative Centrale des Agriculteur de Quebec

Report from Committee on Defining Storage Eggs, as per request at last year's Convention

Report of Committee—Resolutions

Report of Committee—Nominations

Election of Officers

Next Place of Meeting

"GOD SAVE THE KING"

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Jan. 26.—There are a number of changes this week in the produce market, both on advancing and declining prices. This market is very active with a good demand in nearly all lines. This market shows more strength with slightly higher prices, due to supplies not being quite sufficient to meet the demands of the packers. Bacon and smoked meats are a little easier in price, due to better supplies being offered, with not quite as big a demand. The feature of the week is the big decline in the prices quoted on lard and shortening, which brings the price down to a level that lard has not been quoted at for some time. Butter is advanced one cent per pound on account of an active market with a big demand both locally and for export. The cheese market also shows added strength. The depletion of the supplies of storage eggs has caused higher prices to be quoted on fresh eggs although the receipts show an increase over the previous week. There is a big demand for eggs, especially new laid eggs. Smaller offerings of poultry with the prospect of bigger demands in the near future, due to the approaching Lenten season, has resulted in higher prices being quoted on poultry. There is a good demand for fish.

Hog Market Stronger

Montreal.

FRESH MEATS.—A stronger feeling for live hogs prevailed early this week owing to the inability of the supplies offered to meet the demands of the packers. As a result, quotations made here are a little higher than they were a week ago. From $17.25 to $17.50 per cwt. is being paid for live hogs. There are no changes in the quotations on beef. Beef cattle are arriving in only fair supply but sufficient to meet demands and prices are steady.

FRESH MEATS

Hogs, live (selected)	0 17¼	0 17½
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 25½	0 26
Fresh Pork—		
Legs of pork (foot on)	....	0 33
Loins (trimmed)	0 35	0 36
Bone trimmings	....	0 28
Trimmed shoulders	0 25	0 27
Untrimmed	....	0 24½
Pork sausage (pure)	....	0 25
Farmer sausage	....	0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18

Fresh Beef—

(Cows)			(Steers)	
$....	$....	..Hind quarters..	$0 22	$0 30
0 10	0 15	..Front quarters..	0 12	0 17
0 36	0 38	..... Loins	0 40	0 45
0 16	0 25	..... Ribs	0 16	0 28
0 10	0 13	.... Chucks	0 10	0 15
0 20	0 26	..... Hips	0 20	0 29
Calves (as to grade)			0 18	0 26

Smoked Meat Prices Lower

Montreal.

SMOKED MEATS. — Despite the stronger market for live hogs there is an easier feeling in the smoked meat market. This has resulted in a reduction in most lines, amounting to one or two cents per pound. Smoked hams are also a little lower in price. This reduction is due entirely to the bigger offerings on the market with only a fair demand.

BACON—		
Breakfast, best	0 38	0 43
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 36
Picnic Hams	....	0 32
Wiltshire	0 42	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 35
Do., 14-20	....	0 35
Do., 20-25	....	0 33
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

Cooked Meats Unchanged

Montreal.

COOKED MEATS. — There is no change in the quotations on cooked meats. The demand at this season is not large and supplies in all lines are sufficient to meet requirements.

Jellied pork tongues	....	0 40
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 33
Hams, cooked	0 61	0 68
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 63
Do., 6-lb. tins, per lb.	....	0 16
Do., 25-lb. pails, per lb.	....	0 15

Barrelled Pork Firm

Montreal.

BARRELLED MEATS.—There is no change in the quotations. on barrelled meats. Prices remain steady in view of the strength of the hog market.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	29 00	54 00
Clear fat backs (bbl.), 40-50 pieces	25 75	47 50
Heavy mess pork (bbl.)	20 75	37 50
Plate Beef	....	25 00
Mess Beef	....	23 00

Stronger Cheese Market

Montreal.

CHEESE.—The government reports show a decline in the receipts of cheese in Montreal. This coupled with an increased demand for export to the United Kingdom has given a stronger undertone to the cheese market.

CHEESE—		
New, large, per lb.	0 27	0 28
Twins, per lb.	0 27	0 28
Triplets, per lb.	0 27	0 28
Stilton, per lb.	....	0 37
Fancy, old cheese, per lb.	0 33	0 34
Quebec	0 28	0 30

Butter One Cent Higher

Montreal.

BUTTER.—Notwithstanding the fact that larger receipts of butter are reported, the market shows more strength, due to the good steady demand for supplies. This firmness has resulted in an advance of one cent per pound on creamery butter and as high as 56 cents per pound wholesale is being paid for pasteurized creamery.

BUTTER—		
Creamery prints, qual., new	0 53	0 56
Do., solids, quality, new	0 51	0 55
Dairy, in tubs, choice	0 49	0 51
Do., prints	....	0 50

Higher Prices for Eggs

Montreal.

EGGS.—There is an increase in the production of eggs for the last week of between 25 and 50 per cent., as compared with the previous week. There is a big demand locally for fresh eggs and on account of the depletion of storage stocks there is a stronger feeling on the market for eggs and prices have advanced. The farmers at country points are being paid from seventy to seventy-five cents per dozen for eggs and they are selling retail in the city at from 85 to 90 cents per dozen.

EGGS—		
Strictly fresh	0 85	0 95
Selects	....	0 82
No. 1	0 75	0 80
No. 2	0 58	0 60

Big Drop in Lard Prices

Montreal.

LARD.—The tendency of prices on lard has been downward throughout the week and they are now at the lowest level that they have been at for some months past. On account of this decline there has been a better demand from both city and country for supplies. Twenty-pound pails of lard are selling at as low as 21½ cents per pound.

LARD—		
Tierces, 360 lbs.	....	0 20½
Tubs, 60 lbs.	....	0 21
Pails, 20 lbs.	....	0 21½
Bricks	....	0 25

Lower Prices on Shortening

Montreal.

SHORTENING.—With the big decline in the price of lard goes a proportionate decline in the quotations on shortening. Twenty-pound pails are now quoted at 19 cents per pound.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 18
Tubs, 60 lbs.	....	0 18½
Pails, 20 lbs., per lb.	....	0 19
Bricks, 1 lb., per lb.	....	0 22

A Good Demand for Fish

Montreal.

FRESH FISH.—There are no changes recorded in the prices of fish. There is an improved demand for fish, which is expected to be even much better in view of the approaching Lenten season. Fresh and frozen halibut is in good supply as is also haddock and steak cod.

FRESH FISH		
Haddock	....	0 08
Steak cod	0 10	0 11
Market cod	....	0 07
Flounders	....	0 10
FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Do., Western, medium	0 21	0 22
Mackerel	0 15	0 16
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20
SMOKED		
Finnan Haddie, 15-lb. box.	....	0 14
Fillets, 15-lb. box	....	0 19
Smoked Herrings	....	0 24
Kippers, new, per box	....	2 15
Bloaters, new, per box	....	2 00
Smoker Salmon	....	0 35
BULK OYSTERS		
Standard, No. 1	....	3 25
Do., No. 3, can	....	9 50
Selects, No. 1, can	....	3 75
Selects, No. 3, can	....	11 00
Jars, 1 doz. box	....	6 50
Do., 2 doz. box	....	12 50

Higher Prices on Poultry

Montreal.

POULTRY.—A much stronger feeling prevails for poultry with some higher prices quoted. Choice and good turkeys are quoted from three to four cents a pound dearer with smaller offerings on the market. Chickens are also advanced in price. The supplies arriving from the country have fallen off considerably while the demand in the city continues very good and will be greater in view of the approaching Lenten season.

POULTRY—		
Turkeys, per lb.	0 54	0 60
Chickens	0 40	0 42
Fowl	0 30	0 35
Ducks	0 33	0 40
Geese	0 30	0 34

ONTARIO MARKETS

TORONTO, Jan. 26.—The butter market is holding strong with prices up one to two cents per pound. Some Western butter is arriving but not in sufficient quantities to affect the market. Cheese continues firm and quotations are slightly higher. New laid eggs are arriving more freely but with storage stocks about at an end, quotations on fresh are holding fairly firm. The hog market is in an unsettled condition. Local packers continue to quote lower prices, but the demand from outside packers and butchers is so large under light receipts that prices are held fairly steady. The tendency is, however, that live hogs will be lower. There is no change in cured and cooked meats. Lard and shortening are also unchanged, but the market is inclined to be easy. The fish business is brisk and all lines are well represented. Quotations on pickled fish have declined slightly. Poultry market is firm under a good demand and light receipts.

Hog Market Unsettled

Toronto.

FRESH MEATS.—A feeling of uncertainty prevails in the market for live hogs. Local packers have been endeavoring to bring down prices for some time, but owing to the demand from outside packers and butchers and the light receipts, they have been unsuccessful in forcing prices down to any great extent. This same condition exists in the market for cattle and the indications are that lower prices will be in evidence in the near future. Dressed meats are unchanged.

Hogs—		
Dressed, 70-100 lbs., per cwt.	21 00	23 00
Live, off cars, per cwt.	....	15 50
Live, fed, and watered, per cwt.	....	15 25
Live, f.o.b., per cwt.	....	14 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 28½
Loins of pork, lb.	....	0 40
Fresh hams, lb.	....	0 32
Tenderloins, lb.	....	0 63
Spare ribs, lb.	....	0 21
Picnics, lb.	....	0 23
New York shoulders, lb.	....	0 26½
Montreal shiulders, lb.	....	0 26½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 23	0 26
Front quarters, lb.	0 14	0 16
Ribs, lb.	0 25	0 30
Chucks, lb.	0 12	0 15
Loins, whole, lb.	0 30	0 38
Hips, lb.	0 18	0 20
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 22	0 25
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 10	0 16
Above prices subject to daily fluctuations of the market.		

Cured Meats Unchanged

Toronto.

PROVISIONS.—There is no change in cured meats. Breakfast bacon is steady at 44 cents to 52 cents per pound, according to the cure and the trim.

Hams—		
Small, 6 to 12 lbs.	....	0 39
Medium, 12 to 20 lbs.	....	0 38½
Large, 20 to 35 lbs. each, lb.	....	0 33½
Heavy, 35 lbs. and upwards	....	0 24½
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 54	0 59
Rolled, per lb.	....	0 66
Bacon—		
Breakfast, ordinary, per lb.	0 44	0 48
Breakfast, special trim	0 49	0 52
Roll, per lb.	....	0 32½
Wiltshire (smoked sides), lb.	....	0 37½
Wiltshire, three-quarter cut	....	0 41½
Do., middle	....	0 43½
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 27½
Do., av. 80-90 lbs.	....	0 23½
Clear bellies, 15-30 lbs.	0 29½	0 30½
Fat backs, 10-12 lbs.	0 22	0 24
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.	....	41 00
Short cut backs, 200 lbs.	47 00	50 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	56 00
Heavy	....	53 00
Above prices subject to daily fluctuations of the market.		

Cooked Meats Steady

Toronto.

COOKED MEATS.—The market for cooked meats is steady and unchanged.

Boiled hams, lb.	0 55	0 59
Boiled shoulders	0 45	0 48
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 62
Jellied calves tongue	....	0 56
Large bologna, lb.	0 17	0 20
Above prices subject to daily fluctuations of the market.		

Eggs Hold Firm

Toronto.

EGGS.—Receipts of new-laid eggs continue to increase, but with storage stocks about at an end, and the demand in consequence thrown almost entirely on fresh, has had a tendency to hold prices fairly firm. Some United States eggs arrived during the week, but the exchange made the delivery costs very high. New-laid eggs are quoted to the trade at 85 cents per dozen.

EGGS—		
Selects	....	0 80
No. 1	0 75	0 77
Extra selects in cartons	....	0 83
New laid	....	0 85
New laid in cartons	....	0 88
Prices shown are subject to daily fluctuations of the market.		

Cheese Market Firm

Toronto.

CHEESE.—The cheese market continues strong, with quotations again advanced. Large cheese is now quoted at 29 to 31 cents per pound. Twins are one cent per pound higher.

CHEESE—		
Large, per lb.	0 29	0 31
Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.		

Butter Quotations Higher

Toronto.

BUTTER.—The butter market continues with a strong tone. Quotations have advanced one to two cents per pound, bringing the price up to 56 to 59 cents per pound. Some shipments of butter have been arriving from the West for local consumption, but it is the opinion that it will not continue to arrive in sufficient quantities to affect the market.

BUTTER—		
Creamery prints	0 56	0 59

Lard Prices Steady

Toronto.

LARD.—Lard is ruling steady and quotations are unchanged at 26 cents for pound prints and 23 cents on the tierce basis.

LARD—		
1-lb. prints	....	0 26
Tierces, 400 lbs.	....	0 23
In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.		

Shortening Unchanged

Toronto.

SHORTENING.—Quotations on shortening are unchanged. The market is fairly steady.

1-lb. prints	0 18	0 20
Tierces, 400 lbs.	....	0 15½

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

Pickled Fish Lower

Toronto.

FISH.—Trade in fish continues brisk and all lines are now well represented. Smelts are arriving more freely than they have been since the season opened. No. 1 and No. 2 smelts are quoted one cent per pound lower, but extras are unchanged at 25 cents per pound. All pickled fish are down about 25 cents per keg.

FRESH SEA FISH		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 24
Fresh Whitefish	0 14	0 15
Fresh Herring	0 09	0 10
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 10	0 11
Oysters—		
No. 1 tins	....	4 20
No. 3 tins	....	12 30
No. 5 tins	....	20 00
Glass jars, doz.	....	6 50
Shell Oysters—		
600 count, per bbl.	....	20 00
800 count, per bbl.	....	18 00
FROZEN FISH		
Halibut, medium	0 23	0 24
Do., Qualla	0 10	0 11
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
Salmon, Coboe	0 19	0 20
Do., Red Spring	....	0 26
Sea Herring	0 07½	0 08
Brill	0 10	0 11
Smelts—		
Extras, per lb.	....	0 25
No. 1, per lb.	....	0 17
No. 2, per lb.	....	0 11
SMOKED FISH		
Haddies, lb.	0 12	0 13
Fillets, lb.	....	0 18
Kippers, box	2 25	2 75
Bloaters	....	3 00
Boneless Digbys, box	1 65	1 75
Bundles, Digby	....	1 20
Ciscoes, lbs.	....	0 22
Salmon Snacks, lb.	....	0 24
PICKLED FISH		
Labrador Herrings, kegs, 100 lbs.	....	6 25
Do., bbls., 200 lbs.	....	11 75
Do., pails, 20 lbs.	....	2 25
Salt Mackerel, 20-lb. kit	....	3 00
Holland Herrings, Milchers	....	1 30
Do., mixed	....	1 20

Poultry Prices Firmer

Toronto.

POULTRY.—There are fair supplies of dressed poultry arriving, but live poultry receipts are very light. The market is firm, with prices to the retail trade slightly advanced under a good demand.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	-$0 50	-$0 58
Roosters	- 0 22	- 0 25
Fowl, over 5 lbs.	- 0 30	- 0 30
Fowl, 4 to 5 lbs.	- 0 27	- 0 28
Fowl, under 4 lbs.	- 0 20	- 0 23
Ducklings	- 0 32	- 0 35
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live	0 25- 0 30	0 30- 0 35
Geese	- 0 22	- 0 30

Prices quoted to retail trade:

	Dressed	
Turkeys	0 60	0 63
Geese	0 35	0 40
Hens, heavy	....	0 35
Do., light	0 30	0 33
Chickens, spring	0 35	0 43
Ducklings	0 32	0 40

WINNIPEG MARKETS

WINNIPEG, Jan. 26.—There are few changes in quotations in the produce and provision markets this week. Hogs are holding steady. Smoked hams have advanced but bacon is unchanged. Butter has shown a firmer tone with prices slightly higher, and the tendency is that even higher prices can be expected. Lard and shortening are steady and unchanged. The cheese market is firmer. Fish is in good demand but quotations are unchanged.

Hogs are Steady

Winnipeg.

FRESH MEATS. — Hog quotations have shown very little change during the week. Selected hogs are quoted at $13.50 per cwt. Sheep and lamb are steady, while fresh beef shows little change.

Selected, live, cwt.	....	13 50
Heavies	....	10 50
Light	....	13 50
Sows	....	7 50
Fresh Pork—		
Legs of Pork, up to 35 lbs., lb.	0 22	0 27
Spare Ribs	....	0 23½
Loins of Pork, lb.	0 32½	0 35½
Fresh Hams, lb.	0 24	0 29
Picnics, lb.	....	0 25
Shoulders	....	0 27
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 13	0 24
Front quarters, lb.	0 08½	0 13
Whole carcass, good grade, lb.	0 10	0 18
Mutton—		
Choice, lb.	....	0 16
Choice long hinds (leg and loin)	....	0 25
Choice Stews	....	0 11
Lambs—		
Choice, 30-45 lbs.	....	0 24
Veal—		
Good veal, 40 to 80 lbs., hind quarters	....	0 22
Carcass	....	0 16

Smoked Ham Advanced

Winnipeg.

PROVISIONS. — Smoked hams advanced in price during week and best quality is now quoted at 43 cents per pound. Bacon remains unchanged.

8 to 16 lbs., per lb.	....	0 43
16 to 20 lbs., per lb.	....	0 42
Boneless, 8-16 lbs., per lb.	....	0 43½
Skinned, 14-18 lbs., lb.	....	0 42
Skinned, 18-22 lbs., lb.	....	0 41
Bacon—		
Sliced, 6 to 10 lbs., lb.	....	0 63½
Cottage Rolls, boneless	....	0 39
Bellies, 6-10 lbs., lb.	....	0 40
Do., 10-14 lbs., lb.	....	0 41½
Do., 14-16 lbs., lb.	....	0 45½

Cooked Meats Unchanged

Winnipeg.

COOKED MEATS.—There has been practically no change in quotations on cooked meats during the week. Ham is quoted at 55½ to 58½ cents per pound. The demand for cooked meats is fairly steady.

Hams—		
Best quality, skinned, 8-13 lbs.	....	0 58½
Do., 13-16 lbs.	....	0 55½
Roast Ham, lb.	....	0 60½
Roast Shoulders, lb.	....	0 [illegible]½
Head Cheese, 1-lb. tins	....	0 17½
Jellied Ox Tongues, lb.	....	0 68
Pork Tongues	....	0 61½
Luncheon Cooked Meats, lb.	....	0 30

Butter Market Firmer

Winnipeg.

BUTTER.—The butter market has shown a firmer tone and the best quality creamery butter is now quoted at 60 cents per pound. Indications point to higher prices.

BUTTER—		
Creamery, best table grade	....	0 60
Dairy, best table grade	0 45	0 50
Margarine	0 30	0 35

Lard and Shortening Steady

Winnipeg.

LARD.—There has been no change in the lard or shortening situation since the decline of last week. The market is firm at these prices.

Pure Lard, No. 1 quality, per lb. (in tierces of 400 pounds.)	....	0 25
Do., wooden pails, 20-lb. pails	....	5 50
Shortening, wooden pails, 20-lb. pails, per pail	....	3 90
Shortening, tierces of 400 lbs., per lb.	....	0 17

Cheese Market Firmer

Winnipeg.

CHEESE.—Cheese is reported firmer this week, due to the export demand. Local prices on cheese remain unchanged.

CHEESE—		
Ont., large, lb.	....	0 28
Ont., Twins, lb.	....	0 29
Ont., Triplets, lb.	....	0 29¼
Man. cheese, large, lb.	....	0 27

Fish in Good Demand

Winnipeg.

FISH.—There is an improved demand for fish this week. There is no change, however, in quotations.

Black Cod, lb.	....	....
Brills, lb.	....	0 08½
Herring, Lake Superior, 100-lb. sacks, new stock	....	....
Halibut, chicken, cases 300 lbs.	....	0 15½
Do., broken cases	....	0 16½
Jackfish, dressed	....	0 10
Pickerel, case lots	....	0 13
Salmon—		
Cohoe, in full boxes, 300 lbs.	....	0 20
Do., in broken cases	....	0 21
Red Spring, in full boxes	....	0 24½
Do., broken cases	....	0 25½
Soles	....	0 08½
Baby Whites or Tulibees	....	0 09½
Whitefish, dressed, case lots	....	0 17
Do., broken cases	....	0 18
SMOKED FISH		
Bloaters, Eastern National, case.	....	3 50
Do., Western, 20-lb. boxes, box	....	....
Haddies, 30-lb. cases, lb.	....	0 15
Do., in 15-lb. cases, lb.	....	0 15
Kippers, East. Nat., 20 count, per count	....	3 25
Do., Western, 20-lb. boxes, box	....	2 25
Fillets, 15-lb. boxes, lb.	....	0 19
SALT FISH		
Steak Cod, 2s, Seely's, lb.	....	....
Acadia Strip Cod, 30-lb. boxes, lb.	....	....
Acadia Cod, 12-2s, wood boxes, lb.	....	....
Do., 20-1s, tablets, lb.	....	....
Holland Herring, Milkers, 9-lb. pails, per pail	....	1 35
Do., mixed, 9-lb. pails, per pail	....	1 25
Labrador herrings, 100-lb. bbls., per bbl.	....	....

DAVIES

Peerless Brand Pickles

Buy Now For Spring Delivery
AT THESE PRICES

REGULAR PACK

	Sweet Mixed	Sour Mixed	Chow	No. Doz. in case	Gross Wgt. lbs.
8 oz. crown	$3.00	$2.90	$3.10	3	32
12 oz. squat	$3.60	$3.35	$3.40	3	55
16-oz. Mason	$4.95	$4.25	$4.40	2	53
20-oz. square	$5.00	$4.70	$5.00	2	58
35-oz. square	$7.60	$6.80	$7.60	1	50

BULK PICKLES

Prices all per keg

No. gals. in pails	Sour Mixed	Chow	Sweet Mixed
1 gal.	$2.25	$2.35	$2.50
5 gal.	7.35	8.00	9.00

BULK PICKLES IN OAK KEGS

5 gal.	$ 8.35	$ 9.00	$10.25
10 gal.	15.50	16.75	18.50

"PEERLESS" BRAND TOMATO CATSUP

(Natural Color)

	Price per doz.	No. doz. to case	Gross wgt. lbs.
8 oz. crown cap	$2.35	3	40
12 oz. crown cap	3.25	2	40
24 oz. crown cap	5.40	1	40

CATSUP IN BULK

	Price per jug	Weight
1 gallon jugs—6 to case	$2.20	110

STANDARD MINCE MEAT

	Per Lb.
Pails, 25 lbs. net	17½c
Tubs, 60 lbs. net	17¼c
Condensed Mince Meat, 11-oz. pkgs., 3 doz. to case, per case $7.00	

Important Notice **"All the above prices are quoted F.O.B. any Station in Ontario where freight rate does not exceed $1.75 per Cwt."**

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO HAMILTON

Fish Foods

Selected, Prepared and Packed by Experts

From the careful selection of only the choicest of fish, all the way through our up-to-date methods of processing to the time when the food is packed in the tins, we exercise the most careful vigilance. That ensures the quality products which we put on the market.

You can heartily recommend

¼ Oil Sardines.
¼ Mustard Sardines
Finnan Haddies
(Round tins)

Kippered Herring
Herrings in Tomato Sauce
Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Winnipeg Representatives:

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MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
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Province of Quebec

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

Dominion Spring Clothes Pins

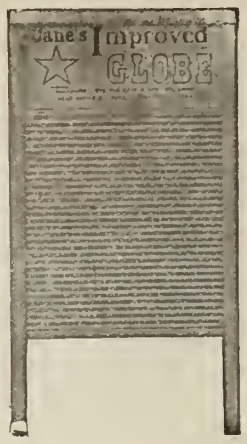
When placing your clothes pin order be sure you specify "Dominion Spring."

There's Greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal



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Wm. Cane & Sons Co., Ltd.
Newmarket, Ont.

Every Wholesale Grocer in Canada stocks these standard lines. Order through your Wholesaler.

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FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
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Sal Soda

No Wrapping—No Weighing Saves time for the Grocer

Arm and Hammer Brand Sal Soda is put up in handy 2½-lb. cartons, 36 to the case. This convenient way will appeal to grocer and customer alike. It saves weighing and wrapping.

When you order a supply—be sure you say *"Arm and Hammer" Brand.*

Church & Dwight, Limited
Montreal

It pays to feature Marsh's Grape Juice

and other Marsh beverages during the holiday season. Your customers will need a case of them to serve in place of fermented wines when visitors call.

Get up a good display of Marsh's and keep your stock well displayed. Order from the following list:

Marsh's Grape Juice
Unfermented Port
Black Cherry Wine
Raspberry Vinegar
Marsh's Pure Apple Cider

The Marsh Grape Juice Company
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Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Co., Limited
Toronto and Montreal

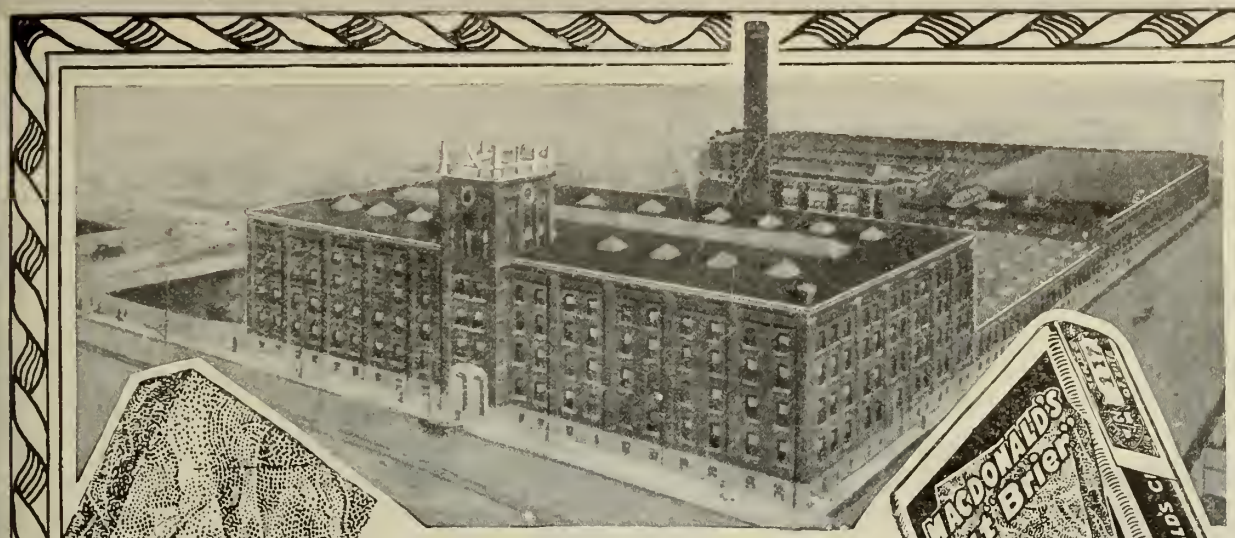

Figure Out Your Profits on Macdonald's

TAKE your average profit-margin —about 20 per cent., multiply it by the number of times your Macdonald stock is turned over in the year, and you have your annual gross profit on your original investment—about **two** or **three hundred** per cent.

Then figure in the extra profits you make on the 4 to 6 plug overrun in every 10 lb. caddy—and remember that the demand for Macdonald's is constantly on the increase.

Is it worth while to push Macdonald's in **your** store?

The Tobacco with a heart

MACDONALD'S

Shirriff's ORANGE MARMALADE

IN choosing your stock of merchandise there are but two important questions—"Is the article a ready seller?" and "Is it profitable?" To both of which questions Shirriff's Orange Marmalade answers an emphatic YES. So long as people continue to appreciate the purity and wholesome goodness of Shirriff's, so long will Shirriff's Marmalade be a supremely saleable and profitable line to handle, and so long will it be the first choice of the discerning dealer.

IMPERIAL EXTRACT COMPANY, TORONTO, CANADA

Selling Agents for Canada:
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Perhaps you don't want to—but all the same it is a very pleasant feeling to have enough gilt-edged securities tucked away that if your earnings are cut off you haven't the slightest worry.

A few days ago, there came to our office a merchant from a small Western Ontario town. Perhaps his business was not as big as it might have been, but he was pretty shrewd, for he knew that profit was profit only when you had it safely invested in gilt-edged securities.

For twenty years he had quietly invested his monthly savings, getting his information from the Investors' Enquiry Service of THE FINANCIAL POST. We had noticed his frequent letters, but we never knew just how he used them until he dropped in to see us.

Now his financial worries are over, having sold out and gone to live in sunny California. By following the Investors' Enquiry Service as a subscriber he quietly put away an investment that gave him a sure income sufficient to cover all his needs.

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THE FINANCIAL POST points the way to safe, sane investments in sound securities. Through the Investors' Enquiry Service you get the bed-rock facts behind any and all investments. Before you buy—write.

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GOOD NEWS!

We have just announced reduced prices on

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Powdered Separated Milk

Your turnover will increase just as soon as these reduced prices reach the consumer.

Klim Pays Dividends on Counter Space

The counter represents the point of closest contact between consumer and merchandise. It is the meeting ground where old acquaintances are met and new friends made between merchandise and customer.

The market basket is the next stop.

Give Klim a Counter Display at the New Prices

Your wholesale grocer will give you the new prices.

CANADIAN MILK PRODUCTS LIMITED
TORONTO

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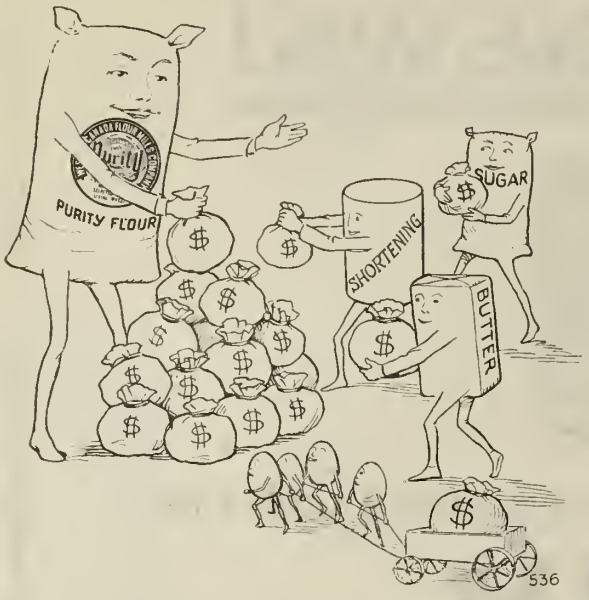
B.C. Distributors, Kirkland & Rose, 132 Water St., Vancouver

Purity Flour Piles Up Profits



You are in business to make money. The quicker your turnover, the more money you make. Push the sale of flour, encourage home baking, hasten your turnover and increase your profits.

PURITY FLOUR

will help you make more money, because it will help you sell more goods. Every purchase of flour means an order for other baking necessaries. Recommend Purity Flour for bread and all the household baking.

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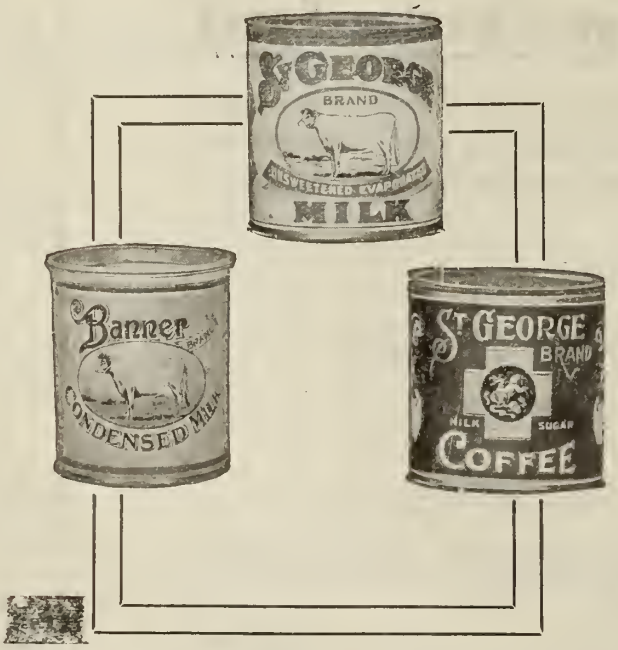
Western Branches: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg.



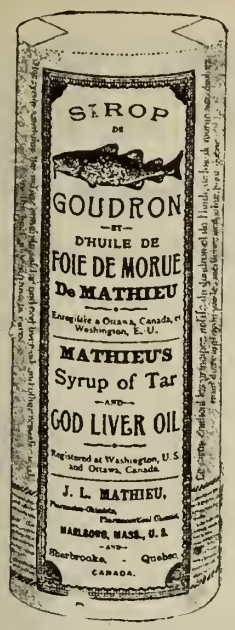
Malcolm's Made-in-Canada Milk Products

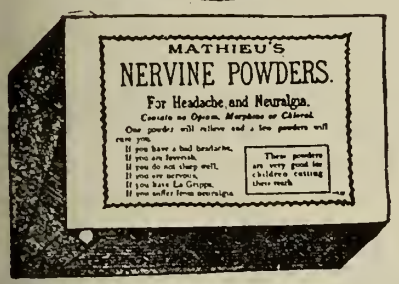
the Brand you can always depend on

Repeat orders from satisfied customers are most gratifying. Merchants who recommend MALCOLM MILK PRODUCTS can always count on repeat orders and increased customer satisfaction because MALCOLM lines never vary from their high standard quality.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO





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MATHIEU'S SYRUP OF TAR and COD LIVER OIL

MATHIEU'S NERVINE POWDERS

There will be few of your customers this winter who will not need at some time a good, dependable cough medicine, and grocers who supply this demand with the highly efficient and nationally known Mathieu Cough Remedy will find the profits exceptionally good. Mathieu's Nervine Powders are popular from coast to coast. They are safe, pure and effective. Keep them well displayed.

J. L. MATHIEU COMPANY

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pleases the veteran as well as the novice

The sweet, palatable goodness of this high-grade tobacco has popularized it with "chewers" young and old.

Dealers should always keep a little display working. A trial supply will more than prove the splendid selling value of KING GEORGE'S NAVY.

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Handled by the Wholesale Trad

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Many a bottle of Mapleine will be added to orders when customers see it displayed on your counter.

Give it a chance to sell itself.

Mapleine

"The Golden Flavor"

Make use of the attractive display container in which Mapleine is packed. Place it on the counter where it will command the attention of customers—suggest itself to the new user, and remind others their bottle is almost empty.

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GROCERY BROKERS, TORONTO, ONT.

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on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

BRAND

CROWN BRAND

For your own protection insist upon having this line of known quality.

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Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

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St. Charles Brand Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 00
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.,

Toronto, Ontario.

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	$4 80
98-lb. jute bags, per bag	6 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	6 50

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches
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Boxes	
40-lb Canada Laundry	$0 09
100-lb. kegs, No. 1, white	0 09½
200-lb. bbls., No. 1, white	0 09½
40-lb. Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 11¼
Celluloid, 45 cartons, case	4 50
Culinary Starch	
4 lbs. W. T. Benson & Co.'s Challenge Corn	0 09
(Prices in Maritime Provinces 10c per case higher.)	
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½
(20-lb. boxes ¼c higher, except potato flour.)	

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 11
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 09½
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 09½
40 lbs. Argo Corn Starch, 1 lb. packages	0 09½
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0
(20 lb. boxes ¼c higher, except Potato Flour.)	

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5
5-lb. tins, 1 doz. in case	6
10-lb. tins, ½ doz. in case	6

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24—2-lb. tins, per case	$5 30
12—5-lb. tins, per case	5 95
6—10-lb. tins, per case	5 65

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2-lb. tins, 2 doz. in case	$5 30
5-lb. tins, 1 doz. in case	5 95
10-lb. tins, ½ doz. in case	5 65
(5, 10, and 20-lb. tins have wire handles.)	

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Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1

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10 lb. tins, 6 tins per case	23

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D.S.K., ¼ lb.	
D.S.F., ½ lb.	
D.C.F., 1 lb.	
F.D., ¼ lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

Keen's Oxford, per lb.	0
In cases, 12 12-lb. bxs. to case	0

NUGGET POLISHES

	Do
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1
White Cleaner (liquid)	$2
Card Outfits — Black, Tan, Toney Red, Dark Brown	4
Metal Outfits — Black, Tan, Toney Red, Dark Brown	6

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1
Bobs, 12s	1
Currency, 12s	1
Stag Bar, 9s, boxes, 6 lb.	1
Pay Roll, thick bars	1
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1
Forest and Stream, tins, 9s, 2-lb. cartons	1
Forest and Stream, ¼s, ½s, and 1-lb. tins	1
Master Workman, 2 lbs.	1
Master Workman, 4 lbs.	1
Derby, 9s, 4-lb. boxes	1
Old Virginia, 12s	1
Old Kentucky (bars), 8s, boxes, 5 lbs.	1

End This Extravagance, Says Mackenzie King in MACLEAN'S

"There is the greatest need for an end to extravagance, and for the exercise of the strictest economy in the administration of public affairs," says W. L. Mackenzie King in the January 15th issue of MACLEAN'S.

HE adds, further: "The first aim of the Liberal party in Canada to-day is to bring about such co-operation and co-ordination of effort among men and women of liberal aims"—(a small "l" please note)—"and aspirations as will ensure defeat of the combined forces of a reactionary Government, and make possible, in matters of Government, the re-assertion and ultimate triumph of liberal" — (still a small "l")—"principles and policies."

Is This a Message to Mr. Crerar?
Is This a Plea for Union of Farmers and Liberals?

Other Big Features in January 15th MACLEAN'S

There are fifteen other big feature articles, serials, short fiction and regular departments. These include:

"The Human Speedometer"
By Charles Christopher Jenkins.
The story of a Canadian who "times" race-horses as a profession.

"The Hat" By Frederick Niven.
A vivid word-picture of a feature of our West which strikes this war correspondent.

"My Flirtation Ends"
By Mrs. "Margot" Asquith.
Wife of former Premier of Great Britain tells how her eight years' dalliance with Peter ends.

"Our Lost Immigrants" By Miss Agnes C. Laut.
She tells some cold, hard facts, and explains why hundreds of thousands left Canada.

"Scarlet and Gold"
By Colonel George Ham.
Who gives here a few chapters from the romantic history of the Royal North West Mounted Police in earlier days.

"Paying the Doctor to Keep You Well"
By Ethel M. Chapman.
A worth-while and timely article, depicting the work of the Life Protective Association.

"A Canadian Child Poet"
A little bit about twelve-year-old Miss Rae Maltby Verrill, of British Columbia, whose work seems to show promising talent.

Interesting Fiction

"The Big Time Man"
By C. W. Stephens.
A bottling-business romance.

"The Act of God"
By Beatrice Heron-Maxwell.
A near-murderer's escape.

"Jane Ann's Rival, Mabel"
By Archie McKishnie.
A Lenix Ballister episode.

"The City of Peril"
By Arthur Stringer.
A romantic, Bolshevistic serial.

Review of Reviews

The Cream of the World's Literature:

"The Dreamer in the Kremlin."—H. G. Wells.

"Chaplin Prey to 'Blues'."—Benjamin de Casseres.

"Which Labor Policy?" Wm. B. Dickson.

"How Militarist is Japan?"—Quarterly Review.

"Trapping an Elephant Herd."—Charles Mayer.

"Why Not Tax Bromides?"—Henry Arthur Jones.

"Trotzky, a Human Dynamo."—Francis McCullagh.

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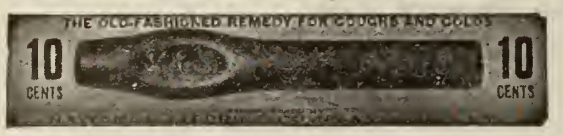

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Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

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Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

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Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
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Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 85
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2 0[illegible]
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2 0[illegible]
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Do., 3 lbs.	2 9[illegible]
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12—32 ozs., bottles	6 95	7 8[illegible]
24—28 ozs., tins	9 90	10 6[illegible]
12—80 ozs., tins	14 25	15 2[illegible]
6—160 ozs., tins	13 85	14 9[illegible]
1—5 gall. tins	13 50	14 5[illegible]
In barrels, per gal.	2 50	2 7[illegible]

FOREST CREAM PURE SYRUP

36—10 ozs., bottles	$ 6 65	$ 7 4[illegible]
24—16 ozs., bottles	6 15	6 9[illegible]
12—32 ozs., bottles	5 35	6 0[illegible]
24—28 ozs., tins	7 10	7 8[illegible]
12—80 ozs., tins	10 30	11 3[illegible]
6—160 ozs., tins	9 80	10 8[illegible]
1—5 gal. tin	9 50	10 5[illegible]
In barrel, per gal.	1 70	1 9[illegible]

STANDARD SUGAR SYRUP

36—10 ozs., bottles	$ 5 75	$ 6 5[illegible]
24—16 ozs., bottles	5 25	6 0[illegible]
12—32 ozs., bottles	4 45	5 1[illegible]
24—28 ozs., tins	5 45	6 1[illegible]
12—80 ozs., tins	7 95	8 9[illegible]
6—160 ozs., tins	7 50	8 5[illegible]
1—5 gal. tin	7 05	8 1[illegible]
In barrel, per gal.	1 20	1 4[illegible]

FOREST CREAM MAPLE BUTTER

24—13½ ozs., tins	$ 4 65	$ 4 7[illegible]
24—2½ lbs., tins	11 75	12 8[illegible]
1—30 lbs., pail	4 80	[illegible]
2—30 lbs., pails	9 80	10 8[illegible]
In barrel, per lb.	0 14	0 15½

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48—No. 1 Tumblers	$ 6 40	$ 6 8[illegible]
24—No. 3 Tumblers	6 90	7 4[illegible]
24—2½ lbs., tins	19 75	20 8[illegible]

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48—No. 1 Tumblers	$ 5 30	$ 5 7[illegible]
24—No. 3 Tumblers	4 75	5 2[illegible]
24—2 lbs., tins	11 80	12 6[illegible]
1—24 lbs., pail	4 55	[illegible]
2—24 lbs., pails	9 75	10 6[illegible]
In barrel, per lb.	0 17½	0 19[illegible]

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1—15 lbs., pail	$ 2 75	$ [illegible]
2—15 lbs., pails	6 05	6 6[illegible]
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72—5c packages	$ 2 40	$ 2 5[illegible]
48—No. 1 Tumblers	4 95	5 3[illegible]
24—No. 3 Tumblers	4 45	4 8[illegible]
24—1 lb., tins	8 45	8 9[illegible]
1—12 lbs., pail	3 85	[illegible]
2—12 lbs., pails	8 20	8 6[illegible]

FOREST CREAM SALTED PEANUTS (BLANCHED)

72—5c packages	$ 2 40	$ 2 5[illegible]
48—No. 1 Tumblers	4 40	4 7[illegible]
24—No. 3 Tumblers	3 60	4 0[illegible]
24—1¼ lbs., tins	8 50	9 0[illegible]
1—15 lbs., pail	3 10	[illegible]
2—15 lbs., pails	6 50	7 0[illegible]

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Canned tomatoes, corn and peas which have been selling at prices below the canners' opening prices, have recently developed a firm tone. Some wholesalers, who have had fairly large stocks and were apparently anxious to reduce them, have advanced their prices more in line with canners' quotations. Some of the cheaper brands are also about cleaned up which coupled with the improved movement has caused a stronger feeling on the market.

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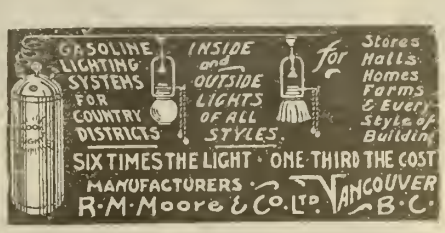
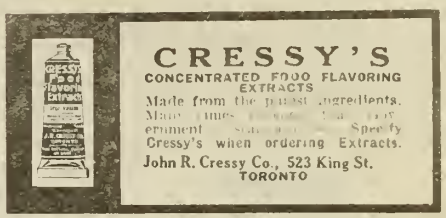
Dashwood, Ont.


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE-THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd. VANCOUVER B·C



30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

BARRELS

For all purposes. The best package for exporting. I can make them to suit your goods.

JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk Pickles, Mincemeat, etc.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—COUNTERS AND SHELVING FOR grocery store. W. J. McCully, Stratford, Ont.

FOR SALE

FOR SALE—ONE McCASKEY ACCOUNT REgister, in good condition, will hold one hundred and twenty accounts, can be enlarged to hold one hundred more. Good bargain. Shaw & Ellis, Pocologan, N.B.

FOR SALE—GENERAL STOCK AND FIXtures, consisting of groceries, dry goods, boots and shoes, etc., valued at about $7,000. Located in exceptionally good farming district, about twenty miles southwest of London. Proposed Provincial Highway passing this corner store. Low rent, living quarters in connection, natural gas for heating and lighting. Two railways, P.M. and M.C.R. Apply to Box No. 444, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—MEAT AND GROCERY BUSINESS. Ontario town. Population 25,000. Yearly turnover about $70,000, 80 per cent. meat. Small expenses. One of the best money makers in Canada. Owner retiring. Must sell at once. Apply Box 446, Canadian Grocer, 153 University Ave., Toronto.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

We Present a Record—Not a Prospectus

Reputation gained by years of vigorous, conscientious and successful work.

John A. Thompson

General Manager Western Canada

TORONTO

AGENCY OPPORTUNITIES WANTED

OLD ESTABLISHED HOUSE IN NORTH OF England, with branches at Liverpool, Glasgow and Cardiff, calling on grocery trade in all parts of the United Kingdom with full time salaried representatives, are prepared to consider sole selling or buying agency for a commodity of Canadian manufacture of approved quality and commanding a ready sale and quick turnover. This is a unique oportunity for a firm wishing to place a new commodity on the British market. References required and given. Apply "Sole Agency" Pratts, Advertising Agents, 9, Essex Street, Strand, London, England.

Wanted—Salesman

Experienced in all Grocery lines, capable of managing **Branch Office** in Saskatchewan for well known firm of **Wholesale Grocery Brokers.**

Apply Box 442,
Canadian Grocer,
153 University Ave.,
Toronto, Ont.

SALESMAN WANTED

SALESMAN WANTED—WE REQUIRE A REpresentative who has made a success in a retail store and who wishes to broaden his experience and at the same time increase his present earning power and immediate prospects. Salary and bonus on sales. To a man of ability and character this position offers a bright future. Write The MacLean Publishing Co., Ltd., Trade Newspaper Division, Toronto, Canada.

A BUSINESS MAN—TO REPRESENT US IN the field. One who has been in business for himself preferred. McCaskey Systems Limited, Counter Check Books and Credit Registers, Galt, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

IN WRITING ADVERTISERS, PLEASE MENTION THIS PAPER.

Oleomargarine Sales are Increasing Daily

Because the merits of this wholesome and economical product are becoming so universally known. But Our Consistent Publicity Makes EXTRA SPECIAL Demand for

Swift's "Premium" and "Gem Nut" Oleomargarine

Our advertising not only points out the purpose and advantages of Oleomargarine, but is driving home these *Names*. Thousands of housewives have already been convinced why it pays to use only Swift's "Premium" and "Gem Nut," and many more are daily insisting on these famous brands in preference to all others.

This Means Steady Repeat Business

for every dealer who links up with our advertising by featuring Swift's Oleomargarine by counter and window displays.

Order from our Salesman or Direct

Swift Canadian Co.
Limited

Why Buyers Like to Deal at Some Stores—Why They Avoid Others

YES—I do like to buy at "Blank's Grocery"—it always seems as if THEY wanted ME to deal there.

That's what customers say about the successful store. Now why do they say it?

The goods are right. Yes. The proprietor and the clerks are courteous and know their business. Yes. But there is something more than mere personality about the place—there is the concrete evidence of Service on all sides.

There is proper store decoration. There is cleanliness. There are modern show cases. There are cash registers, account registers, adding machines and proper store lighting. There are, of course, International Dayton Scales (and enough of them), International Dayton Meat Slicers and Cheese Cutters to serve patrons quickly and well. The successful modern store invests in all these proven items in store service—why?

Because they make possible more intelligent buying, they save your time and are visible proofs of the merchant's desire to give a square deal.

International Dayton Scales cut out the "murderous" down weights. You get paid for every fraction of an ounce you weigh.

International Safety Meat Slicers shear with the speed of Electricity—right to the end of the meat, **where your profit is.**

International Dayton Cheese Cutters save cheese—build up trade—make it profitable. "It weighs and slices—it saves and prices."

So—the "Service Store" is just to itself and customers alike; it gives a full dollars' worth for nothing more or less than a dollar—and it is generally "Internationally" equipped, for upon that equipment modern successful grocery and butcher store service is built.

$2,500.00 IN CASH PRIZES

Are you at work to win your share of the easy money being offered in the great

DAYTON SCALES WORD CONTEST?

It is open to merchants and their clerks in Canada and Newfoundland of the five kinds of stores that use scales, meat-slicers or cheese-cutters. If you haven't seen the details in our trade paper announcements, write for information and entry coupons. How many words can you make up from the letters that spell Dayton Scales? Begin your list now. Contest closes March 15th.

INTERNATIONAL BUSINESS MACHINES CO., LTD., Contest Dept., 300 Campbell Ave., TORONTO

Let us send you our latest Dayton folder.

International Business Machines Co. Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300-350 Campbell Avenue, Toronto

If It's a Dayton It's Right

HALIFAX 44 Granville St.
ST. JOHN 18 Germain St.
QUEBEC 506 Merger Bldg.
MONTREAL 1 and 3 Notre Dame St. W.
OTTAWA 190 Queen St.
CALGARY 127 6th Ave. W.
TORONTO 409½ Yonge St.
HAMILTON 228 King St. E.
EDMONTON 10118 102nd Ave.
LONDON 489 Richmond St.
WALKERVILLE 44 Lincoln Rd.
WINNIPEG 227 McDermott Ave.
SASKATOON 254 3rd Ave. S.
VANCOUVER 110 Water St.

Made in Canada

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters

FEATURING SELLING OF FISH

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

ol. XXXV. PUBLICATION OFFICE: TORONTO, FEBRUARY 4, 1921 No. 5

Get ready for a big Lenten Business
by ordering *now* a good stock of

Brunswick Brand Sardines in Oil

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

These temptingly flavored sardines will be exceptionally profitable sellers during the Lenten season because of their moderate price, excellent quality, and the great variety of dainty ways in which they can be prepared.

Look over your stock to-day and make sure you have enough, and then feature them prominently in your displays prior to and during Lent. A show card suggesting their convenience and some of the many dishes that can be prepared with them will help to speed up sales. If you have never before sold these popular-priced BRUNSWICK BRAND SARDINES it will pay you to try them. Just say "BRUNSWICK BRAND" when you order—they'll please you and your customers.

Connors Bros., Limited

Black's Harbor, N.B.

Winnipeg Representative : Chas. Duncan & Son, Winnipeg, Man.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

O-Cedar Products
CLEANS AS IT POLISHES

COLORS AS IT CLEANS

LETTERS PATENT have been received from the Provincial Government of Ontario authorizing change in this Company's name to

CHANNELL LIMITED

from the former name of Channell Chemical Company Limited. The change in name does not alter in any manner either the policy, personnel or service as manufacturers of O-Cedar Products and distributors of Aladdin Dye Soap.

Address as before

369 SORAUREN AVENUE, Toronto, Ont.

CANADIAN GROCER, published every Friday. Yearly subscription price, $4. Entered as second-class matter at Post Office, Ottawa.

"A size for every need"

Borden's

ST. CHARLES

BRAND

EVAPORATED

MILK

Effective Feb. 5, 1921

PRICE DECLINES

of 50c to $1.00 per case, according to Brands and Territories.

Your Jobber has particulars.

Why it improves all cooking and lowers the cost

St. Charles Brand (the milk with the cream left in) is so rich and creamy that it requires so much less of it in comparison to ordinary milk in recipes, etc., to give an improved creamy flavor that it soon proves its greater economy to the housewife.

It is also so rich in butter fats (over double the amount in fresh milk) that it requires little or no butter in recipes which call for butter.

Tell your customers these facts—urge them to try their favorite recipes the improved Borden way and you can depend upon it that they will be steady users of "the milk that cuts the cost of cooking."

The Borden Co., Limited
Montreal

Borden's Products—
Eagle Brand Milk
St. Charles Milk

Borden's

ST.CHARLES

Brand Milk

"With the Cream Left in"

Reindeer Coffee
Reindeer Cocoa
Malted Milk

Our Doors Are Open To The People

THOUSANDS of people from all parts of the Dominion are conducted through our snow-white, sunshine factory annually. Interesting and instructive, is the comment of all. You may be sure our visitors all boost McCORMICK'S products, after having seen the scientific and cleanly manner in which our delicious Biscuits and Candies are made.

Therefore, Mr. Merchant, we are sure you appreciate the fact that we are co-operating with you in every possible way, and want to create an ever-increasing demand for our lines. By this, we are helping you, as well as ourselves.

McCormick Mfg. Co., Limited, London, Canada

Branches at: **Montreal, Ottawa, Hamilton, Kingston, Winnipeg Calgary, Port Arthur, St. John, N.B. Vancouver**

St. Williams Jams
Curling Brand Marmalade
Kkovah Salts
Kkovah Custard
Kkovah Pie Filler
Kkovah Lemonade
Kkovah Orangeade
Laitova Lemon Cheese
Maggi's Soups
Curling Brand Package Peas

Chocolatta
Armour's Coffee Essence
Armour's Worcestershire Sauce
Atherton's Scotch Shortbread
Grimble's Malt Vinegar
Nobility Chocolates and Confectionery
Hovell's Wedding Cake Ornaments
Stower's Lime Juice
Norsland Sardines

Langley, Harris & Co., Limited
TORONTO

Montreal Winnipeg

Drummer Dyes
Dolly Tints
"Moovol" Stain Remover
Jeye's Fluid
"Snowfire"
Seward's Toilet Soaps
"Zip" Hand Cleaner
Craven's Clear Gums

Craven's L. L. & C. Lozenges
Buchanan's Gums
Bassett's Imported Confectionery
Gibson's L. L. & C. Lozenges
Turkish Delight
Garwood's Breath Hearts
Banquet Ice Cream Cake Cones

Our National Fish Day
Feb. 9th

LEONARD BRAND

"The Very Best of Good Fish"

Fresh, Frozen, Smoked, Dried, Pickled
Haddies, Fillets, Kippers, Bloaters

ORDER FROM YOUR DEALER OR DIRECT FROM

LEONARD FISHERIES, LIMITED

Branches:
Canso, N.S.
Halifax, N.S.
St. John, N.B.
Port Hawkesbury, N.S.

PRODUCERS, PACKERS, CURERS
AND DISTRIBUTORS

Head Office—MONTREAL

Branches:
Montreal, P.Q.
Ingonish, N.S.
Grand River, P.Q.
North Sydney, N.S.

Is Your Ear to The Ground?

There's a Change!

Thrift is Again a Virtue

Sell "Kiltie" for Value

Caught in Deep Salt Water!

KING OSCAR
BRAND SARDINES

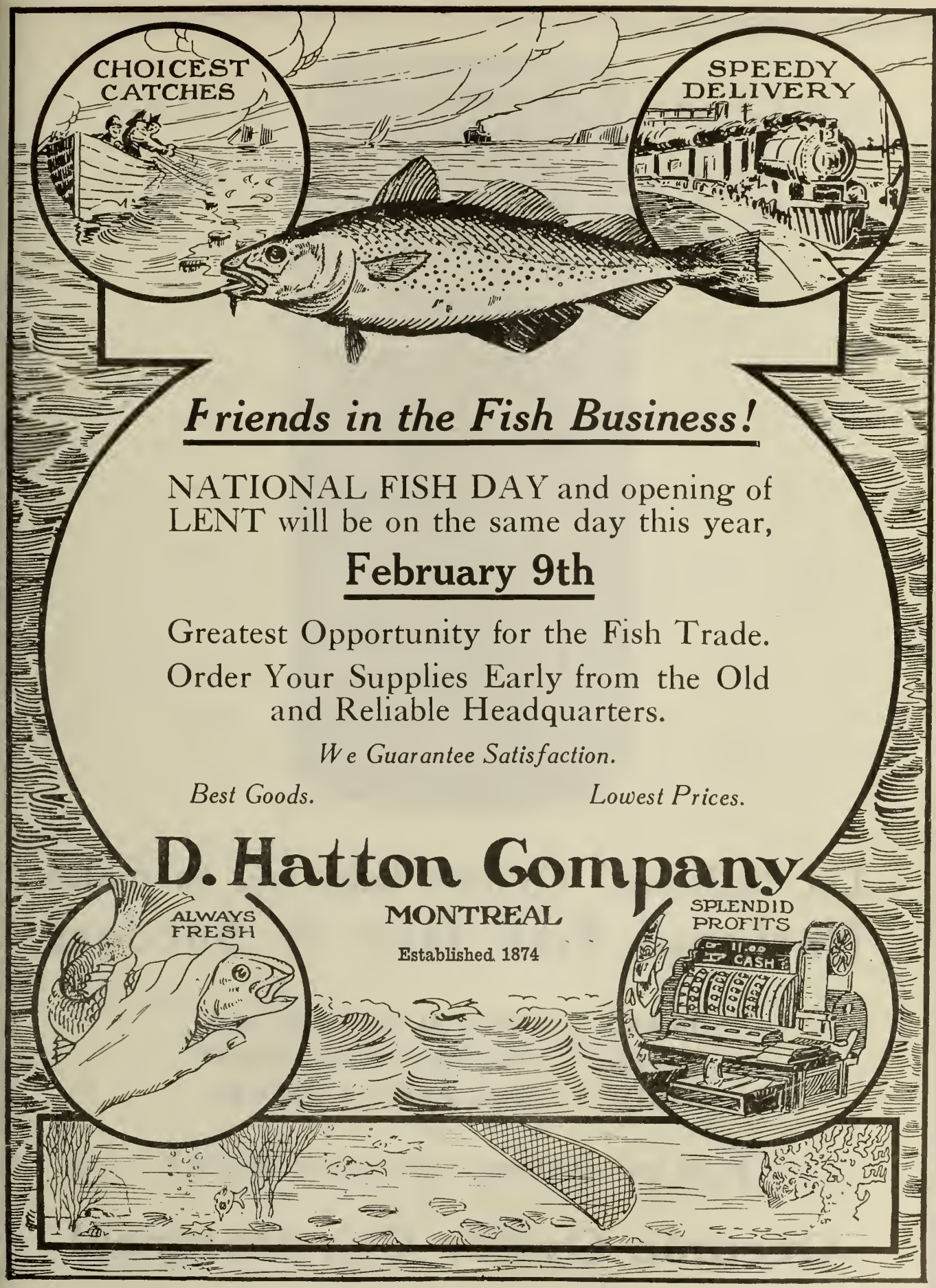
A high-grade line of Sardines that you can offer your best class of trade with pride. They're packed from the finest, carefully selected, Norwegian-caught bristlings in pure olive oil, and their exceptional flavor and quality will invariably win approval and repeat orders.

Feature "King Oscar" Sardines during the social season. Their many uses in preparing dainty sandwiches for afternoon teas, etc., will make them excellent sellers.

Order a supply from your wholesaler.

CANADIAN AGENTS:

John W. Bickle & Greening
Hamilton, Ontario



Friends in the Fish Business!

NATIONAL FISH DAY and opening of LENT will be on the same day this year,

February 9th

Greatest Opportunity for the Fish Trade.

Order Your Supplies Early from the Old and Reliable Headquarters.

We Guarantee Satisfaction.

Best Goods. *Lowest Prices.*

D. Hatton Company

MONTREAL

Established 1874

Let "Saltesea" Oysters help you to make National Fish Day A Success

Quality and SATISFACTION hold your customers. Give them "SALTESEA" OYSTERS and get REPEAT ORDERS.

If you are not already with us write TO-DAY.

Oceanic Oyster Co., Montreal

YOUR LENTEN TRADE DEMANDS FISH OF QUALITY

—We can supply your every requirement—

Imported Sardines

French Pack.—Ispa Brand. Bone and Boneless.
Mathurin Brand. In Oil.

Portuguese Pack.—Falstaff Brand. Boneless in Oil.
Ancora Brand. (Club Key tins.)

Norwegian Pack.—Brownie Brand. Albatross Brand. Red Fisher Brand. Huntsman Brand. Royal Brand. Crossed Fish Brand.

Imported Scotch Herring

Excelsior Brand.—Herring in Tomato, ½s and 1s.

Blue Label Brand.—Fresh Herring, 1s; Kippered Herring, 1s; Herring in Tomato, ½s and 1s.

Anchovy Paste, Bloater Paste, Salmon Paste.

Tuna Fish

"Wave Kist Brand"

The finest Chicken Tuna, packed in winter season, all white meat and guaranteed to be the best "Tuna" ever offered you.

Canned Lobster

Firelight Brand.—Cases 8 dozen ¼s and ½s.
We are offering this high-class brand at exceptionally low prices for Lenten Season.

Write for prices

W. G. PATRICK & CO., LIMITED

Direct Importers

TORONTO HALIFAX MONTREAL WINNIPEG

To The Grocery Trade:

TAKE ADVANTAGE

of our

GREAT CLEARING SALE

Following Stock-Taking of

CANADIAN AND IMPORTED CANNED GOODS

PRESERVES TEAS COFFEES DRIED FRUITS

Very Special Prices - For Lent, on

SARDINES - LOBSTER - PICKLED FISH PEAS - BEANS - ETC.

Ask for our price lists and take advantage of the reduced prices. "Goods well bought are half sold" and bring increased profits.

Do Not Miss This Exceptional Opportunity

Ask for our 1921 Calendar

LAPORTE, MARTIN, LIMITEE

Wholesale Dealers in Groceries, Wines and Liquors

584 St. Paul Street West

MONTREAL

Brunswick Brand Sea Foods

are best for the Lenten Trade

Sardines
Kippered Herring
Herring in Tomato Sauce
Finnan Haddies
Clams

All Brunswick Brand Sea Foods Are Caught and Packed the Same Day

They Are All Splendid Sellers and Show Good Profits.

SEE THAT YOUR STOCK IS COMPLETE

Connors Bros.

Black's Harbor, N.B.

Winnipeg Representatives: Chas. Duncan & Son, Winnipeg, Man.

Have A Big Lenten Season

CHICKEN

(LILY BRAND)

HADDIES

REGISTERED

Prices guaranteed against decline until May 15th

National Fish Day February 9th

Boost Chicken Haddies

Chicken Haddies sell fast. Those who try them once always return for more. ¶ Your wholesaler can supply you.

PACKED AT CANSO, N.S., BY THE

MARITIME FISH CORPORATION, LIMITED

Head Office and Sales Department: MONTREAL

Plants at CANSO and DIGBY, N.S.

Packers of the celebrated MAPLE LEAF Canned Codfish Flakes

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

JOHNSON LIEBER MERCANTILE COMPANY of Canada, Ltd.
Brokers and Manufacturers' Agents
Established thirty years, maintaining offices in principal cities of Pacific northwest.
Our organization offers manufacturers every facility necessary to successful marketing of their product.
Calling upon Grocers, Confectioners, Hardware, Stationers and Ship Chandlery.
850 Hastings St. West, VANCOUVER, B.C.

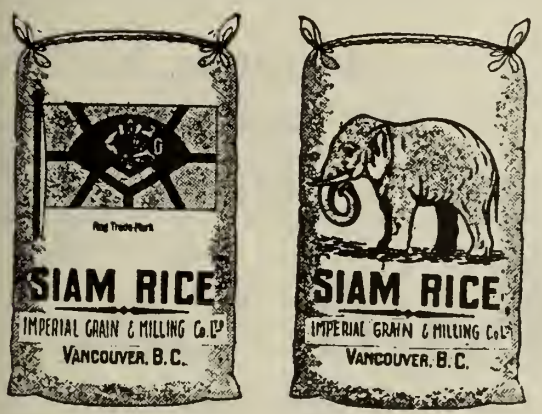
JOHN PRITTY, LIMITED
Merchandise Broker and Manfrs.' Agent
HEAD OFFICE: REGINA, SASK.
Track warehouse in connection

Let PRITTY represent you in Saskatchewan
A purely Western organization with an excellent reputation.

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

BOXES AND CRATES

SUPPLIED BY

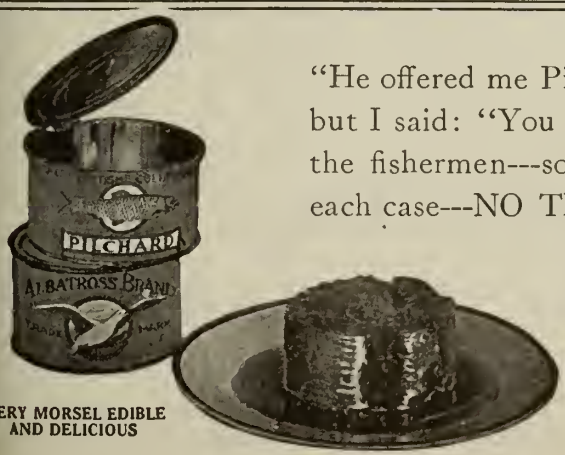
British Columbia Box Manufacturers

Combine Strength, Light Weight and Appearance

RAW MATERIALS, EQUIPMENT and SHIPPING FACILITIES equal to any demand.

Enquiries addressed to the Secretary

Box Manufacturers' Section
Canadian Manufacturers' Association
VANCOUVER
will receive prompt attention.



EVERY MORSEL EDIBLE AND DELICIOUS

"He offered me Pilchards a dollar a case cheaper than "Albatross," but I said: "You have to pay the same for cases, and cans, and to the fishermen---so I guess you save a dollar's worth of labor on each case---NO THANK YOU."

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia: Mason and Hickey
J. L. Beckwith, Victoria, B. C.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

When writing to Advertisers kindly mention this paper.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

THERE'S NO VERMIN IN DOMINO

Insist on Domino or Jack Frost Package Rice. You would if you could see the roaches, flies, mice, rats and germ-laden dust that gather in bulk rice. It is protected from the mill to your store by modern sanitary precautions. They contain the best quality

CAROLINA AND BLUE ROSE RICE

There are no other package rices just as good. You can prove it yourself by examining their beautiful selected grain, white as snow.

RALPH GOLDSMITH CO., New Orleans, La.

Canadian Agent. C. C. Mann, Board of Trade Bldg., Toronto

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East. Winnipeg

Sankey & Mason, 839 Beatty Street Vancouver.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Service **Reliability** **Integrity**

This is the secret of our success in marketing goods in the West. We have founded our business on these three corner-stones: Service, Reliability, Integrity.

Fourteen Salesmen Covering the West

If your line does not conflict we can give you the same service

SCOTT-BATHGATE CO., LIMITED

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. E., Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

Quality Seeds Perfectly Blended

There's health and song for the cage bird in every packet of Spratt's Mixed Bird Seeds. Their many points of excellence mean a steadily increasing trade for the store that stocks them.

SPRATT'S MIXED BIRD SEEDS

Sold only in 17-oz. Packets

Supplies may be obtained promptly from
F. W KENDRICK & CO., 313 Carter Cotton Buildings, Vancouver
and
HUGHES & CO., 109 Place d'Youville, Montreal

Spratt's Patent Limited, 24-5 Fenchurch St.
LONDON, E.C. 3, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

J. K. McLAUCHLAN
Manufacturers' Agent and Grocery Broker
(Kellogg's Toasted Corn Flakes) London, Ont.
McLauchlan's Biscuits
Waddell's Jam
45 Front St. East, TORONTO

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.
Concentrated representation within the Province of Ontario

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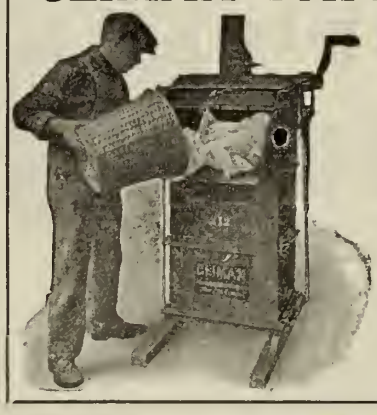

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HAVE YOU ORDERED YOUR SUPPLY OF THIS

"Genuine Turkish" Delight

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Attract your customers' attention by the light in your store.

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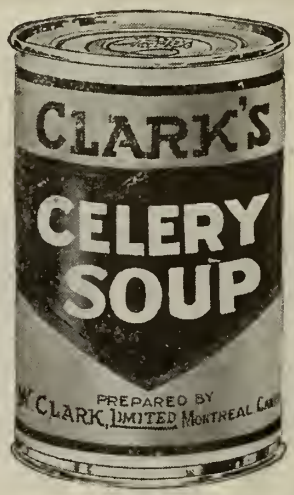
Made in Canada - By a Strictly Canadian Company.

CELERY SOUP

An excellent cream soup which will more than please your customers, especially those who require a meatless Soup for Lenten Season or Fast Days



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Don't Forget Clark's Tomato Soup and other Good Things.
The Consumer Price Spells—E-C-O-N-O-M-Y.

W. CLARK LIMITED
MONTREAL

Here's the Sunkist Man

Put Him to Work When He Comes to Town

—His Service is Free, and Brings You Profit

WE send men from town to town every month to help retailers make profit-winning fruit displays in their windows. Such displays are the *life* of a fruit-business.

Sunkist crews work daily in all parts of the United States and Canada. When one of the "boys" enters your store, be sure to greet him as a business friend. He's paid by us to serve you.

This is just one of the many ways we help grocers. And there are many other ways, as well.

Ask the C. F. G. E.

WE have a wide variety of material for merchants who sell fruit. It's all been carefully tested for effectiveness in retail stores. Write for our *free* sets of Sunkist cards, "strings" and banners for your counters and windows. You'll find it worth while.

We'll gladly send you *free* "cuts"—for use in newspapers, price-lists and on letter-heads—and *free* Sunkist Lantern-slides with your name in striking colors.

Write us your problems. We've an experienced retail man whose job is to give you the benefit of his thirty-six years behind the counter. His name is Paul Findlay. Hundreds of grocers welcome his brass-tacks talks.

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THE C. F. G. E. is a *co-operative* agency. Years ago, when haphazard marketing nearly ruined the citrus industry, it was formed by thousands of California orange and lemon growers to sell their fruit at actual cost. And now a fraction of a penny per dozen is given by these growers to create a fund for aiding merchants to handle these fruits at a safe profit. Wise co-operation—nothing else.

Anybody who sells or grows California oranges and lemons is *entitled* to our help. Last year over 10,000 retailers asked for our services; and they profited. Were you one of them?

To bring you more profit—and to lessen your selling costs — our Dealer Service Department works always for your benefit. And we're ready to help you as much as you'll allow—so it's entirely up to you! Call on us any time. Write us today or mail the coupon.

Sunkist

Oranges and Lemons

California Fruit Growers Exchange

A Co-operative, Non-profit Organization of 10,500 Growers

Los Angeles, California

California Fruit Growers Exchange

Dealer Service Department

Los Angeles, California

Send me your List of Selling Helps and your Booklet on "Salesmanship in Fruit Displays" absolutely free to me.

Name.....

Address.....

City..... Province .....

"Member Audit Bureau Circulations"
"Member Associated Business Papers"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV. TORONTO, FEBRUARY 4, 1921 No. 5

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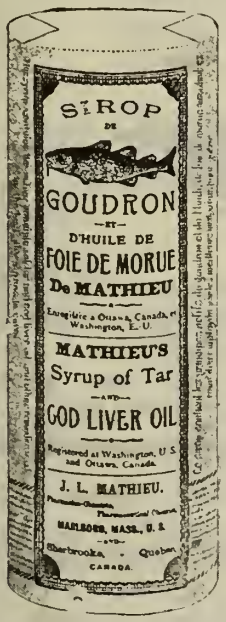
The results for the first month

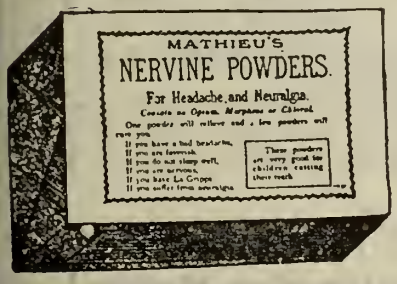
The month of January has passed. Our sales have established a new record.

Toronto Branch is 28% ahead of January 1920

The confidence of the public and the confidence of the trade constitute the life of this business. Fine Quality and fair trading have always and will always merit their confidence under this name—

"SALADA"





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MATHIEU'S NERVINE POWDERS

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Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Xmas Trade.

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OFFICES: 58 WELLINGTON ST. W., MONTREAL

Marsh's Beverages are good Winter Sellers

Marsh's Grape Juice, Unfermented Port, Black Cherry Wine and Raspberry Vinegar are being used more than ever this winter. Keep your stock well displayed and suggest a case when your customers order. Try Marsh's Pure Apple Cider in Glass only.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces
The McLaren Imperial Cheese Co., Limited
Toronto and Montreal

'O.K.' SAUCE

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as palate pleasure and true digestive

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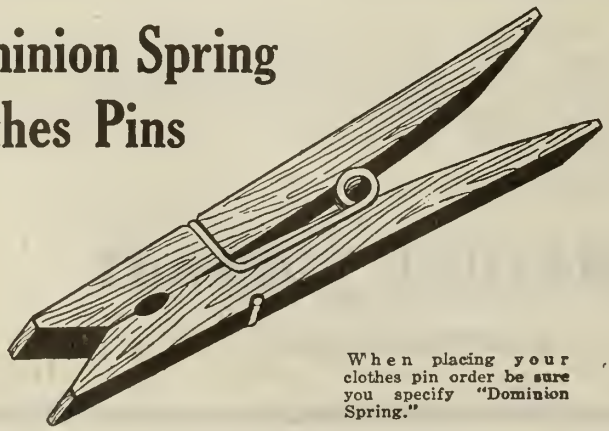

When placing your clothes pin order be sure you specify "Dominion Spring."

There's Greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

Develops High-Class Trade

People who buy Red Rose Tea appreciate quality in other lines as well. Red Rose Tea helps make sales for every high-class line you handle.

Red Rose Tea

"IS GOOD TEA"

T. H. Estabrooks Company, Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton

It pays to feature this rapid selling, "Canadian Made"

White Swan Pancake Flour

and here are some of the reasons why:

WHITE SWAN brand is unsurpassed in quality by any pancake flour and it is made in Canada for Canadians. It costs less than other pancake flours, and its high quality never fails to bring in steady repeat orders. It is sold on the White Swan guarantee and it offers grocers a real good profit margin.

It has already proven an active seller and a profitable line for thousands of Canadian grocers. The pancake season is now in full swing.

Ready for instant use by simply adding milk or water.

White Swan Spices and Cereals, Limited

TORONTO, CANADA

Leading for over Fifty Years

For over half a century **Keen's Oxford Blue** has been the favorite with Canadian housewives from Coast to Coast, and to-day it is still leading in sales and satisfaction.

Look over your stock now and order your requirements. Let your customers know you sell it by frequent displays. Its reputation will do the rest.

Canadian Agents:

MAGOR, SON & CO., LIMITED,
Montreal, Toronto

A Counter Display Stand like this will make your sales even more easy.

STOCK UP FOR THE LENTEN SEASON

Brodie's XXX Self-Raising Flour

will be in great demand during Lent. Make sure your stock is complete. **It's a Big Seller,** with a good profit. Order from your Wholesaler.

Brodie & Harvie, Limited - Montreal

Ontario Representatives: **Chadwick & Wright, 28 Duke Street, Toronto**
J. B. Renaud & Cie, Inc., Quebec, P.Q.

CANADIAN GROCER

VOL. XXXV. TORONTO, FEBRUARY 4, 1921 No. 5

Quality is Secret of Big Fish Sales

The First Essential in the Conduct of a Successful Fish Trade is the Necessity to Always Have Fresh Supplies—Montreal Firm Sells From Twenty to Twenty-five Thousand Pounds of Fish Every Week

By Staff Correspondent, CANADIAN GROCER

"QUALITY is by far the most important factor in the sale of fish," said J. E. Gatehouse, the anager of Henry Gatehouse & Son's sh and poultry store, Dorchester Street, ontreal, when speaking to a Canadian rocer representative about selling of sh. "There is no business," continued r. Gatehouse, "that is as easily killed careless handling as the fish business. o matter how cheap fish is, if it is t fresh it cannot be sold. We sell on average from twenty to twenty-five ousand pounds of fish every week. To ep this up we must be able to guartee quality both to our own satisfacn, and to the satisfaction of our cusmers. I have found that when a firm tablishes a name for the best quality fresh fish and the customers have ith in the merchant, then price is only minor consideration. At that even the arest fish is cheap compared with ner meats.

Killing Fish Sales

"First of all, the merchant himself ust be absolutely sure that the source m which he buys his fish is perfectly reliable, and be confident that the fish he purchases is all that is claimed for it. Secondly, he must have things so arranged that the supply of fish turns over quickly, and see to it that he does not buy more than he requires. To do this he must develop the business slowly. He must have regular customers and to have and to hold them means that he must always give them quality. If a customer once gets a bad piece of fish, it is not like getting a bad pound of butter. They do not simply sent it back and ask for another piece. In nine cases out of ten they will throw the fish away and refuse to buy any more from any merchant for some time, depending on how long it takes them to forget the bad piece they once had. In that way the merchant who sold the stale fish is not only spoiling his own trade but spoiling it for the merchant who does not sell doubtful fish. Accidents, however, will happen in the best arranged establishments.

System Means Quality

"In order to get quality in fish a system of buying and selling must be arranged. Perhaps an explanation of our system may help others to perfect their fish departments. We are in touch by wire continually with from ten to twenty fish depots on the Atlantic coast, so that if one depot has had a bad catch on account of the storms or like hindrances we can fall back on another source of supply. Supposing the fishing vessels come in on Wednesday. Then on the Monday previous we get a wire from the depot telling us what they expect the catch to be. We reply what we are in the market to buy and on Tuesday the wire comes confirming our order and relaying the advance information from the fishing fleet. Wednesday the ships come in and our order is packed and a wire is sent to us telling us what is being shipped. This supply is put on the train that night and sent by express to Montreal. It travels all that night and on Thursday morning our trucks are at the station to meet the trains which arrive at from seven in the morning up till nine. As we have received the wire stating what has been shipped, we are able to prepare the store to receive the shipment and have already

A splendid display of fish that meant increased sales, as well as much favorable comment for its tempting arrangement and artistic decoration.

booked orders for perhaps a big part of the shipment.

Five Deliveries a Day

"As soon as the fish is in the store the staff starts to parcel up the orders on file and in some cases the fish have to be cleaned. When the orders are put up they are put in one of seven bins, each of which represents a district of the city. We have five deliveries a day, beginning at seven a.m. and seven motor delivery cars. The drivers have simply to take the parcels from the bin and start out. This system does not mean any more work for the clerks and it lessens the work of the drivers, also saving a lot of time. It will then be seen that by this system we are able to have the fresh fish on the table of our customers twenty-four hours after it leaves the water. We are therefore not one bit doubtful of its quality. Too much stress cannot be laid upon quality where fish is concerned.

Will Pay for Quality

"In my opinion it is foolhardy for a fish merchant to advertise his business on a basis of price. The quality of an article is remembered long after the price is forgotten. People are willing to pay a little more for quality and in the case of fish it costs more to insure quality than it does when the merchant takes a chance, as we pay express rates instead of freight. Perhaps, too, there is a suggestion of quality in the higher price that appeals to a large number of people."

Haddock and Cod Popular

Mr. Gatehouse states that haddock and cod have proved to be the most popular fresh fish among his customers and that in the winter months there is a big demand for finnan haddie. This store handles nothing but fish, poultry, eggs and vegetables and specialties in these lines. Big, glass-topped ice boxe display the fish in the front store and i the window a big tin tray with runnin water makes an attractive display o oysters in the shell, lobsters an shrimps. In the back store there is refrigerating plant and the necessar equipment for cleaning and dressing th fish. This firm has made a special stud of the sale and handling of fish and Mr. Gatehouse stated the secret of th development of the business is in qua ity alone.

Coffee Market Stronger and Higher

Lowest Level Was Reached at the End of December—Since the First of the Year Prices Have Been Steadily Climbing

COFFEES apparently reached the bottom level at the end of the year, as since then the market has been stronger and higher. The low price level that coffees had reached at the close of the year was considered by importers to be an artificial one, attributed partly to the fact that the United States importers were forced to liquidate their stocks and partly that they were anxious to clean up before stock-taking.

Since the first of the year there has been a continuous rise, amounting to about two cents per pound on good quality Santos and from four to five cents on fine quality Mexican, Colombia an Maracaibos. Low water on the Ma dalena River in Colombia has result in temporarily cutting off supplies Colombia and Venezuela coffees. Th condition undoubtedly accounts for th fact that these coffees have advance more rapidly in price than others.

The quality of coffee being shippe from Brazil is very irregular and goo coffees are commanding a substanti premium. It is estimated that stock held in Canada by coffee roasters ar the smallest on record. Business in general way is considered active an shows steady gains in consumption.

Illustrating the various departments of the G atehouse store in Montreal. Large quantities of fish are sold here weekly.

Good Friday Sees Heaviest Fish Sales

Manager of Fish Department in R. Barron, Ltd., Toronto, Believes That the Real National Fish Day is Good Friday—the Opportunity for Every Grocer to Make Fish Sales Worth While

"OUR customers do not worry about the price as long as they are getting the finest quality obtainable," remarked Bert Greenaway, manager of the fish department of R. Barron, Ltd., Yonge Street, Toronto, to a representative of Canadian Grocer the other day. Barron, Ltd., conduct a high-class fish trade, and make a feature of only the best grades of fish. Their sales in the aggregate run into big numbers. "Ninety per cent. of our fish business is done over the telephone," Mr. Greenaway intimated. "We sell fish all the time. Of course there are seasons when there is more demand than the regular sales from week to week, but we find that there are a great many people who make fish a regular article of diet, and are weekly customers for the same.

Good Friday Sales

"Our biggest fish day in the whole year, and what I believe is the real national fish day, is Good Friday. We sell more fish on the day before Good Friday than on any one occasion in the entire twelve months. Last year at this time we disposed of ten tons of fish, an apparently very large amount, but the demand for fish for Good Friday consumption assumes very large proportions the day before. Every person, irrespective of creed, seems to eat fish on Good Friday, and I believe it has become our real national fish day."

A Chance for Every Grocer

There is a splendid opportunity for every retail grocer to take advantage of this occasion to boost the sales of fish. If he sells but little fish throughout the year, the day before Good Friday presents a chance to make fish sales really worth while, and the man who puts in a good stock will have little difficulty in getting them disposed of. As Mr. Greenaway states, "everyone eats fish on Good Friday," and there is no reason why every grocer should not make a profitable turnover in preparation for this day.

Discussing the sale of fish throughout the Lenten season, Mr. Greenaway told the representative of Canadian Grocer that there was a certain amount of increased buying, but their experience has been that fish sell well throughout the entire year, and Lent sees very little difference in the consumption, apart from the heavy sales on the one big day, as already referred to in this article.

Some Weekly Fish Sales

"I find that if you give the people the best in fish that you can secure, your trade is assured, and people will purchase fish just as consistently as any line in the grocery trade. We bring in a lot of our fish direct from the sea, and in this way believe we have them fresher, enabling us to give better quality. We do not handle any storage fish at all. This has been the first winter that we have had fresh spring salmon, but we are bringing it direct from British Columbia, and we are disposing of from four to five hundred pounds of it every week, in spite of the fact that the price is a fairly high one. Sales of this amount of such a high-priced fish proves my contention that if you give the public quality, they will not grumble about the cost. We are also bringing in fresh cured boneless haddies, and selling them at a figure that possibly in the ordinary run of prices for haddies represents a high quotation, but in reality is good value in view of the top quality.

Illustrating the fish department of Barron, Yonge St., Toronto, where weekly fish sales are heavy.

800 Pounds of Haddies

"Our sales in these special boneless haddies total around eight hundred pounds every week, and very frequently, if it was possible to get more of them, we could very readily dispose of them."

Fresh smelts from Chatham, N.B., find a ready sale in Barron's. Mr. Greenaway told Canadian Grocer that these smelts are big sellers. On the occasion of the visit of the Canadian Grocer representative he was displaying them on the counter. The fact that they were out where people could see them sold a goodly quantity of the same. Two hundred pounds of fresh lobster is the record sale per week of this fish in Barron's fish department. Lobster at this time is a high-priced article, and is classed more or less as a luxury, for the reason that at present it is bringing one dollar a pound.

Display is Valuable

In spite of the fact that the bulk of the fish business in Barron's, Ltd., is done over the telephone, the value of display is not lost sight of. Mr. Greenaway pays particular attention to the window in this department, and situated as the Barron store is, a good deal of catch trade is attracted. "We sell fish all the time," Mr. Greenaway reiterated. "We have our regular telephone customers, and, in addition, we show our various kinds of fish in the window. If we have anything special we display it, and a good display means sales every time."

TEN THOUSAND TONS A YEAR OF MAPLE SUGAR AND SYRUP

Ottawa — Approximately 20,000,000 pounds of maple sugar and syrup are produced in Eastern Canada annually, according to a pamphlet just issued by the Department of Agriculture. Of this quantity more than two-thirds is produced in the Province of Quebec, while Ontario is reported to yield 5,000,000 pounds. The Maritime Provinces produce half a million pounds annually, and the production of the other Provinces is practically nil. It is estimated that the value of the yearly manufacture of sugar and syrup approximately is two million dollars.

Sells 1,000 Pounds of Haddies Weekly

Big Opportunity for Retailers to Boost Sales of This Valuable Fish—A "National Fish Day" Sign Suggested For Dealers' Windows—Food Value of Fish.

Written for CANADIAN GROCER by A. H. BRITTAIN.

THE fish business covers so many important phases, and is capable of unlimited development, that it is almost impossible for me to give you a message which would give the industry justice on such short notice.

Again I would impress upon the readers of your paper the great asset which we have in our fisheries on the Atlantic coast. When we talk of a sixty million dollar industry it really does not indicate anything like the great possibilities, and again, fish being a cheap food the tonnage represented by this sixty million dollars is enormous. With encouragement and co-operation from the public and the dealers, and a widespread advertising campaign, there is no reason whatever why this industry should not be one hundred and sixty million dollars in a short time instead of sixty millions as it is at the present time.

Value of the Finnan Haddie

The retail and wholesale trade who read Canadian Grocer are perhaps more interested in something which they can merchandise at a profit. With this in view I would particularly send a message to the retail grocery and provision merchants, urging upon them the wisdom of featuring smoked finnan haddies as one of the principal articles of fish food. Smoked finnan haddies are to-day a staple fish food, and I don't think this article requires any introduction to the general public. Neither does it require very much advertising, as every time a householder buys a finnan haddie there is created a permanent user of this delicious sea food.

Few people in the inland parts of Canada know exactly what a finnan haddie is. A great many of them are under the impression that finnan haddie is the name of a certain kind of fish. I think it would be interesting for readers who have not given this any thought to be told that a finnan Haddie is a smoked Atlantic haddock, one of the best all round fishes available. As I have said, a haddock smoked is known as finnan haddie; a haddock fresh and used by the householder, fried or boiled, is a delicate fish diet, and at the same time haddock is one of the most reasonably priced fish on the market to-day. There is more real value behind a finnan haddie diet than in any food available at the present time, and now that the public are commencing to look at the value of a dollar bill and see how much it will buy, it is, or it should be, the duty of the retail distributor to help educate the public as to the food value attached to this product, and not let them feel because finnan haddies are cheap that there is naturally something wrong with them. I know of some retail grocers who handle from 500 to 1,000 pounds of finnan haddies every week, and when one realizes that this is a steady turnover, it is something worth while any retailer featuring and pushing for all he is worth.

Remember National Fish Day

A weekly turnover of a product like this is one of the most profitable articles to handle, and every time a retailer sells a finnan haddie to the consumer a permanent customer is created. Let every retail grocer and provision dealer feature Canada's National Fish Day, February 9. If you have no sign, put up a hand-made sign in your store, and see that every one of your customers eats some class of fish on that day. There are now many ways in which fish can be purchased, such as canned, smoked, salted, fresh, and even the old-fashioned hard-dried codfish is still available. If every retailer throughout Canada will boost National Fish Day, February 9, he will be doing a service to the hard fishermen, who, at the present time, deserve every consideration and help possible.

Executive of Can. Wholesale Grocers Meet Next Week

The executive of the Canadian Wholesale Grocers' Association will meet in Toronto next Wednesday in the offices of the secretary, A. C. Pyke, in the Board of Trade Building, Yonge and Front Sts., Toronto. Several matters of importance are to be discussed, including the question of the standardization of weights, in regard to such commodities as rice, beans and table salt. The fact that there have been repeated increases in freight rates and no advance in parcel post rates, is to be discussed by the executive and some action will likely be taken. Other matters to come before the executive will be the deciding where the next convention will be held. Several cities have extended an invitation.

Heavy Crop California Oranges

This Year's Yield Will Be About 50,000 Carloads—Crop Will Run Mostly to Smaller Sizes—Heavy Increase in Freight Rates Tends to Keep Prices Up

"THE present season's California orange crop will, unless unforeseen weather occurs, be in excess of any movement since the banner crop in 1916-17," stated J. E. Brownlow, district manager California Fruit Growers' Exchange, Toronto, to Canadian Grocer.

"The central and northern California crops have been pretty well forwarded, and the total shows 25 per cent. more navel oranges than last year, the movement being in excess of 4,000 cars at the end of December."

Reports indicate that navel oranges are running to smaller sizes than usual, which shippers feel is an aid, inasmuch as it enables merchants to sell at moderate prices. It is estimated that the California navel crop will total 50,000 carloads and the Valencia crop will run 21,000 carloads, about 50 per cent. greater than last year. Other miscellaneous varieties will total in the neighborhood of 2,000 cars.

The California Fruit Growers' Exchange considers that the high freight rates are apt to operate against the successful handling of this year's crop. In two and one-half years the rates on a car load of oranges have increased $337. In addition to this enormous increase in freight rates, the growers have produced the present crop under the highest labor and material costs in the history of the industry.

FOREIGN INQUIRIES

2688. **Trading on alimentary products with France.** — The sole representative for the United Kingdom and the colonies of the largest French firm dealing in alimentary products wishes to establish an exporting and importing business with Canada. This firm, which is specially interested in selling high-grade qualities of preserves, chocolates, sardines, etc., are also buyers of dried fruits, canned or smoked fish, fresh apples, and powdered dried fish for fertilizers.

An attractive interior view in the store of Wm. Rowntree & Sons, Dundas St. West, Toronto. This view is part of the shelving behind the counters, showing the method adopted by the store in carrying out their idea of displaying jams in quantities.

Making Jam Sales Count this Season

The Opportunity is Now Before the Grocer to Increase His Sales of Jams at a Time When Housewives Are Looking for Something Different From the Home-made Varieties—What Some Grocers Have Done

THE season is now approaching when the fruit cellar is taking on a lean appearance, and the housewife is looking around for something to help out her fast diminishing supply of preserves. There are certain kinds of fresh fruits to be sure, but they are hardly adapted for making tarts, for hubby's toast in the mornings or for the children's "piece" when they flock in after school, ravenously hungry.

The housewife then naturally turns to the grocer to make some suggestion to help her solve this problem that she is confronted with. The merchant being alive to the situation is already prepared for the annual question by having displayed in the store in a prominent position, piles of jams and marmalade in various size containers.

The Real Time to Sell

"We always consider that the proper time to sell jams is during the latter part of the winter months and during the early spring season," stated H. R. Rowntree, manager of the grocery department of Wm. Rowntree & Sons, Dundas Street West, Toronto, to Canadian Grocer. "Of course there are quantities sold throughout the entire year, but it is the first few months of the year when the largest sales are made. We recognize the fact that the housewife's supply of preserved fruit is becoming exhausted, and we aim to keep this fact before her, by displaying in the store and the windows quantities of jams in the different size packages. In my opinion, to sell jams in any quantity, it must be displayed in quantity. A window must be filled up, and large piles of it placed around the store. This gives the customer the right impression, and she cannot look at the display without the thought coming to her mind, that her supply of preserves is fast disappearing and that a jar or a can of jam is just the thing to make the supply of home preserves hang out until the fresh fruits come in.

"Another thing I consider is a good idea in pushing the sale of jams is to have an odd price. This need not necessarily be a cut price. In fact, often an extra cent or two can be added without interfering with the volume of sales. The odd price is an attraction and gives the idea that the goods are being sold at a reduction, whether it is the case or not."

Sales of jams in the Wm. Rowntree & Sons store for the past two or three years have averaged two carloads a year. This large turnover is attributed entirely to display both in the window and in the store, especially during the winter and spring season.

Selling the Large Package

There are some merchants who believe it is a good policy in making sales on jams to suggest the larger packages, especially the four-pound tins. This fact was recently demonstrated to a Canadian Grocer representative during a visit to the store of R. H. Robinson, Orangeville, Ont. It might be well to state that Orangeville is a country town, whose business is drawn almost entirely from the surrounding farming community and whose population is composed mostly of the class called "retired farmers."

Merchants carrying on business in similar locations have considered this fact as a handicap in selling jams, as the farming community is not usually considered heavy buyers of this commodity. Notwithstanding this fact, R. H. Robinson has built up an extensive business on jams, usually confining his stock to one or two brands. During the visit of a Canadian Grocer representative, orders were being assembled on the counters and invariably every order contained a four-pound tin of pure jam. Commenting upon the apparent heavy sales on jams, the writer was informed by P. Harding, the manager, who, pointing to the windows, said, "We consider the windows the best advertisement we can get for anywhere near the cost. Windows to my mind are the eyes of the store, and we aim to keep them frequently changed. Displays of jams are put in at this season, and when a customer asks for jams, it is our policy to sell a four-pound tin. We do not always wait for the customer to ask for jam,

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MUST FOLLOW MARKETS

INVESTIGATIONS prove that some retail grocers are not marking down their stocks in line with replacement values. Many retailers are, and after all is said and done, the ones that are pursuing this course, will be financially ahead. Canadian Grocer again repeats what it has said in its columns now for some months, the merchant is well advised, and must if he is to carry on successfully in the future, mark down his goods, on the basis of present day costs.

Making inquiry among a number of grocers in different parts of the Dominion, it is learned that most merchants are selling staple lines on the basis of present invoices, but on a great many other articles of foodstuffs, that possibly do not come under the heading of staples, and yet are every day being asked for, the merchant is holding out for his profits, on the price that he paid for the goods some months ago. He complains that he cannot sell these lines, and it is not fair for him to take a loss on them. He is entitled, he maintains, to a reasonable profit on the figure that he paid for them. But people will not buy them at the old price. They are looking for reductions and insist upon them.

The wise merchant will get rid of these goods just as quickly as possible—the quicker the better for all concerned. He will do well to mark them to the very minimum of profit or even to cost and under, in order that they might be moved, and replaced with goods at the new prices. Every article in the store should be placed at prices that mean sales in these days. If the retailer follows this course, his loss will be quick and final, instead of spreading over weeks and months, encouraging him to think that business is bad, and nobody will buy.

ACTIVITY IN JANUARY

REPORTS from wholesale firms for the month of January indicate that the grocery business has experienced a prosperous month for the beginning of 1921. If the first month is any indication of what the year holds for the grocery business, 1921 should prove to be a splendid year for the grocers throughout Canada.

The manager of one of the wholesale fruit and importing firms of Montreal in conversation with a CANADIAN GROCER representative said: "January has been the most prosperous month in the history of our business. The demand for all our lines has been excellent with quick movements of all stocks. During the weeks after Christmas the demand for fruit kept up well, and as a result we were able to give the retail merchants full advantage of buying often on the primary market. The result has been that prices have reached new low levels. At the first of the year many spoke of the hard times in store in 1921, but there has been no indication of these, and the old cry is forgotten and business has steadily picked up until the end of the month shows a decided improvement over any month in the previous year."

ADULTERATED FOODSTUFF

RECENTLY a merchant was fined thirty-five dollars and costs for selling adulterated honey. The conviction was made under the new Food and Drug Act which was passed at the last session of the Dominion Parliament.

This instance again brings home the lesson that merchants cannot be too careful in making purchases of honey, butter and other foodstuffs. From time to time Canadian Grocer has pointed out the result of buying from dealers who drive up to the store and offer goods at a lower price than the legitimate dealers. In nearly every instance where convictions have been made under the Pure Food Act, the merchant has stated that the article was bought from strangers. This proves the fact that merchants should buy from reliable sources, where the purity of the article cannot be questioned.

EDITORIAL BRIEFS

THE wiser merchants are cutting their prices in many instances more in line with wholesale prices and in consequence customers are gaining more confidence and sales are increasing.

* * *

IF a certain clerk on the staff has the peculiar knack and needed courtesy in speaking over the telephone, by all means delegate him to watch out for, and be responsible, for the telephone orders.

* * *

THE greatest advertised article does not always give the largest profit, but they have a faster turnover, which cannot be always said of an unknown brand.

Canada's Problem in Marketing Fish

Over Three Hundred Species of Fish Are Caught in Canadian Waters, But of These, Only About Fifty Varieties Are Marketed and Only Twenty or Thirty Well Known

By Staff Correspondent of Canadian Grocer

MONTREAL.—Prof. E. E. Prince, Commissioner of Fisheries of the Dominion, speaking recently on "Our Dominion Fisheries—Their Present Condition and Future Development," pointed out that in the public's estimation there is always a note of uncertainty about fish and fishing. "A fish story" has become a synonym for a myth. "Even St. Peter," he pointed out, "said, 'I go afishing.' He did not say, 'I go to catch fish or I am going to catch some fish.'

Canadian Fisheries No Uncertainty

"This note of uncertainty, however, is not present," said Mr. Prince, "when we speak of one of Canada's great natural resources, fishing. The fish are there, we know that they have been there for at least four hundred years and will likely always be there in the same abundance. We know that we can catch them. We know that they are multiplying steadily, but in order to take full advantage of this bounty of nature our chief concern is how are we going to succeed in marketing without waste what we have for simply the taking."

Avoiding Waste of Fish

Prof. Prince proceeded to point out that there were over three hundred different species of fish caught in abundance in Canadian waters. Of these perhaps only fifty are marketed and only about twenty or thirty species are well known. The rest are practically wasted. European countries have learned to use and appreciate fish for which there is no market in Canada. As an example, he spoke of the eel, for which many people have an abhorrence. Yet in France this fish is served up as a delicacy and Americans and Canadians over there have tasted this dish, not knowing what it was, and expressed appreciation of its flavor. In cases like this the people of Canada have to be educated not only to use these species but how to serve them.

The Problem of Marketing

"There is a great field for improvement," said Mr. Prince, "in the manner and facilities for marketing fish in Canada. In the first place, although our fishermen have been plying their art for many years they have not yet learned how to properly handle fish when once they are caught. Secondly, Canada needs more ports with better equipment for handling and transhipping the supply of fish. These lessons can be easily learned from some of the small fishing towns in England where the catch is handled speedily and with the utmost economy. There is a big opportunity too in Canada for improvement in the transportation facilities for fish. A fish-train should have a certain right of way, that it has in some European countries. This would lessen the losses and give our people in the interior of Canada better grades of fish. The rates for express and freight on fish should be just as low as possible, since primarily fish is very cheap and in order to give our people the full benefit of nature's gift everything should be done to put it on the market as cheaply as possible.

Advantages of a Bigger Demand

"There seems to be one great remedy for all these points and that is a bigger consumption of fish. This can be accomplished by every man, whether he is in the fish business or not doing all in his power to popularize the use of fish, because, as Canadians, our fishing industry is our common heritage and it is to our advantage to do everything in our power to advance it. If the consumption of fish is increased the cost per pound will be less since it costs almost as much to market half of the catch as it would to put it all on the market. Then, too, if the industry were developed to its full extent, or even to a greater extent, its power to impress those in authority with the importance of better facilities and privileges in transportation would be greater and better service would result.

Cultivating a Bigger Demand

"To accomplish our aim to increase the consumption of fish in Canada, each one of us should begin at home and use on our own tables more of this cheap, nourishing food. We should remember our national fish days and celebrate them and then remind our neighbor of it. We should give more publicity to these days set apart as days when fish should be a part of the menu at every Canadian table. It is not propaganda on the part of those interested in the fish business but Canadian propaganda for the advancement of one of Canada's greatest and richest resources that has no fear of being depleted and that has not nearly reached its peak of development or revenue to our common treasury. Big results can be obtained by both personal and public effort.

"Many people, particularly city people, have a dislike for preparing fish or to their neighbors cooking fish and for that reason I believe that there is a big opportunity for developing to a far greater extent our fish-canning industry. British Columbia owes a great part of her wealth to this industry." At this point the speaker gave figures showing the big development of this industry in our Pacific province and the great wealth that had been derived from it. He pointed out that otherwise it would have been impossible for Canada to take advantage of the salmon fishing and that Eastern Canada would never have been able to enjoy fresh salmon from the western coast. "This," Mr. Prince continued, "I believe to be one solution to the problem of marketing without waste a far greater amount of the fish caught in Canadian waters.

Prepared Fish Very Popular

"It seems to me that it is not a case of forcing fish on our people, they want it but they want to get it served to them in the handiest manner possible. We can see this in the case of other lines, for instance cereals. The great popularity of prepared breakfast foods is a proof that the people want their food prepared for them. If they can buy a particular line of foodstuff in package, it seems that the packaged line will be the most popular and I believe the same to be true in fish. A woman will complain about paying twenty-five cents a pound for finnan haddie, perhaps she is right, it could be cheaper, but she will pay thirty to fifty cents for a little pot of prepared fish for sandwiches in which there is only a small fraction of a pound. Yet she is satisfied, she wanted it prepared and she is willing to pay for it. People do like fish, it is becoming more popular all the time but it seems that they want to be relieved of the trouble of preparing it. If this is true Canada should forge ahead, not only in the canning industry but in other methods of preparing her great supply of fish for the market."

Prof. Prince then gave figures to show the food value of fish. He stated that reports from research at Cambridge University showed that herring had only a slightly lower percentage of fats and proteins that has beef steak. Fish is a highly nutritious food.

A Survey of Canada's Fisheries

Mr. Prince took his audience in an imaginary aeroplane trip over the fish-

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CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

W. Finlay is managing temporarily the grocery store of the late E. J. Quinn, Montreal, who was killed a few weeks ago in an automobile accident in this city. It is not definitely decided yet what is to be done with the store as the estate has not yet been settled.

Chas. Chapman has opened this week a specialty store in the provision line at the corner of Dorchester Street and Beaver Hall Hill, Montreal. This store will carry potted beans, hams, cheese and English delicacies. The character of the store is indicated by the sign that now hangs above the window, "A Little Bit of Old Chelsea."

W. G. Patrick & Co., Ltd., have opened their new offices at 128 Bleury Street, Montreal, in the Southam Building. W. J. Lafave is covering the retail grocery trade in the city and R. C. Blackburn, formerly of Winnipeg, is calling on the wholesale, manufacturing biscuit and confectionery factories. W. H. Rick is also on the staff of this firm in Montreal and is chiefly engaged in work throughout the Province of Quebec.

ONTARIO

Wm. G. Hutchinson, Toronto, has sold to Harry W. Scott.

J. & A. Dalley, Toronto, Ont., have sold their business to A. Hodges.

W. B. Stringer, fruit broker, Toronto, left last week on an extended trip to Italy. He was accompanied by Mrs. Stringer.

Bert Smith, Sheridan Avenue, Toronto, was arrested recently, charged with the theft of wax candles and lye to the value of $50, from the store of William Wilson and Sons, 155 Sheridan avenue. He is said to have gained access to the store by a rear door.

The death occurred at his home, 593 Euclid Ave., Toronto, of James Sargant, secretary of the Commercial Travellers' Association of Canada for the past forty years. He was known all over Canada by travelling salesmen. He is survived by his wife and two daughters, as well as by a brother.

Henrietta Weir, Ontario street, Toronto, is charged with defrauding grocers in that city. Her scheme, it is stated, was to enter a store and order a quantity of groceries. Part of these she asked to be sent c.o.d., while she herself carried all her arms would hold, so as, as she put it, to lighten the load of the delivery man. When the delivery man called at the address with the other groceries, he was told that nobody by that name lived there. In this manner five grocers were defrauded before the woman was caught.

Why the Cash and Carry Plan is Now Adopted

J. E. Hill, general merchant, Ancaster, Ont., has recently decided to place his business on the cash and carry basis. In announcing this fact to his customers he has had delivered in his neighborhood handbills which read as follows:

"STOP PAYING ANOTHER MAN'S EXPENSES—AFTER JANUARY 14.

This store will be run on a cash and carry basis with quality and service.

Delivery and stationery is a big item, and the consumer pays for it.

We can cut out overhead expenses to one half. With credit there are losses, and must be a greater margin put on goods to meet the same. 90 per cent of credit is more a habit than a necessity, and you pay big interest for the privilege.

With cash and carry you see what you are buying, and it pays big interest, and the transaction is finished when you leave the store.

Evidence is better than talk. Pay cash and save money.

TRAVELLERS' MUTUAL BENEFIT SOCIETY ELECT OFFICERS

Officers and trustees of the Commercial Travellers' Mutual Benefit Society of Toronto were recently elected for 1921, as follows:

President, Chas. S. Parsons; vice-president, S. M. Sterling; treasurer, S. R. Wicket; secretary, Richard Ivens; trustees for Toronto, Robert Forbes, W. J. Sykes, R. Maxwell, J. Burns, J. Curtis, L. R. Arnett, A. J. Tipping, E. Fielding and H. L. Willmott.

The report for the year 1920 was presented by the president and adopted. Th total assets are now $194,712 as against $174,369 a year ago. $342,000 new insurance was written during the year compared with $257,000 written in 1919, an increase of over $200,000, after deducting $33,500 paid in death claims during the year.

Cancel Insurance Policies on Stocks Of Tobacco Leaf

London, Ont., Feb. 2.—Tobacco growers all through this district got an unpleasant surprise on Monday when insurance companies holding policies on stocks of leaf stored in barns announced that they had cancelled them. No reason is given for this action but it is believed to have resulted from the recent case in Raleigh township where a farmer and his wife were sent for trial on a charge of having burned their tobacco and then tried to collect the insurance. It is estimated that about ten million pounds of tobacco is held by various growers in this section and many of them are decidedly uneasy. Buyers have just started making their purchases and are paying prices varying from 30 to 35 cents for flue cured tobacco. This quotation in many cases will not be more than enough to enable the grower to break even owing to high wages paid to help. There is a tendency on the part of some farmers to hold back for high prices.

Presentation to Secretary of the Guelph Grocers

The retail grocers of Guelph, Ont., held their annual banquet last week, and as usual the event was greatly enjoyed by all present. The chair was taken by the president, Charles Borden, and the interesting feature of the evening was the presentation to the secretary of the association, E. J. Drake. After reading an address expressing appreciation of the excellent work done by him during the year, and telling that it was largely due to his energy and progressiveness that that association has become the fine organization that it is today, Archie Bennalick presented Mr. Drake with a very handsome club bag. The presentation was suitably acknowledged by the recipient.

Alvar Simpson, of the Simpson Co., wholesale grocers, Guelph, gave an address on the subject of trade organization. George W. Walker, of Guelph, and Mr. Orr, representing the E. W. Gillette Co., also spoke.

Following the banquet and speeches, progressive euchre was played, the prizes being won by Sam Wiggins and Mr. Stewart.

NEWS FROM WESTERN CANADA

WESTERN

M. Lax, grocer, of Brandon, Man., has ffered a loss by fire.

The Groceteria has opened a new anch at Winnipeg, Man.

J. H. Ludman has opened a grocery ore at Winnipeg, Man.

J. A. Reid, grocer, at Carievale, Sask., s sold out to Ed. Byers.

J. Harrison has discontinued his gro- ry business at Vancouver, B.C.

The Frico Grocery Stores have opened other branch at 224 8th Avenue, Cal- ry, Alta.

Alma Shapero has sold her grocery re at Calgary, Alta., to William Mc- llum.

J. W. Sturgeon has sold out his gro- ry store at Calgary to William Light- art.

Mrs. E. Kelly has succeeded Mrs. rtrude Brown in the grocery business Vancouver, B.C.

J. L. Welch has been succeeded by K. Arseneau in the grocery business Vancouver, B.C.

The Gould Supply Company have suc- ded the Sherbrook Grocery at Win- eg, Man.

John Francis, grocer, St. Vital, Man., s assigned to the Traders Trust Com- ny, trustees.

New flour mills are now in operation Peace River, and also at Grand irie City, Alta.

The stock of Emil Pinsonneault's ber and grocery store at Rosemary been advertised for sale by the edit Men's Trust Association, Ltd., Calgary, Alta.

"Dave" Lucas, of Calgary, who has n working part of Southern Alberta the Todhunter Mitchell Coffee Com- y, Winnipeg, for the past eleven rs, has recently returned from his e in Sarnia, Ont.

Roy Denison, of the Todhunter Mit- ll Coffee Company at Regina, spent ew days recently at the head office the firm in Winnipeg. Roy wears a at smile these days; he now has a and a girl.

quantity of cigars and cigarettes, well as a fair amount of chocolates e stolen from the Union fruit store Moose Jaw the other night. The en- ce of the burglars was made through coal chute.

ainsbury Bros. have recently ap- nted A. M. Myers as their Western nager with office at 510 Confedera- Life Building, Winnipeg. Mr. rs will cover the jobbing points in tern Ontario, Manitoba and Sas- hewan.

ren. Caldwell, of Edmonton, who been working Northern Alberta for Todhunter Mitchell Coffee Company, Winnipeg, for the past eight years, spent a few days in Winnipeg recently. "Gren" had a double header on. He is a director of the Northwest Commercial Travellers' Association and was attending their annual meeting and also spending a few days at the head office of the firm.

Dominion Fisheries Now Has a New Chief Inspector

Vancouver.—With the retirement on December 31 of Col. F. H. Cunningham, late chief inspector of Dominion fisheries for British Columbia, this officer established a record of over thirty-seven years' uninterrupted service in the one Government department.

Col. Cunningham, during this long term of office, has held a variety of appointments, but always in connection with the regulation and development of Canadian fisheries.

Photo by Stiffens-Colmer Studio.

MAJOR J. E. MOTHERWELL,
The new Chief Inspector of Dominion Fisheries, Vancouver, B.C.

His work is being taken up by one who has worked with Col. Cunningham and whose appointment to the post vacated is a source of general satisfaction to those vitally interested in the success of British Columbia's third greatest industry. Major J. A. Motherwell has to his credit long commercial and official experience. Much is expected of him.

W. P. Riley, president and general manager of the Western Grocers, Ltd., Winnipeg, has been appointed a director of the Monarch Life Insurance Co., Equitable Trust Co., and vice-president of the Dominion Loan Securities, of Winnipeg.

Charles H. Howell, representing the Kraft-McLaren Cheese Company, of Montreal, was on an extended business trip to Winnipeg, Manitoba, and renewed acquaintances with their Western representatives, Richardson, Green, Limited. Mr. Howell interviewed several of the wholesalers and retailers while in the city and was very much pleased with the confidence shown by the trade. He feels very optimistic regarding their future trade relations.

MAY MAKE PROPRIETOR PUT HIS NAME ON STORE WINDOW

The Vancouver branch of the Retail Merchants' Association is going to make an attempt to make it obligatory for grocers to put the proprietor's name in the window. This is, of course, aimed at the foreign, more especially Oriental, owners, who operate at present under such firm styles as City Grocery, Sunset Grocery, etc.

Chinatown Styles In Equipping This Grocery Store

Vancouver. — The Granville Grocery Company (Chinese) have equipped their store in the fashion of the general stores in Chinatown. The most noticeable departure is the gallery which runs around three sides of the narrow store above the counter. In other words, the shelves stand where the counter usually stands in a grocery store, and a long opening, or "wicket," in the shelves serves as a counter. Against the wall there are the usual shelves.

Whatever other features this arrangement may have, it certainly permits of an unusual amount of shelving in a very small and narrow store. Besides the usual shelving on the wall, the goods are both displayed on the shelves in the gallery facing the public, and stored on the gallery shelves in front of the clerk.

When a Canadian Grocer representative was in the store, it was accommodating about all the customers that it could. The prices are cut quite close on all lines, and all the business is cash. All the customers were white customers. There is no sentiment to the consumer.

Managers of Western Grocers Have Conference

A conference of the branch managers of Western Grocers, Limited, wholesalers, of which W. P. Riley is the president and general manager, took place last week. The company now has thirteen branches, one in Ontario, at Port Arthur; two in Manitoba, Winnipeg and The Pas; five in Saskatchewan, at Regina, Saskatoon, Moose Jaw, Yorkton and North Battleford; two in Alberta, at Edmonton and Lethbridge, and three in British Columbia, at Cranbrook, Nelson and Vancouver. The financial report is expected to be very favorable for 1920. The company has written their merchandise down to a replacement value.

Representatives in Town

The representatives of the company who were in Winnipeg included H. Crawford, of Yorkton; R. G. Griege, of Lethbridge; W. A. Blair, of Moose Jaw, and W. H. Kennedy, of Regina.

Other managers of the company who were also in the city included W. S. Stewart, of Edmonton; A. J. Schell, of Cranbrook; T. H. Caudwell, of Cranbrook; J. D. Sullivan, of Port Arthur; A. Badenoch, of Vancouver; W. A. Campbell, of North Battleford, and M. H. Salstead, of The Pas.

Managers who have come to the city agree that business has been quieter than usual in all parts of the West. At some points on the prairies trade has been nearly normal, and business conditions have not been unduly disturbed.

Mr. Riley stated that the decline in quotations had necessitated the writing down of the inventory to a large amount, and he calculated that if the fall continued for three or four months longer the trade would be back to pre-war conditions.

British Columbia Retailers Will Meet in Sections

Vancouver (Special).—This year the British Columbia Board of the Retail Merchants' Association of Canada has decided to make a change in the method of handling the annual convention. The entire sessions will probably occupy three days. The first day and a half or two days will be spent by the various sections separately. Thus the grocers from the whole province will discuss grocers' problems; the automotive sections, the dry goods sections, the tailors' sections, etc., will each meet separately and decide what they want the association as a whole to get behind. Then on the final day, the massed convention can take the necessary action, and all at high speed. The automotive section of the Retail Merchants' Association in British Columbia, which has been making great progress in the last six months, and doing great work for themselves, is an outstanding example of the success of this provincial section scheme. At some of the meetings of the automotive section of the Retail Merchants' Association there were more present than the total attendance at the provincial convention last year.

The Wholesalers' Policy

Canadian Grocer is advised at this year's convention of the Retail Merchants' Association of British Columbia, a list of questions has been prepared dealing with wholesale practice re selling to consumers, giving special quotations to large cash and carry stores, etc., and all the Vancouver and Victoria wholesale grocers will be invited to have a representative address the convention on these subjects. As the secretary states: "Any wholesaler is absolutely entitled to his own policy as to sales, but the merchants also are quite within their rights to require to know just what that policy is, and to govern themselves accordingly. What we consider right, a wholesaler may consider not feasible; we are all willing to be shown."

Moosejaw R.M.A. Is Optimistic at Annual Meeting

Moose Jaw, Jan.—At the annual meeting of the Retail Merchants' Association of this town held recently a great feeling of optimism was in everything apparent. Reports presented reviewed the work accomplished during the past year, particularly with the measures taken to have the luxury tax abolished, also changes in the pure food regulations, transient traders, insurance and the small debt recovery act.

It was recommended by the executive committee that the membership fee be reduced from $45 to $30. The thanks of the association was tendered the retiring officers.

Six members of the Regina Retail Merchants' Association, including President Morton, were present and extended greetings from the capital city. The president of the Regina organization made a wager of a new hat that his association would have more members at the provincial meeting in Saskatoon than would Moose Jaw in proportion to the membership. President McMicken of the provincial association was also present, and gave an address. He dealt with the work of the provincial executive during the past year, while he also made some recommendations to the local body al the lines of dividing the organizat into sections, so that all business wo be in its own particular section, and e section could meet to discuss the vari problems peculiar to its own line business.

The new officers elected are as f lows:—

President—W. G. Marshall.
1st vice-president—Charles Willia
2nd vice-president—Harry Hart.
Honorary secretary—H. Humber.
Honorary treasurer—W. Hembroff.

Executive committee—Clem Alexa der, A. J. Wilcox, W. Hembroff, and C. Crichton.

North-West Biscuit Co. Opens Offices In Winnipe

The North-West Biscuit Co., of E monton, has recently opened a bran in Winnipeg. Chas. W. Hagen, forme ly manager of the Regina branch, is t first Winnipeg manager. His offic and warehouse are in the Kelly buil ing, 181 Bannatyne street E. E. Peterson, inspector of agencies of t North-West Biscuit Co., Ltd., has be in Winnipeg for a few weeks, assisti Mr. Hagen, in the opening of the branc

Mr. Hagen was for eleven years ide tified with the grocery trade in Wi nipeg, before he went farther west. has been with the North-West biscu Co., for five years, and opened a bran in Regina, which he has managed f the past four years.

The North-West Biscuit Co., alread has branches in Saskatoon, Regin Calgary, Moose Jaw, Victoria, and Va couver, with of course headquarters Edmonton.

Prices of Canned Fish Easier But Costs Are Highe

Vancouver.—Mr. Millerd, of Goss Millerd Packing Co., stated that althoug prices of canned fish are easier than la year, a great number of the cost facto are considerably higher for 1921 tha they were for 1920. He pointed out th the new prices for cans, just out, quot 15 cents a case higher for No. 1 tall tin and 28 cents a case higher for halve The nets used are also quite 50 per cen higher than last year, and the cases ar the same as last year. Labels will co on an average 25 per cent. more than la year. The can prices will also affe many lines of food commodities such a jams, coffees, marmalade, etc. The in crease in can prices is claimed to b caused by higher freight rates.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

THE markets continue to show signs of stabilization, and buyers are commencing to have greater confidence in the situation. Depressed stocks that have been partly to blame for the slump in many of the markets are practically all liquidated, and many lines are now showing a firmness. This is particularly the case with teas and coffees, which are showing considerable strength with prices in primary markets steadily advancing. These advances, although not as yet materially affecting quotations in Canada tot the retail trade, are bound to react sooner or later.

Spices have also developed an upward tendency, especially peppers, both black and white. Rices are now generally considered to have reached the bottom level, and although prices on spot in some sections continue to show recessions, they are more in the nature of adjustments on stocks that are arriving, bought on the lower level.

Refined sugar is holding fairly steady, but the raw market has developed a weak tone with prices lower.

Shelled walnuts and almonds continue in a strong position, and there are indications that replacement costs will be higher than the present prices.

More interest is shown in canned goods and dried fruits. Canned vegetables are moving freely, and prices have stiffened. Prunes are in a better demand and there is more inclination to buy in larger quantities. Currants are easy, while raisins continue to hold firm.

Potatoes are easy and lower. Heavy crops and small demand is said to be the cause.

Hogs and hog products are unsettled and there is a tendency for lower prices. Fresh eggs continue to arrive more freely and prices continue to show recessions. Cheese is firm and butter generally is holding steady.

QUEBEC MARKETS

MONTREAL, Feb. 2.—The feature of the week in general groceries is the reduction in the quotations on molasses which makes the price 95 cents per gallon in all parts of the Island of Montreal. The sugar market stands firm. Oranges are very low in price and California navel oranges are so cheap that importations of Florida oranges have almost ceased. There is a good supply of apples, but the quality is not of the best, since the demand for export trade has taken the best of Canadian apples to Europe. Potatoes are lower this week, and the supply seems almost inexhaustible. Onions, too, are very cheap. Yellow onions are selling here as low as one cent per pound. Canned goods are much stronger in price than they have been for some time. The reductions in price that were made a few weeks ago by local wholesalers have caused stocks to move, so that it is very likely that the prices will be advanced again in a very short time. Rolled oats are much stronger in price this week and some dealers have advanced their quotations. Hominy and package cornmeal are reduced in price. Fancy Carolina rice and tapioca are again reduced in price. Wrapping paper and toilet paper are lower, and one brand of shoe blacking is reduced.

Rolled Oats Higher

Montreal.

CEREALS. — The market for rolled oats has firmed up considerably this week with advances on the prices being made by many of the wholesalers. The new quotations given vary from $3.55 to $3.60 per bag, which is an advance of ten cents on the prices quoted last week. Pearl hominy is reduced fifty cents per bag, making the lowest quotations given $4. Split peas are reduced by some dealers to $5.75 per bag.

Oatmeal, gran.. fine standard		4 75
Rolled Oats, 90 lbs.	3 55	3 60
Pearl Hominy	4 00	4 25
Cornmeal, Gold Dust Brand		3 90
Graham Flour, 98 lbs.		7 65
New Buckwheat Flour		6 75
Pot Barley		6 00
Pearl Barley		7 25
Beans, Ont.		4 25
Do., Can.		4 00
Do., California		3 75
Lima Beans		0 12
Green Peas, dried		0 17
Ground Oil Cake, per bag		3 00
Split Peas, per bag		5 75

Canned Goods Market Strong

Montreal.

CANNED GOODS.—A little time ago some reductions were made on nearly all lines of canned goods by local wholesalers. Since then the demand has been so increased that wholesalers are contemplating an advance in the present quotations which are at present very low. The canned goods market is very firm indeed and an advance in local prices during the week would not be surprising. There is a very good movement of stocks.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		6 35
Asparagus, imported (2½s)		6 65
Beans, golden wax	1 80	2 00
Do, Refuge	1 80	2 00
Corn, 2s	1 45	1 50
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb. doz.		1 50
Succotash, 2 lb., doz.		1 80
Do, Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 30	1 40
Do., 2½s	1 45	1 50
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, standards	1 65	1 70
Do., Early June	1 80	1 85
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Choice, 2-lb.		1 87½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80
Asparagus Tips		4 10

CANNED FRUITS

Apricots, 2½-lb. tins		6 10
Apples, 2-½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s., doz.	4 00	4 05
Do., gals., doz.		16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		4 00
Do., 2½-lb.		7 00
Do., 2-lb.		5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
2-lb.	2 75	2 85
2½-lb.	4 25	4 35
1-lb.		
Pears, 1s		
Do., 2½s	4 65	4 75
Do., 2-lb.	3 50	3 60
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb		2 25
Do., light syrup		2 00
Pineapples (grated and sliced),		
2½-lb.	5 40	5 80
2-lb.	4 60	4 80
1-lb.		2 50
New Pack Strawberries—		
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
New Pack Cherries, choice		4 00
Rhubarb, preserved		2 80
Canadian Pineapple (sliced)		4 80
New Blueberries, 2 lbs.		2 25
Do., 1 gal.		12 00

Dried Fruits in Big Demand

Montreal.

DRIED FRUITS.—There are no changes this week in the market for dried fruits. The supplies on hand are limited and jobbers are only able to fill orders for immediate demands. Consequently the prices quoted are very firm. The prune market alone shows weakness and varied quotations are made by dealers on prunes. Sultana raisins stand firm in price but currants are a little easier in price. Importers state that there is difficulty in getting sufficient supplies to meet the demands and that with the wide difference in price between currants and raisins that now exists currants are being used more.

Apricots, fancy		0 38
Do., choice		0 34
Do., slabs		0 30
Apples (evaporated)		0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.		0 28
Pears, choice		0 24
Do., fancy	0 30	0 31
Peels—		
Choice		0 26
Ex. fancy		0 30
Lemon, new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron		0 76
Choice, bulk, 25-lb. boxes, lb.		0 22
Peels (cut mixed), doz.		3 25
Raisins (seeded)—		
Valencias		0 23
Muscatels, 2 Crown		0 22½
Do., 3 Crown		0 23
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 ozs.	0 21	0 23
Do., 16 ounces		0 27¼
California Seedless in bulk		0 28
Currants, loose		0 30
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.		5 25
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.		0 19
Loose	0 15	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown, lb.		0 36
Do., 10-lb. box		2 75
Do., mats		3 00
Do., 22-lb. box		1 90
Do., (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes)—		
20-30s		0 27
30-40s		0 25
40-50s		0 21
50-60s		0 19
60-70s		0 16
70-80s		0 15
80-90s		0 12
90-100s		0 10

Low Prices on Oranges

Montreal.

FRUIT.—The striking feature of the fruit market this week is the very low prices quoted on California navel oranges. Prices ranging from $4.75 to $5 per case are given on these oranges and as Florida oranges are quoted at about the same price not many of them are being brought in. There is a good supply of apples on the market, but they are not of the very best quality and many representatives of English firms are in this country buying at the present time, which is a rather unusual thing at this season of the year. There is an excellent demand for oranges just now.

Apples—		
Do., Fameuse, per lb.	8 00	15 00
Do., Wealthy, No. 1, per bbl.		7 50
Do., No. 2, per bbl.		7 00
Do., Alexander, per bbl.	7 00	7 50
Do., Greening		8 00
Do., Baldwin	7 50	8 00
Do., Ben Davis	6 00	6 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96		5 00
Do., Florida, 54, 64, 30, 96		6 00
Do., California		7 00
Lemons, Messina	2 50	4 75
Do., 176s and 200s		10 00
Cal. Navel Oranges, 126-250s	4 75	5 00
Do., Florida, 150-216s	4 75	5 00
Tangerines		4 25
Pears, Keiffers, per box		4 50
Tokay Grapes, per box		5 00
California Grapes, in drums		7 50
Almerias Grapes, in kegs		16 00
Cranberries, per bbl.		16 00
Malaga Grapes, per keg		10 00

Wrapping Paper Still Lower

Montreal.

PAPER.—Still lower prices are quoted this week on wrapping paper. Manilla paper is reduced one-half cent per pound to ten cents and heavy kraft paper is reduced one cent to 14½ cents per pound. Toilet paper is also reduced in price about ten and fifteen per cent.

Nut Market Firm

Montreal.

NUTS.—The nut market stands firm this week with practically no changes in the quotations made. Roasted peanuts are slightly easier in price, being quoted at 21 cents per pound for the better grades. On account of the short supplies on hand and the fairly good demand at the present time the nut market is holding firm at the quotations given below:

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled		0 48
Do., Jordan		0 75
Brazil nuts (new)		0 38
Chestnuts (Italian)		0 18
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 17	0 19
Peanuts, Jumbo	0 16	0 18
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1		0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell		0 29
Marbot, Walnuts	0 24	0 25
Do., new Naples		0 26
Do., shelled, Manchurian		0 50
Do., Bordeaux		0 53
Do., Chilean, bags, per lb.		0 33
Do., Spanish, shelled		0 57

Note—Jobbers sometimes make an added char to above prices for broken lots.

Package Cornmeal Cheaper

Montreal.

PACKAGE GOODS.—About the on important change this week in the quot tions on package goods is a furth decline of 10 cents per case on Quak yellow corn meal, which is now quoted $3 per case. Christie's infant food is al reduced 25 cents per case to $4.20 p dozen. Other lines are unchanged th week.

PACKAGE GOODS

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 25
Corn Flakes, 36s		4 16
Oat Flakes, 20s		5 40
Rolled oats, 20s		5 60
Do., 18s		2 00
Oatmeal, fine cut, pkgs., case		6 75
Puffed Rice		5 70
Puffed Wheat		4 25
Farina, case		2 35
Hominy, pearl or granu., 3 doz.		3 65
Health bran (20 pkgs.), case		2 60
Pancake Flour, case		3 60
Do., self-rising, doz.		1 60
Wheat Food, 18-1½s		3 25
Wheat Flakes, case of 2 doz.		2 95
Oatmeal, fine cut, 20 pkgs		6 75
Porridge Wheat, 36s, case		6 40
Do., 20s, case		6 50
Self-raising Flour (3-lb. pack doz.		3 00
Do. (6-lb. pack.), doz.		5 90
Do., Buckwheat flour, per doz.		1 60
Corn Starch (prepared)		0 11
Potato Flour		0 13
Starch (laundry)		0 09
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pks. case		4 30
Celluloid Starch, 45 pkgs., case		4 50
Package Cornmeal		3 00
Malt Breakfast Food (36 pkgs.)		9 50

Tapioca and Rice Cheaper

Montreal.

RICE.—The rice market shows no im provement this week, quotations here ar in general correct to date but prices va considerably on account of the conditio of the market. Some dealers have mad further reductions on fancy Carolin rice, bringing the price down to 10 cent per pound. Tapioca is also reduced i price this week and dealers are quotin seed, pearl and flake as low as 7½ cent per pound.

RICE—		
Carolina, extra fancy		
Do., (fancy)		0 10
Honduras, fancy		12 00
Rangoon "B"		12 50
Rangoon "CC"		12 25
Broken rice, fine		8 00
Bell rice, fine		16 00
Bell broken rice		10 00
Texas rice		10 50
Siam		7 00
Tapioca, per lb. (sed)	0 07½	0 09
Do. (pearl)	0 07½	0 09
Do. (flake)	0 07½	0 09
Honduras		0 07
Siam		0 14

NOTE.—The rice market is subject to frequen change and the price basis is quite nominal.

Shoe Blacking Cheaper

Montreal.

SHOE BLACKING.—Packard Sho Blacking Co. have reduced their price

on their pastes by 10 cents per dozen, making the price now $1.25 per dozen.

Spice Market Unchanged

Montreal.

SPICES.—The spice market has been quiet for some time and quotations are unchanged as quoted below.

Allspice	....	0 20
Cassia (pure)	0 32	0 35
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 18
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	....	0 65
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 31
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 30
Do., white	....	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Molasses Reduced Ten Cents

Montreal.

MOLASSES.—The molasses market shows reduced prices this week to a basis of 95 cents per gallon both in the city and country points. This is a decline of 10 cents a gallon on the quotations for delivery in the city. There is no change this week in the prices on corn syrups.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07½
Half barrels, about 350 lbs.	....	0 07¾
Quarter barrels, about 175 lbs.	....	0 08¼
2 gal., 25-lb. pails, each	....	2 45
3 gal., 38½-lb. pails, each	....	3 65
5 gal., 65-lb. pails, each	....	5 90
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	5 90
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
	Prices for	Island of Montreal
Barbadoes Molasses—		
Puncheons	....	0 95
Barrels	....	0 98
Half barrels	....	0 95
Puncheons, outside city	....	0 95
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	7 75
3-lb. tins, 2 doz. in case, case	....	10 75
5-lb. tins, 1 doz. in case, case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

Sugar Market Steady

Montreal.

SUGAR.—There is no change in quotations on refined sugar this week. Refiners report an improved movement of supplies and the sugar market generally is in a better condition. The raw market, however, is a little weaker this week but not sufficient to make any change in the condition of the market for refined sugar. This market is standing very firm at the basis quoted below and there is no indication of any change either an advance or a decline in the near future.

Granulated Sugar, per cwt.	....	10 50
Do., barrels	....	10 50
Granulated, gunnies, 20/5	....	10 90
Do., gunnies, 10/10	....	11 00
Do., cases, 20/5-lb. cartons	....	11 10
Do., cases 50/2-lb. cartons	....	11 25
Yellow, light, per cwt.	....	10 10
Do., medium, per cwt.	....	10 10
Do., dark, per cwt.	....	9 90

Tea Market Unchanged

Montreal.

TEAS.—The tea market shows very little change this week. The foreign market is a little firmer but local conditions are unchanged.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 56
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48
Inferior grades of broken teas may be had from jobbers on request at favorable prices.		

Potatoes And Onions Cheaper

Montreal.

VEGETABLES.—Prices on vegetables are being fairly well maintained except on potatoes and onions. Potatoes are further reduced this week and are selling as low as $1.50 and $1.60 per bag, while yellow onions are as cheap as one cent a pound and red onions are selling at $1 per 75-pound bag. Onions at that price are not selling very well and as one dealer said, "When they get as low as that it makes people suspicious of them and they are afraid to buy." That seems to intimate that prices must either advance and sell what can be sold or else let them be destroyed. There seems to be a very good supply of potatoes ready for the market and prices in some parts of the United States are much lower than quotations given here.

Beets, per bag	0 75	0 90
Cabbage, Montreal, bbl.	....	1 50
Chicory, doz.	....	0 50
Celery, per crate	....	5 50
Carrots, per bag	0 75	1 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 50	1 75
Do., sweet, hamper	4 00	5 00
Pumpkins, per doz.	....	2 00
Spinach, box	....	0 75
Turnips, per bag	0 75	1 00
Spanish Onions, per case	5 00	5 50
Yellow Onions, per cwt.	1 00	2 50
Red Onions, per cwt.	1 00	1 50

ONTARIO MARKETS

TORONTO, Feb. 2.—Reductions are announced on one brand of condensed and evaporated milk; also condensed coffee, peanut butter, salted peanuts, and one brand of shoe dressing. The flour market is easy, with prices down 20 cents per barrel. Shorts and middlings are reduced $2 per ton owing to the easy condition of the grain market. Sugar syrups in 2-lb. tins are lower. One brand of package self raising flour shows reductions. All brands of jams are quoted lower and canned goods generally show a firmness. Quotations on Southern rices are again reduced, but the condition in primary markets is now considered at the bottom level. There is a better buying movement noted for prunes. Currants continue easy. Shelled walnuts and almonds are holding firm under a strong demand. Teas are firm and higher on all grades. Coffees are also in a strong position. Spices generally show a tendency to firmness. Potatoes are easy and lower.

Beans Show Good Movement

Toronto.

BEANS.—There is a good demand for beans but generally in small quantities. Ontario hand picked are holding fairly firm at $3.25 per bushel.

Ont., 1-lb. to 2-lb. pickers, bus.	3 00	3 25
Do., hand-picked, bus.	....	3 25
Limas, Calif., per lb.	....	0 12
Madagascars, per lb.	....	0 10

Cereals Hold Steady

Toronto.

CEREALS.—There are no changes in the quotations on cereals. The market is ruling fairly steady. Manufacturers report a better buying movement. Orders are arriving for larger quantities than there have been for some months.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	6 50
Barley, pot, 98s	5 00 5 50
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	5 70
Cornmeal, Golden, 98s	3 75
Oatmeal, 98s	4 90
Corn Flour, 98s	5 75
Rye Flours, 98s	6 00
Rolled Oats, 90s	3 50
Rolled Wheat, 100-lb. bbl.	7 25
Cracked Wheat, bag	6 00
Breakfast Food, No. 1	6 25
Do., No. 2	6 25
Rice Flour, 100 lbs.	10 00
Linseed meal, 98s	6 50
Flaxseed, 98s	7 00
Peas, split, 98s	6 75
Blue Peas, lb.	0 10
Marrowfat green peas	0 06 0 06½
Graham Flour, 98s	5 25
Whole Wheat Flour	5 85
Wheat Kernels, 98s	7 00
Farina, 98s	6 20

Coffees in Strong Position

Toronto.

COFFEES.—Since the first of the year coffees in primary markets have been steadily advancing. These advances amount to about two cents per pound on Santos and four to five cents on fine quality Mexican, Colombia and Maracaibos. This condition is bound to reflect more or less on the local market as stocks in Canada held by coffee roasters are estimated to be the smallest on record. Locally the demand is active and both roasters and wholesalers report a freer movement with orders arriving more frequently and for larger quantities.

Java, Private Estate	0 51	0 53
Bogotas, lb.	....	0 43
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Mocha, lb.	0 52	0 55
Rio, lb.	....	0 24
Santo	....	0 35

Condensed Milk and Coffee Lower

Toronto.

CONDENSED MILK.—A reduction of 50 cents to $1 per case is announced on Borden's milk and coffee. The new prices are as follows: Eagle brand $11.50 per case, Challenge $9.85 per case, Silver Cow $10.60 per case, St. Charles hotel size $7.25 per case, St. Charles tall $7.25 per case, St. Charles family $6 per case, St. Charles baby $3.30 per case, Reindeer coffee large $7 per case and small $8 per case.

Jams Are Lower

Toronto.

CANNED GOODS.—Wholesalers report a continued improved movement in canned goods, especially vegetables and salmon. Canned vegetables are considered in a firm position and prices in many instances have been moved up slightly. Sockeye salmon is firm and prices are holding strong at $5.60 to $5.80 per dozen for ones, and halves are selling at $3 to $3.20 per dozen. All makes of jams are reduced, 16 ounce jars are down about one dollar per case and fours are all quoted at slightly less than one dollar each.

Salmon—		
Sockeye, 1s. doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	....	3 50
Do., ¼-lb. tins	2 25	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	....	1 72¼
Peas, Standard, doz.	....	1 65
Peas, Early June, doz.	....	2 15
Do., Sweet Wrinkle, doz.	....	2 45
Beets, 2s, doz.	1 45	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	1 20	1 25
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each	....	1 27
Black Currants, 16 oz., doz.	....	4 00
Do., 4s, each	....	0 95
Gooseberry, 4s, each	....	0 90
Do., 16 oz., doz.	....	4 00
Peach, 4s, each	....	0 90
Do., 16 oz., doz.	....	4 00
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 16 oz., doz.	....	4 00
Do., 4s, each	....	0 95
Strawberries, 16 oz., doz.	....	4 00
Do., 4s, each	....	0 95

Prunes Show Better Movement

Toronto.

DRIED FRUITS.—An improved movement is noted for prunes, both wholesalers and retailers have apparently more confidence in the situation and are buying more freely than they have been at any time during this season. One importer reports a sale of a car of prunes to a wholesaler who previously had been buying in five and ten-case lots. Raisins are holding firm but there is a good buying movement. Currants are still easy with a tendency for lower prices, but the demand is very limited. Evaporated apples are in rather a quiet position for local trade, but there is a good demand from the western provinces. There is a fair demand for figs, especially the natural pulled in 30-pound bags, which are quoted at 12 cents per pound.

Candied Peels—		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 18
Do., Vostizza	....	0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 25
Dromedary, 9 doz. to case	....	7 25
Fard, per lb.	....	0 30
Halowee dates, per lb.	....	0 13
Figs—		
Smyrna layers, 4 crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 12
Prunes—		
30-40s, 25s	....	0 23
40-50s, 25s	....	0 21
50-60s, 25s	....	0 18
60-70s, 25s	....	0 15½
70-80s, 25s	....	0 14
90-100s, 25s	....	0 11
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 30
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 29
Valencia	....	0 23

Messina Lemons Lower

Toronto.

FRUITS—Heavy shipments of oranges and grapefruit are arriving daily. Prices generally are unchanged. The shipment of bitter oranges that was due to arrive last week failed to make its appearance but is expected to be here this week end. Wholesalers are not bringing in the quantity of bitters this season as they have been in the past and one dealer stated that their shipment is practically all sold. Messina lemons are lower in one quarter, being quoted at $4 in single cases and 25 cents less in five case lots. Other quotations on Messinas range up to $4.75 per case. Ontario apples are not moving very fast. Boxed apples are selling freely at $3.85 per box.

Oranges, California Navels—		
100s	....	5 00
126s	....	6 00
150s, 176s, 200s, 216s, 250s	5 75	6 00
288s	....	5 50
324s	....	4 75
Grapefruit—		
36s, 46s	5 00	5 50
54s	....	5 75
64s	....	6 00
70s, 80s, 96s	....	6 50
100s	....	6 00
126s	....	5 75
Bananas, Port Limons	....	0 08½
Lemons, Cal.	....	4 75
Do., Messinas	4 00	4 75
Grapes—		
Almeria, bbls.	....	18 00
Apples, Ontario—		
Spies, No. 1s	....	7 00
Spies, No. 2s	....	6 00
Baldwins, No. 1s	....	6 00
Baldwins, No. 2s	....	5 00
Greenings, No. 1s	....	6 00
Greenings, No. 2s	....	5 00
B. C., in boxes	....	3 85
Cranberries, ½ barrels	....	13 50
Tangerines, Florida	....	4 00

Flour Down 20 Cents

Toronto.

FLOUR.—A reduction of 20 cents per barrel is announced on flour, bringing the price down on first patents to $10.70 and on seconds to $10.20.

FLOUR—		
Patents Firsts, in jute bags, barrel	....	10 70
Do., seconds, in jute bags, per barrel	....	10 20

Shorts Down $2.00

Toronto.

MILLFEEDS.—Shorts and middlings are reduced $2 per ton, bringing the price of shorts to $38.25 and choice middlings to $48.25. Bran is unchanged.

MILLFEEDS—		
Shorts, per ton	....	38 25
Bran, per ton	....	40 25
Choice Middlings, ton	....	48 25

Some Lines Are Reduced

Toronto.

MISCELLANEOUS.—Black Cat shoe dressing is reduced to $2.25 per dozen. Squirrel brand peanut butter is reduced and following are the new prices: one-pound tins $3.45 per dozen, 15-pound tins 27 cents per pound. Cowan's cocoa is down, now quoted at 1s $5.60 per dozen, ½s $2.85 per dozen, ¼s $1.55 per dozen, small $1.10 per dozen. Maple buds and medallions are reduced to 47 cents per pound and nut bars are 90 cents per box.

Macaroni Lower

Toronto.

MACARONI.—A reduction is announced on Superior brand macaroni, vermicelli and sphaghetti amounting to 55 cents per case on the one-pound packages, bringing the price down to $4.45 per case.

MACARONI—		
Cases, 30 pkgs. 16 oz., per case	4 45	4 50
Cases 24 pkgs., 10½ oz., per case	....	2 65
Cases (bulk), 20 lbs., per case..	....	2 60
Cases (bulk), 10 lbs., per case.	....	1 30
Cases (bulk) 5 lbs., per case..	....	0 70

Shelled Nuts Hold Firm

Toronto.

NUTS.—Shelled walnuts and almonds in primary markets continue in a firm position under a strong inquiry. Spot stocks are extremely small and one importer who has shipments floating stated that they have practically cleaned up the lot. Some sales have also been made for future delivery to merchants who are heavy purchasers, for the fall trade. This condition would indicate that shelled nuts at present prices are a safe purchase.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	....	0 14
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	8 50
Cocoanut, unsweetened, lb.	....	0 32
Do., shred	....	0 28
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 48	0 55
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	....	0 55
Peanuts, Spanish, lb.	....	0 15
Do., Chinese, 30-32 to oz.	....	0 12
Do., Java	....	0 14
Brazil nuts, lb.	....	1 20
Pecans, lb.	....	1 15

Self Raising Flour Lower

Toronto.

PACKAGE GOODS.—A reduction is announced on Brodie & Harvie's self raising flour, new quotations are as follows: XXX Red label 3s $2.95 per dozen, and 6s $5.80 per dozen. Crescent 3s $2.95 per dozen, and 6s $5.70 per dozen, Superb 3s $2.85 per dozen, 6s $5.60 per dozen. Buckwheat 1½s $1.50 per dozen. Pancake 1½s $1.50 per dozen. Quotations on other package cereals and starches are holding steady and unchanged.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	5 60
Do., 20s, square, case	....	5 60
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas., 36s, case..	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 11
Do., No. 2, lb. cartons	....	0 09½
Laundry Starch	....	0 09
Do., in 1-lb. cartons	....	0 9¾
Do., in 6-lb. wood boxes	....	0 12¾
Do., in 6-lb. tin canisters	....	0 13½
Celluloid Starch, case	....	4 50
Potato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	6 30
Cornmeal, 24s	....	3 40
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 00
Buckwheat flour, 24s	....	4 00
Two-minute Oat Food, 24s	....	2 75
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 70
Do., pearl, case	....	3 70
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65

Local Rice Prices Lower

Toronto.

RICES.—Quotations on rice in primary markets are now considered to have reached about the lowest level. Local prices continue to be reduced as shipments arrive that were bought on the lower basis. Blue Rose is quoted as low as 8½ cents per pound but some wholesalers are selling as high as 9½ cents. One wholesaler stated that they have a shipment of Blue Rose rolling that they will probably be in a position to offer at around 7½ cents. Eastern rices are holding at rather high figures, but there is little inquiry for these lines as the Southern rices are offered at lower prices which in some instances are about one-half the price of the Eastern.

Honduras, broken, per lb.	....	0 08
Blue Rose, lb.	....	0 08½
Siam, broken, per lb.	0 09	0 10
Siam, per lb.	0 10	0 11
Japans, per lb.	0 11½	0 12½
Chinese, XX	....	....
Do., Simiu	0 15	0 16
Do., Mujin, No. 1	0 14½	0 16
Do., Pakling	0 13	0 14
Rangoon	0 07½	0 07¾
White Sago	....	0 08½
Tapioca, per lb.	....	0 08½

Sugar Prices Stable

Toronto

SUGAR.—Quotations on refined sugar are holding fairly steady. There is a certain amount of irregularity in prices, but not to any great extent as both wholesalers and retailers are holding prices on an even basis. The bulk of the business, however, continues to go to the Ontario factory.

St. Lawrence, extra granulated, cwt.	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated	10 71
Dom. Sugar Refinery, extra granulated	10 71
Canada Sugar Refinery, granulated	10 71

Differentials: Canada Sugar, Atlantic, St. Lawrence. Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 65c; No. 2, 75c; No. 3, 85c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, carton 50/2s, 70c Yellows same as above.

Sugar Syrup Lower

Toronto.

SYRUPS.—A reduction is announced on Crystal Diamond sugar syrup in twos, bringing the price down to $7.50 per case of two dozen.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 07½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case	....	5 90
Cases, 5-lb. tins, white, 1 doz. In case	....	6 55
Cases, 5-lb. tins, white, ½ doz. in case	....	6 25
Cases 2-lb. tins, yellow, 2 doz. in case	....	5 30
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 95
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 65
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 50
Molasses—		
Fancy, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Spices Take Turn Upward

Toronto.

SPICES.—The primary spice market has developed a firmer tone with quotations on many lines higher. The depressed condition that has been manifest for some months past on the United States market and also locally has practically disappeared and has resulted in a stiffening of the market and more in line with foreign conditions. Peppers, both black and white, are perhaps the firmest. Quotations on spot have not been changed but there is a tendency that some lines will be revised upward.

Allspice	0 20	0 22
Cassia	0 30	0 35
Cinnamon	....	0 55
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Herbs — sage, thyme, parsley,		
Pastry	0 28	0 35
Pickling Spices	0 25	0 28
Mace	0 90	1 00
Peppers, black	0 26	0 30
Do., white	....	0 36
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 45
Do., 80s	....	0 50
Do., 64s	....	0 60
Do., ground	....	0 40
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Carraway seed, whole	....	0 30
Tumeric	....	0 23
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 55
American high-test, bulk	....	0 55
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Salt Unchanged

Toronto.

SALT.—There is no change in the market for salt. Following are the present prices:

	City	Country
Fine, 3½s, per bbl.	7 35	7 10
Fine, 7s, per bbl.	7 00	6 75
Fine, bbl. 280 lbs., bulk	4 30	4 05
Fine, bags, 50 lbs.	0 93	0 88
Dairy, bags, 50 lbs.	1 13	1 08
Coarse, bags, 50 lbs.	0 93	0 88
Ice Cream, bags, 200 lbs.	2 55	2 90
Cases, 24 pkgs.	2 90	2 90

Tea Market Continues Firm

Toronto.

TEAS.—The situation in teas in primary markets continues firm on all grades with prices several cents per pound higher than a few weeks ago. One importer stated that he had made a purchase at a certain price but before the order had reached the seller the market had advanced six cents per pound and the order would not be accepted except at the higher figure. Spot stocks in many instances are now being sold at prices below replacement values. This condition has created more confidence in the market and buyers are placing orders more

freely particularly on the grades that show good cup quality. Quotations on spot stocks are unchanged, but with the primary markets higher there is a tendency that local prices will also be revised upward.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Potatoes Again Lower

Toronto.

VEGETABLES.—There has been a very small demand for potatoes, which has resulted in the market being easy and lower. Dealers are now quoting potatoes at $1.40 to $1.50 per bag and even lower prices can be expected as potatoes can be bought in car lots at country points as low as $1 per bag. United States market is also lower and as the crop in that country was a heavy one there is little encouragement for export. Canadian vegetables on the whole are quiet and dull but there is a good demand for the California varieties.

Cabbage, Can., per bbl.	....	1 25
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	1 00	1 25
Onions, 100-lb. sack	1 50	1 75
Do., Spanish, large crate	....	5 75
Potatoes, per bag	1 40	1 50
Sweet Potatoes, hampers	....	2 75
Mushroms, 3-lb. basket	....	3 25
Cal. Head Lettuce, 4 doz. crate	....	5 50
Cauliflowers, standard crate	....	5 50
Celery, Calif., crate	7 50	8 50
Tomatoes, Florida, 6-bkt. crates	10 50	11 50

WINNIPEG MARKETS

WINNIPEG, Feb. 2.—The improved condition of the grocery business that has been marked since the opening of the new year is still in evidence. Sugar is now showing signs of stabilizing, having advanced to $12.00 per cwt. during the week. Package cereals are steady, but rolled oats, peas and beans are easier. The tone of the canned goods market is much firmer and there are indications that these lines will advance in price in the very near future. Lower prices on dried fruits has stimulated consumption to some extent. Shelled walnuts are firmer. Rice on the primary market is firmer and adjustments on spot stocks will be made as new shipments arrive. Indications point to a strengthening on jam prices. Potatoes are lower. Toilet and manila wrapping paper have shown a decline.

Sugar Advances to $12.00

Winnipeg

SUGAR.—For some time the Western market has been below the Eastern market. This has been due largely to beet sugar competition during the selling campaign of this year's beet crop. Now that the marketing of the beet crop is well under way there seems to be an effort to get the Western market on the same basis as the East, plus the equalized freight rate. The present advance of one dollar is merely an adjustment and does not indicate any change in the condition of the sugar market.

Extra granulated, bags 100 lbs	....	12 00
Do., gunnies, 5/20 lbs.	....	12 40
Do., gunnies, 10/10 lbs.	....	12 50
Do., cartons, 20/5 lbs.	....	12 60
Do., cartons, 50/2 lbs.	....	12 75
Yellow, No. 1 light, bags 100 lbs.	....	11 60
Do., golden, bags 100 lbs.	....	11 50
Powdered Sugar, bbls.	....	12 55
Do., boxes, 50 lbs.	....	12 55
Do., boxes, 25 lbs.	....	12 75
Icing, bbls.	....	12 45
Do., boxes, 50 lbs.	....	12 65
Do., boxes, 25 lbs.	....	12 85
LUMP SUGAR—		
Soft Lumps, boxes 100 lbs.	....	12 75
Do., boxes, 50 lbs.	....	12 85
Do., boxes, 25 lbs.	....	13 05
Do., cases 20 cartons	....	13 80
Do., cases 40 half cartons	....	14 55
Small Lumps, boxes 100 lbs.	....	12 65
Do., boxes 50 lbs.	....	12 75
Do., boxes, 25 lbs.	....	12 95
Do., cartons, 50/2 lbs.	....	14 05
Hard Lump Sugar, bbls.	....	12 95
Do., boxes, 100 lbs.	....	12 95
Do., boxes, 50 lbs.	....	13 05
Do., boxes, 25 lbs.	....	13 20

Syrups Unchanged

Winnipeg.

SYRUPS.—There is no change in the prices of corn or cane syrups. The demand is reported fairly steady. Molasses show no change.

CANE SYRUP—		
No. 2s	....	7 30
No. 5s	....	8 40
No. 10s	....	7 85
No. 20s	....	7 65
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 20
Cases, 5-lb. tins, white, 1 doz. in case	....	6 90
Cases, 10-lb. tins, white, ½ doz. in case	....	6 65
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 65
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 60
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 30
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 05
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	6 05
MAPLE SYRUP—		
Pure, 2½s tins, case of 2 doz.	....	26 90
Pure, 5s, per case of 1 doz.	....	24 50
Pure, 10s, per case of ½ doz.	....	23 25
TABLE SYRUP—		
Maple flavor, 2½s tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 75
3-lb. tins, 2 doz. case	....	12 35
5-lb. tins, 1 doz. case	....	10 00
10-lb. tins, ½ doz. case	....	9 70
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	5 10
2s, 4 doz. in case	....	4 70
2½s, 4 doz. in case	....	4 40
5s, 4 doz. in case	....	4 40
10s, 4 doz. in case	....	4 35

Starches Steady

Winnipeg.

STARCHES.—Starches are ruling steady since the recent reductions.

Cornstarch, 1-lb. pkgs., per lb.	....	0 10
Do., No. 1 quality, 1-lb. pkgs.	....	0 11½
Gloss, 1-lb. pkgs., per lb.	....	0 11¾
Celluloid, 1-lb. pkgs., per case	....	4 65

Rolled Oats Easier

Winnipeg.

CEREALS.—Rolled oats are weak. Peas are on the downward trend. Beans are also lower. There is no change in prices on package cereals.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	3 80
Puffed Wheat, 3 doz. case, case	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case	....	3 75
Cream of Wheat, 3 doz. case, case	....	9 00
BULK CEREALS		
Rolled Oats, 80s, per bag	....	2 75
Do., 40s, per bag	....	1 43
Do., 20s, per bag	....	0 75
Do., 10-8s, per bale	....	3 30
Do., 15-6s, per bale	....	3 85
Oatmeal, 98s, gran, or stand., bag	....	5 00
Wheat Granules, 98s, per bag.	....	6 00
Do., 16-6s, per bale	....	7 00
Peas, whole, green, 100-lb. bag, per bush.	....	4 75
Do., split, yellow, 98s, per bag	....	8 45
Do., split, yellow, 49s, per bag	....	4 30
Beans, fancy, hand picked, 100 lb. bag, bushel	....	3 90
Do., Lima, 100-lb. bag, per lb.	....	0 14
Barley, Pot, 98s, per bag	....	4 25
Do., pearl, 98s, per bag	....	5 75
Cornmeal, 98s, per bag	....	3 20
Do., 24s, per bag	....	0 83
Do., 10-10s, per bale	....	4 25
Buckwheat grits, whole, 98-lb. bags, per bag	9 00	9 50

Canned Goods Firmer

Winnipeg.

CANNED GOODS.—The undertone of the canned goods market is much firmer. Some of the cheaper lines which were offered by independent canners are becoming scarce and they are expected to be absorbed within the next few weeks. Higher prices are looked for and will probably be more in line with opening quotations.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case,	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Oyster, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case	....	22 00
Do., ½s, flat, 8 doz. in case	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case	....	16 25
Cohoe, 1s, tall, 4 doz. case	....	18 00
Do., ½s, flat, 8 doz. case	....	16 00
Pink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case	....	11 00
Humpback, 1s, tall, 4 doz. case	....	8 60
CANNED FRUIT (Canadian)	Per case	
Apples, 6 tins in case, per case	3 00	3 85
Blueberries, 2s, 2 doz. case	....	7 15

Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	7 00	7 65
Pears, 2s, 2 doz. case	8 30	9 00
Plums, Greengage, 2s, 2 doz. case	....	6 45
Light Syrup—		
Plums, Lombard, 2s, 2 doz. case	....	5 05
APPLES—		
Raspberries, 2s, 2 doz. case	10 50	11 00
Strawberries, 2s, 2 doz. case	9 75	10 00

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	....	13 85
Peaches, 2½s, 2 doz. case	....	13 25
Peaches, sliced, 1s, 4 doz. case	....	15 00
Do., halved, 1s, 4 doz. case	....	15 00
Do., 2s, 2 doz. case	....	10 60
Corn, 2s, 2 doz. case	3 80	4 20

CANNED VEGETABLES

	Per case
Asparagus Tips, 1s, tins, 4 doz case, per doz.	2 75
Beans, Golden Wax, 2s, 2 doz. case	4 75
Beans, Refugee, 2s, 2 doz. case	4 75
Pears, 1s, 4 doz. case	17 00
Pineapples, sliced, 2s, 2 doz. case	8 75
Peas, Early June, 2s, 2 doz. case	4 80
Sweet Potatoes, 2½s, 2 doz. case	7 00
Pumpkin, 2½s, 2 doz. case	3 00
Sauer Kraut, 2½s, 2 doz. case	4 90
Spaghetti, 2 doz. case	2 15
Tomatoes, 2½s, 2 doz. case	4 60
Spinach, 2½s, 2 doz. case	7 25

Dried Fruits Moving Freely

Winnipeg.

DRIED FRUITS.—The lower prices on dried fruits have stimulated consumption to some extent and while prices are unchanged a slightly firmer tone is noted. This week has been marked by the lower price on prunes in the primary market and lower prices are expected in the very near future. Raisins and evaporated apples are firm and apricots and peaches unchanged.

Shelled Walnuts Firmer

Winnipeg.

NUTS.—Shelled walnuts have developed a firmer tone and prices are likely to be higher. No. 1 Spanish peanuts have also shown a firmer tone. Pecans and brazils show no change.

NUTS, SHELLED—		
Almonds, per lb.	0 46	0 48
Spanish Peanuts, No. 1, per lb.	....	0 12½
Pecans, per lb.	....	1 10
Walnuts, per lb.	....	0 48
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 25
Almonds, per lb.	....	0 30
Filberts, per lb.	....	0 20
Walnuts, per lb.	....	0 25
Pecans, per lb.	....	0 30

Coffee Market Dull

Winnipeg.

COFFEE.—The coffee market continues dull and little activity is being shown by the buyers.

Spices Unchanged

Winnipeg.

SPICE.—There is little change to report on the spice situation. Spot stocks are smaller than they have been for many years.

Allspice, Jamaica, best quality, lb.	....	0 25
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 75
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica, No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, extra large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, per lb.	....	0 50
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 28

GROUND SPICE

Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 30
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 80
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75

Rich Market Firmer

Winnipeg.

RICE.—The primary market for rice is firmer and the general feeling seems that American rice has reached its lowest point. This week has been marked by the arrival of No. 1 Japan. This is being quoted at 8 cents per pound in 100-pound lots. There is some fancy Carolina rice on the market and this is quoted at 11½ cents per pound. Indications are that Siam rice, which has been sold at less than replacement cost, will be advanced to the new basis of 6½ cents per 100-pound lots.

Tea Market Holds Firm

Winnipeg.

TEA.—The primary tea market continues with a firm undertone. High-grade teas are firm and medium grades have shown an advance in price.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 43	0 50
Do., second quality	0 43	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 52	0 60
Broken Orange Pekoe, 1st qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Flour Market Steady

Winnipeg.

FLOUR.—There is no change in the flour situation this week. Manitoba No. 1 hard flour remains steady at $11.35 per barrel and 98-pound jute sacks at $5.67½.

Jams Are in Demand

Winnipeg.

JAMS.—The demand for jam has revived and the past week has been marked by the heavy demand on wholesalers' stocks by the retailers. This demand is being reflected on the manufacturers' stock as no large quantities are carried by the wholesalers. Low price jams, which have been so noticeable, are now very largely absorbed and from present indications there is likely to be a strengthening in prices. Empress jams show a new revised price list, strawberry and red currant jelly in four-pound tins are quoted at $13.00. All other flavors are quoted at $12.00. There is no change in price on the one-pound glass or tins.

JAMS—		
Strawberry, 4s, per tin	...	1 10
Black Currant, 4s, per tin	....	1 10
Raspberry, 4s, per tin	....	1 00
Apricot, 4s, per tin	....	1 09
Cherry, 4s, per tin	....	1 05
Peach, 4s, per tin	....	0 96
Compound (all flavors), 4s, tin	....	0 60

Fruit Trade Steady

Winnipeg.

FRUIT.—The fruit trade is steady for this time of the year. Navel oranges are quoted at $6.50 per case for all sizes. California lemons remain at $6.00 to $6.50 per case. Bananas are quoted at 12 cents per pound. The demand for apples has been very good and delicious apples are quoted at $5.00 per box. No. 2 Baldwin apples are quoted at $7.00 per barrel and No. 2 Greenings at $6.50.

Potatoes Are Lower

Winnipeg.

VEGETABLES.—Potatoes have been reduced during the week and are now quoted at $1.35 to $1.50 per bushel. Hot house rhubarb is in good demand at 25 cents per pound. California head lettuce, celery and cauliflower show no change and are quoted at the following prices: Lettuce, $5.50 per case; celery, $10.00 per case, and cauliflower, $3.50 per case. Carrots and turnips remain firm at $2.50 to $3.00 per cwt.

Toielt Paper Declines

Winnipeg.

MISCELLANEOUS—Verything toilet paper has been reduced to $11.80 per case and the discount on all lines of toilet paper with the exception of Onliwon has been increased from 42½ to 47 per cent. The usual extra discounts for quantities are still effective. The new quotations on Verything 4-ounce crepe toilet are as follows: 25-case lots, $5.32 per case net; 50-case lots, $5.00; 100-case lots, $4.69 per case net; carload lots, $4.50 per case net. Manilla wrapping paper has again been reduced and invincible manilla is now $11.10 per 100 pounds; No. 1 manilla, $11.00 per 100 pounds, and beaver manilla, $9.00 per 100 pounds.

MAKING JAM SALES COUNT

(Continued from page 29)

but the suggestion is made when other articles are being purchased."

At this time the Robinson store had a nice display of jams in the window, and upon entering the store, one was attracted by a show-case, situated near the front entrance, wholly devoted to a neat display of jams in various size containers. On the counters were also displayed a few jars and tins which undoubtedly were the means of making many a sale. In pushing the sales of jams or in fact any other article, it is Mr. Harding's idea that window displays should be linked up with the interior display, or in some manner carry the suggestion that the window contains, right through the door to the salesman, whose duty it is to finish making the sale that the window has started.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres, East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Feb. 2.—Business in wholesale grocery circles is reported splendid but wholesale fruit houses report business dull despite the fact that prices are much better than last year. Eggs are down to 62 cents per dozen, a decline of 5 cents. Receipts of fresh eggs are plentiful, but storage stocks are depleted. Cheese is up two cents per pound. Fresh beef and mutton up one cent. Pork unchanged but advance expected in sympathy with prairie market. Navel oranges quoted, small sizes $4 and the larger sizes up to $6.50. Cauliflowers are $6.25 per crate. Local hot house rhubarb on the market and selling at 20 cents per pound.

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Feb. 2.—There are few changes in the markets during the week. Both wholesalers and retailers report business in good shape and are looking for a good spring season. Granulated sugar is quoted at $10.60, an advance of 10 cents per hundred. Bananas are not being sold this winter as the risk is too great on account of the frost. Other lines of fruit are fairly plentiful. Lemons are quoted at $6 per case. New prices on Spies run from $8 per barrel for number ones to $4 for number threes. Baldwins are selling at $3.75 per box.

Flour, No. 1 patents, bbl.	....	13 75
Cornmeal, bags	....	3 85
Rolled oats, per bag	....	4 60
Rice, Siam, per 100 lbs.	8 50	11 50
Tapioca, 100 lbs.	....	13 00
Molasses (extra fancy Barbadoes)	....	1 00
Sugar, standard, granulated	....	10 60
Do., No. 1, yellow	....	10 00
Cheese, Ont., twins	....	0 30
Eggs, fresh, doz.	....	0 85
Lard, compound	....	0 19
Lard, pure, lb.	....	0 26
American clear pork, per bbl.	....	50 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 48
Hams, aver, 9-12 lbs.	....	0 41
Do., aver. 12-18 lbs.	....	0 41
Do., aver. 18-25 lbs.	....	0 38
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 56
Do., dairy	....	0 45
Raspberries, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 80
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	1 92½
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 15½
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	2 00
Beans, white	....	3 90
Do., yellow eye	....	7 25
Bananas, lb.	0 10½	0 11½
Lemons, Cal.	....	6 00
Oranges, all sizes	....	7 00
Grapefruit, Florida, case	....	8 00
Do., Jamaica	....	6 00
Apples—		
Pippins	4 50	6 00
Spys, No. 1	....	8 00
Do., No. 3	....	4 00
Oats, per bus.	....	0 98

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 2.—Business continues to improve and prices show slight upward tendencies on some lines. New Brunswick cheese has advanced 1½ cents per pound, bringing the price to 30 and 30½ cents per pound. Pure lard is firmer at 25½ to 26 cents per pound. Breakfast bacon is increased to 45 cents to 48 cents per pound. Molasses is easier at 75 to 80 cents per gallon. All country produce shows declines. Fresh eggs are quoted at 80 to 90 cents per dozen and case eggs at 68 to 72 cents per dozen. Creamery butter is selling at 62 to 65 cents per pound. Potatoes are plentiful at $2.50 to $3 per barrel. Fruit prices remain firm.

Flour, No. 1 patents, bbls., Man.	....	13 15
Cornmeal, gran., bags	....	4 10
Do., ordinary	....	2 95
Rolled oats	....	9 50
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	12 00	14 00
Molasses	0 75	0 80
Sugar—		
Standard, granulated	....	10 60
No. 1, yellow	....	10 10
Cheese, N.B.	0 30	0 30½
Eggs, fresh, doz.	0 80	0 90
Do., east	0 68	0 72
Lard, pure, lb.	0 25½	0 26
Do., compound	0 17¾	0 18
American clear pork	46 00	49 00
Tomatoes, 2½s, standard, case.	....	4 20
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	....	0 65
Do., dairy	0 53	0 56
Do., tub	0 48	0 53
Potatoes, per bbl.	2 50	3 00
Corn, 2s, standard, case	....	3 60
Peas, standard, case	....	4 00
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case	....	...
Potatoes, per bbl.	....	3 00
Lemons, case	7 00	8 00
Oranges, Florida	6 50	7 50
Do., California	6 00	7 50
Bananas, lb.	....	0 12
Grapefruit, case	7 50	8 50

CANADA'S PROBLEM IN FISH

(Continued from page 31)

ing banks of the Atlantic, showing where the different fish were caught, then up to the Gulf of St. Lawrence, where big supplies of cod are found, then south to the salmon rivers of the Maritime Provinces, then along the St. Lawrence River to Lake Ontario and north to the rivers and lakes where fishing is indulged in as a sport. From there they journey in their imagination to the Pacific coast and saw the big salmon industry and other fishing. Then northward to where the fishing industry is just being exploited. Mr. Prince dwelt on the possibilities of those northern waters where, due to Steffanson's report, fishing for herring around Alaska has proved quite promising. The speaker pointed out that the fish in the cold northern waters are the finest and for that reason, since our fishing grounds are almost the most northern in the world, the fish are of the finest quality and demand a premium on the world's market.

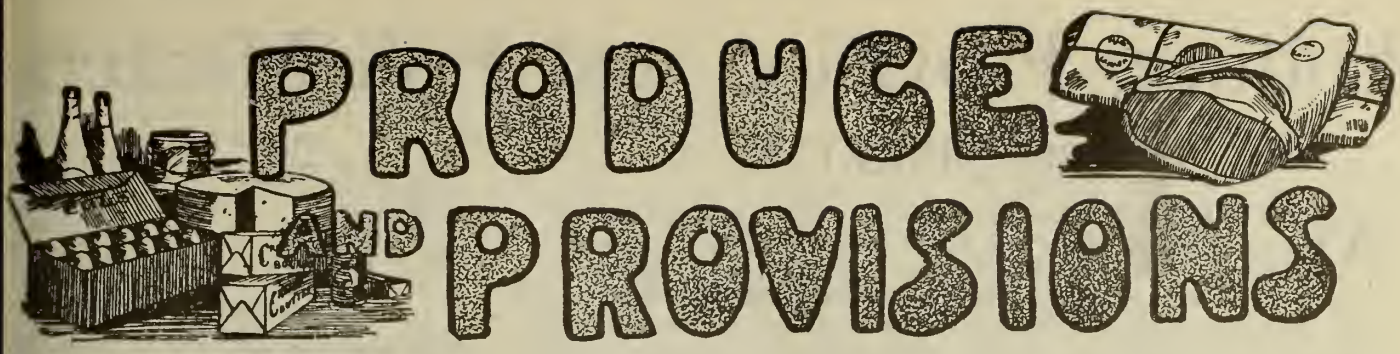
The Domestic Market Counts

"It is after all the domestic market that counts most," said Prof. Prince, "and Canada is not using nearly as much fish as she might. Every patriotic Canadian should take the matter seriously, celebrate faithfully all of Canada's national fish days, using as much fish as possible in his own home and giving publicity to the industry whenever possible. Fish is nutritious, it is cheap and by so doing we will not only be saving money for ourselves but enriching our own Canada."

Eighty Thousand Fishermen

Mr. Prince gave figures showing the development of the fishing industry, stating that now there were between eighty and one hundred thousand men employed in the fishing industry in Canada. Ten thousand of these are engaged in marketing this catch and the remainder are fishermen. He showed how science had done much to put the industry on a more scientific basis. (Mr. Prince is one of the pioneers in this science.) Some startling facts have been revealed by science as to the spawning, feeding and migration of fish which have been of great value to the fishermen. The speaker gave some interesting illustrations of these researches. This interesting address might be summarized by saying "Canada should eat more fish."

Dan Wilson, retail grocer, Callender, Ont., recently suffered a loss by fire.



Potato Market Shows Downward Tendencies

Prices Have Fallen Considerably During the Past Few Weeks — Heavy Crops and Little Demand Said To Be the Cause—Little Likelihood of Export Demand From United States

TORONTO, Feb. 2.—For the past few weeks potatoes have been in a gradually declining position, which altogether different from what was nticipated last fall. The demand is very mall and prices have declined consider-bly since the first of the year. The resent price to the retail trade is $1.40 $1.50 per bag, but one wholesale ealer stated that he could buy in car ts on the track at around one dollar er bag. When a representative of Can-dian Grocer was in Orangeville during he past week, potatoes were offered by he farmers, delivered to the stores at 5 cents per bag.

The situation is a very unsatisfactory ne, both to the wholesale dealers and the retailers, as many put in a large supply during the fall when the market was firm, and the talk of a dry rot was sending prices upward. Heavy crops in both Canada and the United States and the later report that the rumor of a dry rot was greatly exaggerated is attributed to the declines.

What the future will be is uncertain, but the general feeling is that there is nothing in sight to strengthen the situation. The United States market is also a declining one. With the large crop over the border there is little encouragement for export to that country as in other years. This export trade was a big factor in stiffening prices at this season.

B. C. Fruit Growers Believe 1921 Will Be Big Apple Year

Lower Selling Price for Apples is Also Expected —Every Effort Will Be Made to Successfully Market the Crop.

VANCOUVER, Feb. 2.—(Special.) At the convention of the B. C. Fruit Growers' Association at Nelson several speakers emphasized the act that the 1921 crop of apples and ther fruits would in all probability sur-ass in volume the high record of 1919. t was pointed out several times that an xtra effort would have to be made to narket the increased output, and that a ig advertising program should be laid ut to insure the movement of the crop.

Several delegates also warned the rowers that there would have to be a ower selling price for apples in confor-nity with the lower price levels in all ther foods. They stated that boxes would be lower and that paper was also uoted at lower prices.

All crop forecasts, however, are conditional on the absence of frost. Last year frosts in May and June did enormous damage to what promised to be a splendid crop. There seems to be plenty of moisture in the hills to insure adequate irrigation throughout the coming summer, with the heavy February snow falls yet to come.

If the B. C. apples are graded carefully, packed as well, and advertised sufficiently, there will be no question about Canada using all the apples that the Okanagan and the other fruitful valleys of British Columbia can produce. With good quality, and fair price to start with, the "made in Canada" movement should also assist the B. C. fruit growers.

Canadian Catch of Fish in December Worth $964,181

OTTAWA, Feb. 1.—The total catch of sea fish landed off both coasts during the moth of December was 478,666 cwt., with a value in first hands of $964,181, against 433,939 cwt., valued at $1,282,283, for the same month last year.

Of the total catch for December this year 349,639 cwt. consisted of herring landed in British Columbia. This is 101,302 cwt. greater than the herring catch of that Province in the preceding December. The value, however, is $104,-504 less, owing to the state of the Oriental herring market, to which the bulk of the catch is sent.

The catch of haddock on the Atlantic coast was 10,000 cwt. greater than that of December, 1919.

Smelt fishing resulted in 15,649 cwt. being taken, against 28,741 cwt. last year. The decrease was due to the mild weather and lack of ice in the rivers and bays, fisheries branch officials state.

Lobster fishing in Charlotte and St. John counties, New Brunswick, since the season opened on November 15, gave a total catch of 6,336 cwt., against 4,528 cwt., for the same period in the year before.

There were 9,060 cwt. of halibut landed in British Columbia, against 14,344 during the preceding December. "It is worthy of note," states a report from the Marine and Fisheries Department, "that of the total landing of halibut at Prince Rupert in December last, 7,937 cwt. was brought in by American vessels and 808 cwt. by our own vessels."

W. R. Ingram, who has been assistant manager of the Swift Canadian Co., Winnipeg, has been transferred to the Toronto office, having been appointed general traffic manager for all the Swift enterprises in Canada, with headquarters in Toronto. He took up his new duties the first of this month. Mr. Ingram was tendered a farewell banquet in Winnipeg by the Winnipeg Manufacturers' Association.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Feb. 2.—The feature of the produce market this week is the lower quotations on eggs. There has been a steady increase in the production of eggs and this is quite evident by the offerings on the market. Coupled with this the supply of storage eggs is almost exhausted and the demand is now centred on fresh and selected eggs. The hog market shows more strength. Smoked meats are holding firm. The market for lard stands at a low level with only a fair demand for supplies locally. There is a good demand for both butter and cheese especially good export demand for cheese which resulted in a strong local market. Lower prices are quoted on finnan haddies this week and also on steak cod and fillets. There is a very good demand for fish which is expected to be even bigger next week in view of National Fish Day, February 9.

Butter Prices Hold

Montreal.

BUTTER.—There is no important change in the condition of the butter market this week, prices being maintained under steady demand for supplies for domestic consumption and for shipment to outside points. The Government reports for last week show an increase in the receipts of 662 packages over the same week last year and a decrease of 1,299 packages over the previous week. This tends to give the butter market a firmer undertone.

BUTTER—

Creamery prints, qual., new..	0 53	0 56
Do., solids, quality, new.....	0 51	0 55
Dairy, in tubs, choice	0 49	0 51
Do., prints	....	0 50

Barrelled Meats Steady

Montreal.

BARRELLED MEATS.—There is no change in the market for barrelled meats this week. Quotations are steady with a firm tone on barrel porks. The demand for domestic trade is only fair.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	29 00	54 00
Clear fat backs (bbl.), 40-50 pieces	25 75	47 50
Heavy mess pork (bbl.)	20 75	37 50
Plate Beef	....	25 00
Mess Beef	....	23 00

Firm Market for Cheese

Montreal.

CHEESE.—With the steady demand for the exportation of Canadian cheese there follows a firm feeling in the local market. Quotations on cheese stand firm at prices given.

CHEESE—

New, large, per lb.	0 27	0 28
Twins, per lb.	0 27	0 28
Triplets, per lb.	0 27	0 28
Stilton, per lb.	....	0 37
Fancy, old cheese, per lb.....	0 33	0 34
Quebec	0 28	0 30

Cooked Meats Unchanged

Montreal.

COOKED MEATS.—The market for cooked meats is quiet with only a small demand. Prices are unchanged this week.

Jellied pork tongues	....	0 40
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 33
Hams, cooked	0 61	0 68
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 63
Do., 6-lb. tins, per lb.....	....	0 16
Do., 25-lb. pails, per lb.	....	0 15

Lower Prices on Eggs

Montreal.

FRESH EGGS.—There has been a steady increase in the production of eggs throughout the country which has resulted in a weaker market and lower prices are quoted both on fresh eggs and storage eggs. At the same time there is a big demand for fresh eggs locally and buyers are taking advantage of the lower prices. The supply of storage eggs is almost exhausted and so the demand is centered on strictly fresh and select eggs.

EGGS—

Strictly fresh	0 78	0 85
Selects	0 75	0 80
No. 1 0	72	0 75

Some Lower Prices on Fish

Montreal.

FRESH FISH.—With the continuing cold weather some lower prices are quoted this week on fresh and smoked fish. Steak cod is reduced to 9 and 10 cents per pound. Haddies are all reduced in price, as also fillets, smoked herring and boneless herrings. New kippers are a little higher this week and bloaters by the box are also advanced 50 cents a box. There is a very good demand for fish at the present time and there is every indication that the demand will be even greater next week. National fish day comes on February 9 and the dealers are making the necessary preparation and much publicity is being given the event.

FRESH FISH

Haddock	....	0 08
Steak cod	0 09	0 10
Market cod	....	0 07
Flounders	....	0 10

FROZEN FISH

Halibut, large and chicken	0 16	0 17
Do., Western, medium	0 21	0 22
Mackerel	0 15	0 16
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11

SALTED FISH

Codfish, large, bbls., 200 lbs.....	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20

SMOKED

Chicken Haddies, 15-lb. box....	....	0 07
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box	....	0 17
Boneless Herring, per box	....	1 60
Smoked Herrings	....	0 21
Kippers, new, per box	....	2 75
Bloaters, new, per box	....	2 50
Smoked Salmon	....	0 35

BULK OYSTERS

Standard, No. 1	....	3 25
Do., No. 3, can	....	9 50
Selects, No. 1, can	....	3 75
Selects, No. 3, can	....	11 00
Jars, 1 doz. box	....	6 50
Do., 2 doz. box	....	12 50

Lard Market Quiet

Montreal.

LARD.—There is no change in the quotations on lard this week. The market is at a very low point at the present time and the strength of the hog market tends to lend a firmer tone to quotations on lard. The trade in lard is not very active at the present time.

LARD—

Tierces, 360 lbs.	....	0 20½
Tubs, 60 lbs.	....	0 21
Pails, 20 lbs.	....	0 21½
Bricks	....	0 25

Stronger Market for Hogs

Montreal.

FRESH MEATS.—The hog market shows more strength this week with prices standing firm at $17.50 per cwt. Some quotations have gone as high as $18 per cwt. The Montreal market quotations are higher than any other quotations in Canada on live hogs. Throughout the week there has been a fairly active market with a firm undertone. There is no change in the market for beef, prices remaining firm.

FRESH MEATS

Hogs, live (selected)	0 17½	0 17¾
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 25½	0 26
Fresh Pork—		
Legs of pork (foot on).....	....	0 33
Loins (trimmed)	0 35	0 36
Bone trimmings	....	0 28
Trimmed shoulders	0 25	0 27
Untrimmed	....	0 24½
Pork sausage (pure)	....	0 25
Farmer sausage	....	0 20
Spring lamb, carcass	0 22	0 26
Fresh sheep, carcass	0 16	0 18

Fresh Beef—

(Cows)			(Steers)	
$....	$....	..Hind quarters..	$0 22	$0 30
0 10	0 15	..Front quarters..	0 12	0 17
0 36	0 38	..... Loins	0 40	0 45
0 16	0 25	..... Ribs	0 16	0 28
0 10	0 13	.... Chucks	0 10	0 15
0 20	0 26	..... Hips	0 20	0 29
Calves (as to grade)			0 18	0 26

Poultry Receipts Smaller

Montreal.

POULTRY.—There is no important change in the condition of the market

r dressed poultry this week. Prices r all lines are firm owing to the small pplies coming forward and what supplies are suitable for the market are being held for the Lenten season.

OULTRY—

Turkeys, per lb.	0 54	0 60
Chickens	0 40	0 42
Fowl	0 30	0 35
Ducks	0 33	0 40
Geese	0 30	0 34

Smoked Meats Firmer

ontreal.

SMOKED MEAT.—There were no new evelopments in the market for smoked eat this week, prices being maintained r all lines with a steady business for omestic and country accounts. With e firmer market for hogs the quotations n smoked meats are given additional rength.

BACON—

Breakfast, best	0 38	0 43
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 36
Picnic Hams	....	0 32
Wiltshire	0 42	0 46

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	....	0 35
Do., 14-20	....	0 35
Do., 20-25	....	0 33
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

No Change in Shortening

SHORTENING.—There is no change in the shortening market this week, the demand is only fair and quotations are steady, following the trend of the lard market.

SHORTENING—

Tierces, 400 lbs., per lb.	....	0 18
Tubs, 60 lbs.	....	0 18½
Pails, 20 lbs., per lb.	....	0 19
Bricks, 1 lb., per lb.	....	0 22

ONTARIO MARKETS

TORONTO, Feb. 2.—The hog market is unsettled with a tendency for lower prices. Beef is also lower under heavy shipments. Cured meats are unchanged, but the tendency if anything is for easier prices. New laid eggs are easier and prices showed a recession. Receipts of new laids are rapidly increasing, and with the United States market lower, the tendency is that eggs will continue to be easier and lower. The cheese market is holding firm but butter has a shade easier tone. Lard in one pound prints is down 1 cent, but on tierce basis is unchanged. The market for both lard and shortening continues easy. In view of the approaching Lenten season the fish business has taken on a brisk appearance and all lines are now well represented. Poultry is firm under light receipts with some storage stocks being drawn on for local consumption.

Butter Market Steady

oronto.

BUTTER. — The butter market is teady with prices unchanged. Some rgentine butter has arrived, but the uality is very irregular. Large shipents are also arriving from the western provinces and are considered by some ealers as better quality than from any f the provinces.

UTTER—

Creamery prints	0 56	0 59

Cheese Holds Firm

oronto.

CHEESE.—Cheese continues to maintain the firm tone that has been in evience for some time. Quotations to the etail trade are unchanged.

HEESE—

Large, per lb.	0 29	0 31

wins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Cooked Meats Steady

oronto.

COOKED MEATS.—Cooked meats are olding fairly steady under a good demand. Quotations are unchanged.

oiled hams, lb.	0 52	0 59
oiled shoulders	0 45	0 48
ead cheese, 6s, lb.	....	0 17
hoice jellied ox tongue, lb.	....	0 62
ellied calves tongue	....	0 56
arge bologna, lb.	0 17	0 20

Above prices subject to daily fluctuations of the market.

Egg Prices are Lower

Toronto.

EGGS.—Receipts of fresh eggs continue to increase and prices have been reduced five to seven cents per dozen. Some Chinese eggs have arrived, but the quality is so poor that they are not meeting with much favor and it is doubtful whether further supplies will be brought in. United States fresh eggs are arriving and are giving satisfaction. Prices in the United States market are considerably lower than in Canada, which is a factor in reducing prices here. Storage stocks are practically cleaned up.

EGGS—

No. 1	0 70	0 73
New laid	0 78	0 80
New laid in cartons	0 83	0 85

Prices shown are subject to daily fluctuations of the market.

Hog Market Still Unsettled

Toronto.

FRESH MEATS.—The hog market is still in a more or less unsettled condition. Packers have been trying to get prices down but were unsuccessful and the bulk of the sales were made at an advance over last week's quotations of about 75 cents per hundred. The tendency is that hog values will go lower and packers are offering one dollar per hundred less for the balance of the week. The cattle market is also unsettled and prices dropped about 50 cents per hundred. This decline is attributed partly to the lower prices that prevail in the United States and partly to the fact that the United States is likely to impose a tariff which is having the effect of causing the farmers to market their stock. Fresh meat cuts are unchanged.

Hogs—

Dressed, 70-100 lbs., per cwt.	21 00	23 00
Live, off cars, per cwt.	15 50	15 75
Live, fed and watered, per cwt.	15 25	15 50
Live, f.o.b., per cwt.	14 25	14 50

Fresh Pork—

Legs of pork, up to 18 lbs.	....	0 28½
Loins of pork, lb.	....	0 40
Fresh hams, lb.	....	0 32
Tenderloins, lb.	....	0 63
Spare ribs, lb.	....	0 21
Picnics, lb.	....	0 23
New York shoulders, lb.	....	0 26½
Montreal shiulders, lb.	....	0 26½

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 23	0 26
Front quarters, lb.	0 14	0 16
Ribs, lb.	0 25	0 30
Chucks, lb.	0 12	0 15
Loins, whole, lb.	0 30	0 38
Hips, lb.	0 18	0 20

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 22	0 25
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 10	0 16

Above prices subject to daily fluctuations of the market.

Fish in Brisk Demand

Toronto.

FISH.—There is a brisk movement noted around the fish market and all varieties are well represented. Smoked haddies are in demand at 11 cents per pound. Fillets are also selling well at 17 cents which is one cent per pound lower than last week. Oysters are showing a better demand, especially the glass jars.

FRESH SEA FISH

Cod Steak, lb.	0 11	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 24
Fresh Whitefish	0 14	0 15
Fresh Herring	0 09	0 10
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 10	0 11

Oysters—

No. 1 tins	....	4 20
No. 3 tins	....	12 30
No. 5 tins	....	20 00
Glass jars, doz.	....	6 50

Shell Oysters—

600 count, per bbl.	....	20 00
800 count, per bbl.	....	18 00

FROZEN FISH

Halibut, medium	0 23	0 24
Do., Qualla	0 10	0 11
Flounders	0 10	0 11
Pike, round	....	0 08
Do., headless and dressed	....	0 09
Salmon, Cohoe	0 19	0 20
Do., Red Spring	....	0 26
Sea Herring	0 07½	0 08
Brill	0 10	0 11

Smelts—

Extras, per lb.	....	0 25
No. 1, per lb.	....	0 17
No. 2, per lb.	....	0 11

SMOKED FISH

Haddies, lb.	0 11	0 12
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	....	2 25
Boneless Digbys, box	1 65	1 75
Bundles, Digby	....	1 20
Ciscoes, lbs.	....	0 22
Salmon Snacks, lb.	....	0 24

PICKLED FISH

Labrador Herrings, kegs, 100 lbs.	....	6 25
Do., bbls., 200 lbs.	....	11 75
Do., pails, 20 lbs.	....	2 25

Salt Mackerel, 20-lb. kit		3 00
Holland Herrings, Milchers		1 30
Do., mixed		1 20

Lard Down One Cent

Toronto.

LARD.—Lard in one pound prints is down one cent per pound, bringing the price to 25 cents. The market is easy.

LARD—	
1-lb. prints	0 25
Tierces, 400 lbs.	0 23

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Cured Meats Unchanged

Toronto.

PROVISIONS.— Quotations on cured meats are unchanged. The market is uncertain due to the fluctuations in the hog market.

Hams—		
Small, 6 to 12 lbs.		0 39
Medium, 12 to 20 lbs.		0 38½
Large, 20 to 35 lbs. each, lb.		0 33½
Heavy, 35 lbs. and upwards		0 24½
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 54	0 58
Rolled, per lb.		0 66
Bacon—		
Breakfast, ordinary, per lb.	0 44	0 48
Breakfast, special trim	0 49	0 52
Roll, per lb.		0 32½
Wiltshire (smoked sides), lb.		0 37½
Wiltshire, three-quarter cut		0 41½
Do., middle		0 43½
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.		0 27½
Do., av. 80-90 lbs.		0 23½
Clear bellies, 15-30 lbs.	0 29½	0 30½
Fat backs, 10-12 lbs.	0 22	0 24

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork, 200 lbs.		41 00
Short cut backs, 200 lbs.	47 00	50 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight		56 00
Heavy		53 00

Above prices subject to daily fluctuations of the market.

Poultry in Light Supply

Toronto.

POULTRY.— Receipts continue very light and the market is firm with slightly higher prices. Storage stocks are commencing to move into consumption.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	$0 50	$0 58
Roosters	0 22	0 25
Fowl, over 5 lbs.	0 30	0 30
Fowl, 4 to 5 lbs.	0 27	0 28
Fowl, under 4 lbs.	0 20	0 23
Ducklings	0 32	0 35
Guinea hens, pair	1 25	1 50
Spring chickens, live	0 25- 0 30	0 30- 0 35
Geese	0 22	0 30

Prices quoted to retail trade:

	Dressed	
Turkeys	0 60	0 63
Geese	0 35	0 40
Hens, heavy		0 35
Do., light	0 30	0 33
Chickens, spring	0 35	0 43
Ducklings	0 32	0 40

Shortening Steady

Toronto.

SHORTENING.—There is no change in quotations on shortening. The market is ruling steady with an easy tone.

1-lb. prints	0 18	0 20
Tierces, 400 lbs.		0 15½

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

WINNIPEG MARKETS

WINNIPEG, Feb. 2.—The hog market is slightly firmer and fresh pork products are expected to show an advance in the very near future. Lard and shortening are moving very freely. Cheese is firmer and higher prices can be expected. The creamery butter market remains firm and dairy butter is weak. Eggs from the South are arriving. The poultry market is firm under a very light demand. The fish market has been quiet due to the mild weather.

Hog Market Steady

Winnipeg.

FRESH MEATS.—The hog market during the week has been steady. Selected live hogs are being offered at $14.25 per cwt. The few veal calves on the market are bringing from $7.00 to $8.00. Sheep and lambs are quiet and the receipts very light. Good lambs are bringing $11.00 and sheep $6.00. Fresh pork cuts are a little higher and fresh beef is slightly easier.

Selected, live, cwt.		14 25
Heavies		11 25
Light		14 25
Sows		8 25
Fresh Pork—		
Legs of Pork, up to 35 lbs., lb.	0 22	0 27
Spare Ribs		0 23½
Loins of Pork, lb.	0 32½	0 35½
Fresh Hams, lb.	0 24	0 29
Picnics, lb.		0 25
Shoulders		0 27
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 13	0 24
Front quarters, lb.	0 08½	0 13
Whole carcass, good grade, lb.	0 10	0 18
Mutton—		
Choice, lb.		0 16
Choice long hinds (leg and loin)		0 25
Choice Stews		0 11
Lambs—		
Choice, 30-45 lbs.		0 24
Veal—		
Good veal, 40 to 80 lbs., hind quarters		0 22
Carcass		0 16

Butter Market Firm

Winnipeg.

BUTTER. — Creamery butter continues firm and is quoted at 60 cents per pound. Dairy butter is weak and can be bought as low as 35 cents per pound.

BUTTER—		
Creamery, best table grade		0 60
Dairy, best table grade		0 35
Margarine	0 30	0 35

Smoked Meats Quiet

Winnipeg.

PROVISIONS.—The demand for ham and bacon is quiet with no change in quotations.

8 to 16 lbs., per lb.		0 43
16 to 20 lbs., per lb.		0 42
Boneless, 8-16 lbs., per lb.		0 43
Skinned, 14-18 lbs., lb.		0 42
Skinned, 18-22 lbs., lb.		0 41
Bacon—		
Sliced, 6 to 10 lbs., lb.		0 63
Cottage Rolls, boneless		0 39
Bellies, 6-10 lbs., lb.		0 40
Do., 10-14 lbs., lb.		0 41
Do., 14-16 lbs., lb.		0 45

Cooked Meats Steady

Winnipeg.

COOKED MEATS.—The demand fo cooked meats at this season is only fai Prices are steady and unchanged.

Hams—	
Best quality, skinned, 8-13 lbs.	0 58
Do., 13-16 lbs.	0 55
Roast Ham, lb.	0 60
Roast Shoulders, lb.	0 28
Head Cheese, 1-lb. tins	0 17
Jellied Ox Tongues, lb.	0 68
Pork Tongues	0 61
Luncheon Cooked Meats, lb.	0 30

Lard and Shortening Steady

Winnipeg.

LARD.—The condition of the lard an shortening market shows an improv ment on a good demand.

Pure Lard, No. 1 quality, per lb. (in tierces of 400 pounds.)	0 25
Do., wooden pails, 20-lb. pails	5 50
Shortening, wooden pails, 20-lb. pails, per pail	3 90
Shortening, tierces of 400 lbs., per lb.	0 17

Cheese Market Firmer

Winnipeg.

CHEESE.—The cheese market show a firmer tone and higher prices are ex pected.

CHEESE—	
Ont., large, lb.	0 28
Ont., Twins, lb.	0 29
Ont., Triplets, lb.	0 29½
Man. cheese, large, lb.	0 27

Southern Eggs Arrive

Winnipeg.

EGGS.—Eggs from the south are no arriving and new laids are quoted a 76 cents per dozen. Local new laid i cartons are quoted at 81 cents per dozen Storage eggs are practically exhausted

Poultry Firm

Winnipeg.

POULTRY.—The poultry market is firm under a very light demand. N fresh poultry is arriving.

POULTRY	Per lb.
D.P. Broilers, 2½ lbs. and under	0 35
D.P. Chickens, 3½ lbs. and under	0 32
Do., 3½ lbs. and over	0 34
C.D. Fowl, 3½ lbs. and under	0 29
Do., 3½ lbs. and over	0 31
Turkeys, mixed weights	0 47
Choice Geese	0 35

Fish Business Quiet

Winnipeg.

FISH.—There is no change in fish quotations this week.

Black Cod, lb.	
Brills, lb.	0 08½
Herring, Lake Superior, 100-lb. sacks, new stock	
Halibut, cbicken, cases 300 lbs.	0 15½
Do., broken cases	0 16½
Jackfish, dressed	0 10
Pickerel, case lots	0 13
Salmon—	
Cohoe, in full boxes, 300 lbs.	0 20
Do., in broken cases	0 21
Red Spring, in full boxes	0 24½
Do., broken cases	0 25½
Soles	0 08½
Baby Whites or Tulibees	0 09½
Whitefish, dressed, case lots	0 17
Do., broken cases	0 18

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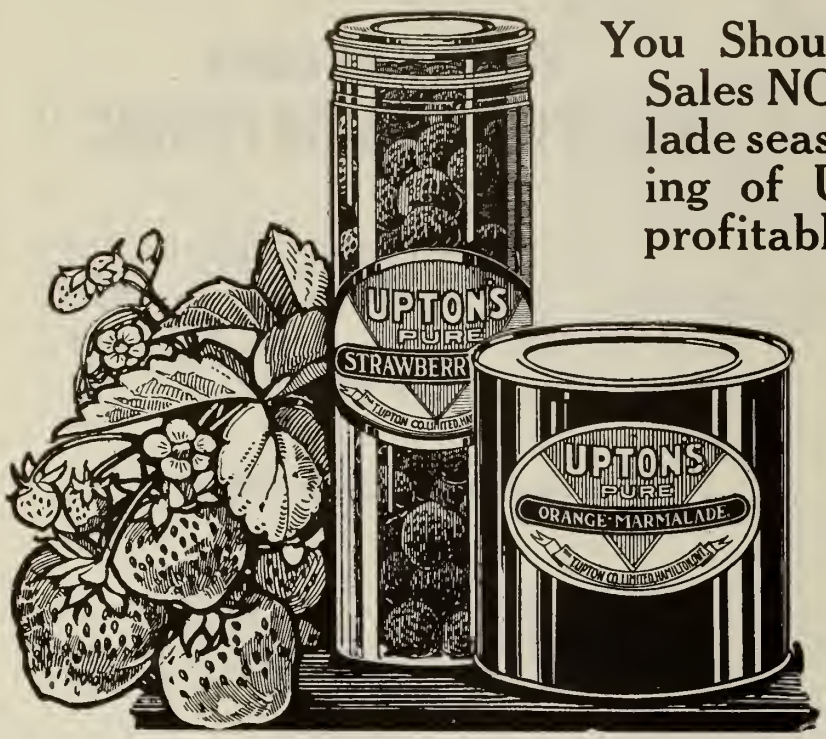

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It Pays to Feature

CHAMBERLAIN'S FAMILY REMEDIES

Chamberlain's Cough Remedy and Stomach and Liver Tablets are two popular remedies whose curative properties have won a reputation from coast to coast. Along with the other members of the Chamberlain family they offer grocers an exceptionally profitable selling proposition. Write for booklet with price list of **Chamberlain's Remedies**—it pays to stock them. They're all good sellers.

Try a sample order to-day.

Chamberlain Medicine Co., Limited
TORONTO

Master Mason

The Plug Smoking Tobacco which MAKES AND HOLDS CUSTOMERS

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason**—the peer of "Joy Smokes."

Rock City Tobacco Co.
Limited
QUEBEC and WINNIPEG

MACDONALD'S

Increased Sales—Quicker Turnover — More Profit

AT the present time Macdonald's Tobaccos offer the retailer greater inducements than any other commodity. The profit on Macdonald's—always a generous one—is now bigger than ever and constantly increasing.

Macdonald's Tobacco shows you a handsome return on your money. Naturally this return is multiplied by every turnover. The Macdonald turnovers are unquestionably rapid, and the persistent, extensive Macdonald advertising is creating a still greater demand for these popular tobaccos, speeding your turnover and increasing your profits.

Then, too, there is the **extra** profit from the four to six plugs overrun in every 10 lb. caddy you buy.

Three sources of **profit** surely make Macdonald's a line worthy your sales-efforts.

11-T

The Tobacco with a heart

RB ★-2.50	-0001
SA Rc 12.00	-0002
RE ★-0.75	-0003
RA ★-1.25	-0004
SE Ch-7.45	-0005
RD ★-0.33	-0006
RD ★-4.25	-0007
RA Pd-0.50	-0008
RD ★-0.89	-0009
RB ★-0.15	-0010
RE ★-5.35	-0011
SA Ch-4.50	-0012
-D NS-0.00	-0013
RB ★-2.23	-0014
SD Ch-3.75	-0015
RA ★-4.08	-0016
RE ★-0.75	-0017
RD ★-1.00	-0018
SE Ch-1.25	-0019
RB ★-5.75	-0020
RD ★-0.47	-0021
RA ★-1.25	-0022

The history of the day's business

Every time a sale is recorded on an up-to-date National Cash Register, a complete record of the sale is printed on a strip of paper inside of the register.

This strip of paper is called the detail-strip.

It shows how much business is done during certain hours, or during the merchant's absence.

It cannot be removed or changed without the merchant's knowledge.

It prevents the cash drawer being opened without a permanent record being made.

At the end of the day, the merchant takes the detail-strip out of the register and files it away.

It gives him a permanent, unchangeable history of each day's business.

The detail-strip is only one of the many features which make up-to-date National Cash Registers a business necessity.

This is a section of the detail-strip. For each transaction it shows (1) whether a receipt or slip was issued, (2) the initial of the clerk, (3) the kind of transaction, (4) the amount, and (5) the number.

Let our representative show you how it will help you make more money.

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

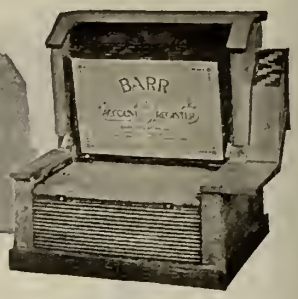
OF CANADA LIMITED

Barr Registers

Limited

Manufacturers of

THE BARR ACCOUNT REGISTER



Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?

II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?

III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?

IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. ***Write us and let us demonstrate.***

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man.

Help yourself to the profits!

Put Gold Dust packages where your customers can see them.

We can't do it all. Our advertising makes women *want* Gold Dust. They will *buy* when they see it on your shelves.

Gold Dust is "Made in Canada" and advertised in Canada. It's a money maker for you.

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL

THIS IS THE TEA
YOU HAVE BEEN WAITING FOR

In ½-lb. and 1-lb. CARTONS

SUPERIOR QUALITY—
MODERATE PRICE—
SATISFACTORY PROFIT

CHASE & SANBORN - MONTREAL

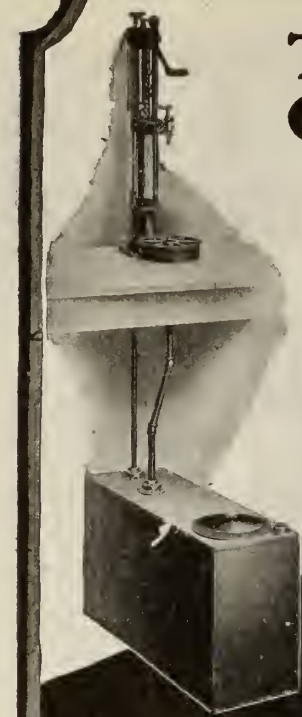
DOMINION BRAND TOMATO SOUP

Red, ripe tomatoes—pure spices—choice condiments —expert chefs—spotless kitchens—and the sum of all these is Dominion Brand Tomato Soup

Order your supply to-day

DOMINION CANNERS LIMITED
HAMILTON, CANADA

Dominion Canners, Limited
Hamilton, Ontario



Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made actually paid you a profit, or have the profits gone glimmering, because of overmeasure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A

BOWSER ESTABLISHED 1885

OIL STORAGE OUTFIT

will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

LET US SEND YOU LITERATURE
PROVING OUR CLAIMS

S. F. BOWSER CO., LIMITED

66-68 Fraser Ave. - - - TORONTO, ONT.

Sales Offices in All Centres *Representatives Everywhere*

EDDY

ESTABLISHED A.D. 1851.

Why Eddy's Lead

No amount of publicity could, of itself, have won for Eddy's Matches first place in the estimation of the Canadian match buying public.

It took **Quality** as well as Publicity to do that. And it is this Quality, so evident in every box of Eddy's, coupled with constant consumer advertising that is keeping up Eddy popularity. The public knows that the name Eddy on the outside of the box is a guarantee of the matches within.

Link your store with the Eddy reputation. Let your customers know you sell Eddy's Matches and **Eddy's Indurated Fibreware** —the sanitary and durable utensils that never bulge or leak.

The E. B. Eddy Company, Limited

HULL : : CANADA

Packed in England

We Are Prepared—

THE announcement that Tetley's has come back to Canada to stay has resulted in a steadily increasing number of orders each day. But the frequent shipments of Tetley's which we are receiving enable us to fill all orders promptly. We shall be glad to take care of you, too.

Naturally there is bound to be a big demand for teas that are as good as Tetley's Golden Tips and India and Ceylon Sunflower teas. They have a clear deep color and refreshing fragrance that is the result of the careful selection of leaves. And a knowledge of their blending has been gained from over 100 years experience. Here you find superior cup quality.

Your orders will receive prompt attention.

TETLEY'S TEA

Makes good tea a certainty.

KNOWLER & MACAULAY, Ltd.
VANCOUVER
Selling Agents for
British Columbia

MASON & HICKEY
Head Office, WINNIPEG, MANITOBA
Selling Agents for
Manitoba, Saskatchewan and Alberta

CENTURY SALT

A sparkling white salt refined to the utmost possible point of purity. Well advertised. Deservedly popular.

SIFTO SALT

Once the ladies try it—no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white, sparkling salt.

DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
Manufacturers and Shippers.

Sundried Apples

From now until further notice, we will pay

7½ cents per pound
F.O.B. Shipping Points

Cheques sent promptly.

W. H. Millman & Sons
GROCERY BROKERS, TORONTO, ONT.

The Sarnia Paper Box Co.
Sarnia, Ont.

Manufacturers of
Ice Cream, Butter and Egg Cartons
Also
Handy Paraffin Containers
Suitable for Salted Fish, Mincemeat, Oysters, Pickles, Etc.

Three reasons for buying "Sarnia" Boxes:

I. Quality
II. Service
III. Prompt Delivery

YOU CAN'T DO BETTER ANYWHERE

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$12 50
Reindeer Brand, each 48 cans	12 00
Silver Cow, each 48 cans	11 50
Gold Seal, Purity, ea. 48 cans	11 35
Mayflower Brand, each 48 cans	11 35
Challenge Clover Brand, each 48 cans	10 60

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	$7 90
Jersey Brand, Hotel, each 48 cans	7 00
St. Charles Brand, tall, each 48 cans	8 00
Jersey Brand, tall, each 48 cans	8 00
Peerless Brand, tall, each 48 cans	8 00
St. Charles Brand, Family, 48 cans	7 00
Jersey Brand, Family, each 48 cans	7 00
Peerless Brand, Family, each 48 cans	7 00
St. Charles Brand, small, each 48 cans	3 70
Jersey Brand, small, each 48 cans	3 70
Peerless Brand, small, each 48 cans	3 70

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$8 00
Reindeer Brand, small, each 48 cans	9 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.,

Toronto, Ontario.

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	$4 80
98-lb. jute bags, per bag	6 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	6 50

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches

Boxes—	
40-lb Canada Laundry	$0 09
100-lb. kegs, No. 1, white	0 09½
200-lb. bbls., No. 1, white	0 09½
40-lb. Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 11¼
Celluloid, 45 cartons, case	4 50

Culinary Starch

4 lbs. W. T. Benson & Co.'s Challenge Corn	0 09

(Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½

(20-lb. boxes ¼c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 11
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 09½
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 09½
40 lbs. Argo Corn Starch, 1 lb. packages	0 09½
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 1

(20 lb. boxes ¼c higher, except Potato Flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 9
5-lb. tins, 1 doz. in case	6 5
10-lb. tins, ½ doz. in case	6 2

KARO

24—2-lb. tins, per case	$5 30
12—5-lb. tins, per case	5 95
6—10-lb. tins, per case	5 65

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	$5 30
5-lb. tins, 1 doz. in case	5 95
10-lb. tins, ½ doz. in case	5 65

(5, 10, and 20-lb. tins have wire handles.)

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 8

MAGOR, SON & CO., LTD.
INFANTS' FOOD

Robinson's Patent Barley—	Doz
1-lb.	
½-lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODUCTS, LIMITED

Ontario Prices.

KLIM

8 oz. tins, 4 dozen per case	$11 2
16 oz. tins, 2 dozen per case	10 2
10 lb. tins, 6 tins per case	23 0

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tin
D.S.K., ¼ lb.	
D.S.F., ½ lb.	
D.C.F., 1 lb.	
F.D., ¼ lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

Keen's Oxford, per lb.	0 2
In cases, 12 12-lb. bxs. to case	0 2

NUGGET POLISHES

	Doz
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 2
White Cleaner (liquid)	$2 0
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 8
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 6

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 2
Bobs, 12s	1 1
Currency, 12s	1 1
Stag Bar, 9s, boxes, 6 lb.	1 0
Pay Roll, thick bars	1 3
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 2
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 2
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 3
Forest and Stream, tins, 9s, 2-lb. cartons	1 4
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 5
Master Workman, 2 lbs.	1 2
Master Workman, 4 lbs.	1 2
Derby, 9s, 4-lb. boxes	1 3
Old Virginia, 12s	1 7
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 9

Never let your customer get the idea that there is any hardship entailed in buying

"Canadian Products"

For Instance

Wallace's Herring

represents the highest quality canned herring purchasable At Any Price.

Wallace's Kiltie Pink Salmon

commands a premium in the foreign markets of the world.

And in every line of merchandise, the interested citizen will find a Canadian product that—quality for quality—and price for price—ranks ACE-HIGH.

100% Pure—100% Sweet

Royal Acadia

ROYAL ACADIA SUGAR

"Every Grain Pure Cane" is the truthful description of Royal Acadia—the sugar that is **always** 100% Pure and 100% Sweet. You can always recommend **Royal Acadia** as the best sweetening medium for every purpose and know that it will always live up to your highest recommendation. Specify **Royal Acadia** next time you order.

The
Acadia Sugar Refining Co., Ltd.
HALIFAX, N.S. MONTREAL, QUE.

Purity TABLE SALT

Salt is a Necessity
Recommend "Purity" Brand

Good salt is indispensable, so suggest "Purity."
Free-flowing table salt in cartons or put up in bags.

The Western Salt Co.
Limited
Courtright, Ontario

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & CO.
Hamilton and Winnipeg

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subquent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can is rule be overlooked. Advertisements received without remittances cannot be acknowdged.

POSITION WANTED

OUNG MAN — FRENCH-CANADIAN — DEsires position, 6 years' experience in Montreal d 4 years with general merchants. References. ve particulars, stating wages. Box 25, Canaan Grocer, 128 Bleury St., Montreal.

OSITION WANTED AS CLERK IN GENERAL store. Two years operated own business. ree years' experience as clerk. Speak both ench and English. Age 24. Box 118, Canadian ocer, 153 University Ave., Toronto, Ont.

XPERIENCED TEA AND COFFEE MAN REquires engagement as tea taster and buyer, 15 ars in the trade. Thoroughly qualified as yer and blender. At present employed, would e a change. Age 32. Box 450, Canadian ocer, 153 University Ave., Toronto, Ont.

ERMANENT POSITION WANTED BY YOUNG married man, who is a salesman and not raid of work. Having eight years' experience in eneral retail store, can give best of reference. ull information at Box 452, Canadian Grocer, 153 niversity Ave., Toronto.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

SALESMAN WANTED

SALESMAN WANTED—WE REQUIRE A representative who has made a success in a retail store and who wishes to broaden his experience and at the same time increase his present earning power and immediate prospects. Salary and bonus on sales. To a man of ability and character this position offers a bright future. Write The MacLean Publishing Co., Ltd., Trade Newspaper Division, Toronto, Canada.

A BUSINESS MAN—TO REPRESENT US IN the field. One who has been in business for himself preferred. McCaskey Systems Limited, Counter Check Books and Credit Registers, Galt, Ont.

IN WRITING ADVERTISERS, PLEASE MENTION THIS PAPER.

FOR SALE

FOR SALE—ONE McCASKEY ACCOUNT REgister, in good condition, will hold one hundred and twenty accounts, can be enlarged to hold one hundred more. Good bargain. Shaw & Ellis, Pocologan, N.B.

FOR SALE—GENERAL STOCK AND FIXtures, consisting of groceries, dry goods, boots and shoes, etc., valued at about $7,000. Located in exceptionally good farming district, about twenty miles southwest of London. Proposed Provincial Highway passing this corner store. Low rent, living quarters in connection, natural gas for heating and lighting. Two railways, P.M. and M.C.R. Apply to Box No. 444, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—MEAT AND GROCERY BUSINESS. Ontario town. Population 25,000. Yearly turnover about $70,000, 80 per cent. meat. Small expenses. One of the best money makers in Canada. Owner retiring. Must sell at once. Apply Box 446, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE — COMMISSION BUSINESS, ONtario city, 100,000 population, money maker, controls several good selling lines. Book accounts, stock, etc., $50,000. Do not apply unless in position to make cash deal. Apply Box 454, Canadian Grocer, 153 University Ave., Toronto, Ont.

MISCELLANEOUS

LEARN SHOW CARD WRITING AT HOME—A salesman who can make Show Cards can always earn more money and is always sure of his position. Professional Show Card Writer will teach speedy system by mail to a limited number. For particulars write Albert Edgar, 20 Edgar Building, Windsor, Ont.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

RID-OF-RATS

Patented, is Non-Poisonous and can be used anywhere without risk of killing house pets or injuring human beings. Eight years on the market. If your dealer doesn't carry it, send direct to the manufacturer

THE BERG & BEARD MFG. CO., 100 Emerson Place, Brooklyn, N.Y

Price $1.80 per doz. boxes; $1.00 per lb. (Discount quoted upon request)

We also manufacture a very effective Gopher Exterminator

Golden Orange Brand Oranges---Sunkist

A profitable market that is always open. Are you getting your full share? Make a display in your windows. Their rich, golden color and fresh appetite appeal attract attention whenever displayed.

FRESH cars of the CELEBRATED GOLDEN ORANGE BRAND ORANGES every week. Order a few cases and see their attractiveness. Display them, then watch your Business Grow.

Attractive cut-outs and display material furnished free with oranges.

Hugh Walker & Son, Ltd.

The House of Quality

Guelph - Ontario

Florida Oranges and Tangerines
Florida Tomatoes
California Celery
Iceberg Lettuce
Cauliflower
Sweet Potatoes
Cranberries
Marmalade Oranges
"Stripes Brand" Florida Grapefruit
WHITE & CO., LTD.
TORONTO

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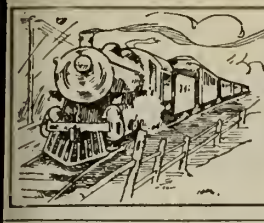
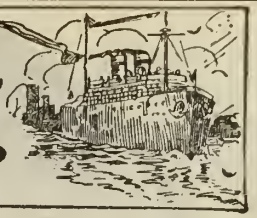


BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto

STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.

OPPENHEIMER BROS., LTD. Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

Canada Barrels & Kegs, Limited

Successors to

The Chas. Mueller Co., Ltd.

Manufacturers of Tight Cooperage

Waterloo, Ontario

A. F. VINCENTELLI & CO.

ANTWERP (BELGIUM)

The oldest Corsican Candied Peel and Fruit Manufacturers

CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

Information

We can keep you posted with all daily news and business Tips.

Canadian Press Clipping Service
143-153 University Avenue, Toronto

HOGS AND HOG PRODUCTS UNSETTLED

Hogs and hog products are in an unsettled condition. The big packers are not overly anxious to stock up on hogs at the present prices and every week set out to hammer down prices. They are not always successful, however, as the smaller packers and butchers generally take up any surplus of the offerings. During the past week receipts have been larger and prices slightly reduced, but packers continue to bid at lower levels. Until prices are reduced to the level more in line with the big packers' ideas there is little chance of the market for lard, shortening, and bacon becoming stronger.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

FOR THE FINEST···BUY AN R.M.
ASK FOR SAMPLES & PRICES
GASOLINE MANTLES
RECOGNIZED AS THE STANDARD MAKE
R.M. BAG
FOR LIGHTING SYSTEMS
FOR HANGING LAMPS AND LANTERNS.
R.M. Moore & Co. Ltd. VANCOUVER B.C.
PACIFIC COAST MANTLE FACTORY

CRESSY'S
CONCENTRATED FOOD FLAVORING EXTRACTS

Made from the purest ingredients. Many times stronger than Government standard. — Specify Cressy's when ordering Extracts.

John R. Cressy Co., 523 King St. TORONTO

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

FOR SALE

Choice Yellow Dutch Set Onions for spring delivery. Buyers would do well to get our prices before placing their orders. No order too large and none too small.

REID, EDIGHOFFER & SON,
Dashwood, Ont.

BARRELS

For all purposes. The best package for exporting. I can make them to suit your goods.

JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Eliminate Posting & Making of Itemized Statements

Simply—
①Bring forward customer's balance.
②Add *to-day's* charge purchase and file original in Register

Make One Accounting Operation Replace Three

If you could instantly reduce part of your expense 66⅔%, would you do it? Good business judgment says "yes." If there is a simple yet efficient method of reducing your accounting operations by 66⅔%, the same good business judgment says, "put that method in practice *now*."

You, as a good merchant, extend credit service to those customers who deserve it. But this service is costing you many times what it should in unproductive *Work Hours* now devoted to posting to ledger and making itemized statements. These two accounting operations in your present system are a costly drag which can be completely eliminated. Two hundred thousand retail merchants in this country alone have done it. These merchants have adopted the McCaskey System of Accounts.

With this remarkably simple yet efficient system all customers accounts are posted and balanced with a statement-to-the-minute accompanying each charge purchase, with but one writing—the original entry. This invariably pleases the customer and speeds up collections, yet at a big saving in your present accounting costs.

It will cost you nothing to learn what a McCaskey System of Accounts, devised and developed to meet the individual needs of your business, will do for you.

McCaskey SYSTEMS SALESBOOKS ©

GALT, ONTARIO

Metal Safe Protection from Fire— A System Complete

We Supply Counter Check Books of Every Kind

The Quality of the Insecticide is Everything

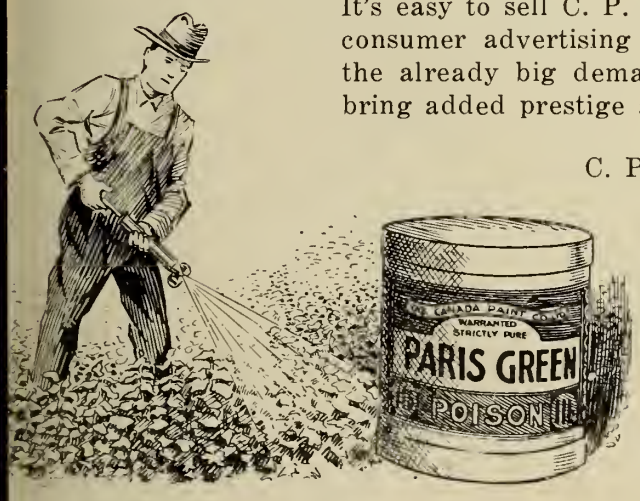
The mere spraying of fruit trees and vegetable plants is not by any means an assurance of protection against the destructive insect pest.

Best results can only be obtained by the use of first quality sprays.

Dealers handling

C.P. INSECTICIDES

are in a position to meet the spraying requirements of every farmer and fruit grower with the right quality spray for every purpose. The poisoning strength and killing power of these Insecticides assure complete control over the insect menace without the least injury to foliage or fruit.



It's easy to sell C. P. Insecticides. A well-placed campaign of consumer advertising during the coming months will increase the already big demand for these effective Insecticides and bring added prestige and profit to the dealer selling them.

C. P. Insecticides include—

Dry Lime Sulphur
Paris Green
Sprayide
Arsenate of Lime
Arsenate of Lead
(Dry and Paste)

Write for full particulars and prices

THE CANADA PAINT CO.
LIMITED

Makers of the famous "Elephant" Brand Genuine White Lead

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

Read Your FIVE ROSES Cook Book

for your Profits' Sake

For over 600,000 housewives this famous book is the great daily reminder of what they require in the grocery line.

In its 1,001 recipes are repeatedly mentioned almost every profit-bearing ingredient you handle for baking purposes.

The dealer who stocks FIVE ROSES Flour is present **in profit** at every meal.

He collects his little royalties on every loaf and cake, every pie and pudding baked from its famous pages.

While we insist upon 40 cents in stamps before mailing a copy to the general public (and have mailed about 50,000 on this basis last year), we will send one copy **FREE** to any legitimate grocer on request.

And when you consult your copy, just bear in mind that this tremendous selling force is constantly at work in every second English-speaking home in Canada.

LAKE OF THE WOODS MILLING CO.
LIMITED
Makers of FIVE ROSES Flour
MONTREAL and WINNIPEG

Offices: Montreal, Toronto, Ottawa, London, St. John, Quebec, Sault Ste. Marie, Sudbury, Winnipeg, Keewatin, Ft. William, Portage la Prairie, Regina, Medicine Hat, Moose Jaw, Calgary, Edmonton, Vancouver, Victoria.

Daily capacity: 27,400 bags.

FEATURING MADE-IN-CANADA PRODUCTS

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE: TORONTO, FEBRUARY 11, 1921 No. 6

Welch's

QUALITY FRUIT JAMS

WELCH Lades Quality fruit jams are absolutely pure and more than comply with pure food laws in the Dominion. Peachlade, Plumlade, Grapelade, Cherrilade, Strawberilade contain only the choice fruit for which they are named —and from which they are made. Nothing but pure sugar is added to any of them.

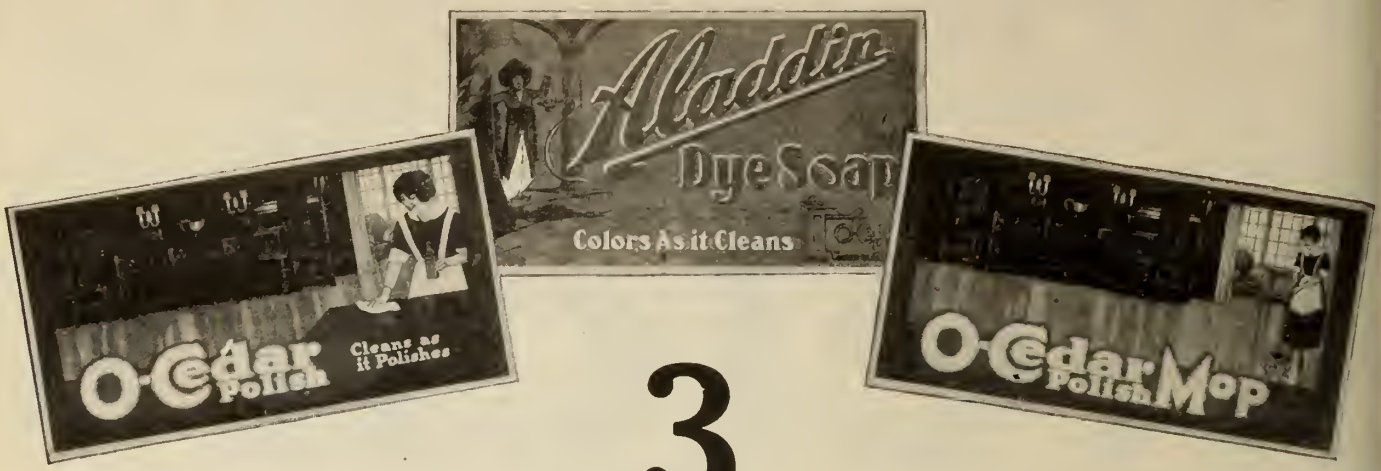
And Welch Pure Fruit Jams are 100% value because they are 100% eatable products. All are smooth and spread like butter. All are free from seeds, skins and pits. All are distinctly different from ordinary jams, each product having a flavor all its own.

Retailers should stock now this line of Welch Pure Fruit Jams. The No. 16 glass jars in which these jams are packed are just the size for frequent buying. And this year the sales will be quickened by more extensive advertising than ever before.

Your jobber will gladly give you full information and is ready to supply you immediately.

The Welch Co., Limited, St. Catharines, Ontario

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation



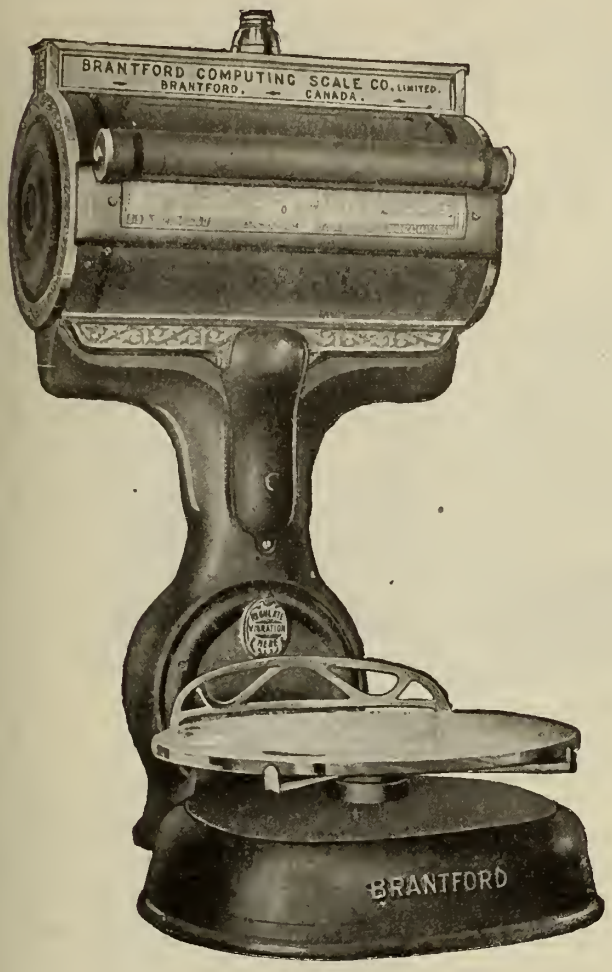
3 POSTERS

That are sales-makers

Above we show the first 3 Posters of our 1921 Campaign. Others equally striking are in course of preparation. This Campaign covers Canada from Coast to Coast. Window-Cards of the same design as Posters are available, and will be sent to any merchant on request.

CHANNELL LIMITED - TORONTO

Do You Weigh For A Profit Or A Loss?



One of many outstanding features of a **Brantford** Scale is that it weighs the goods straight into dollars and cents. The result is that an inexperienced or untrained clerk cuts up cheese or bacon and weighs bulk goods, and you receive full payment for every fraction of an ounce sold.

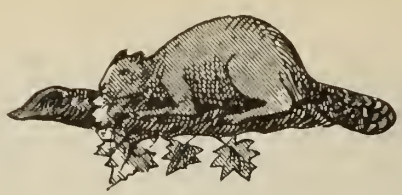
You have worked for money most of your life. When your money is invested in a **Brantford** Scale, it begins to work for you.

We make a Scale for every purpose.
Let us mail you our 1921 catalogue.

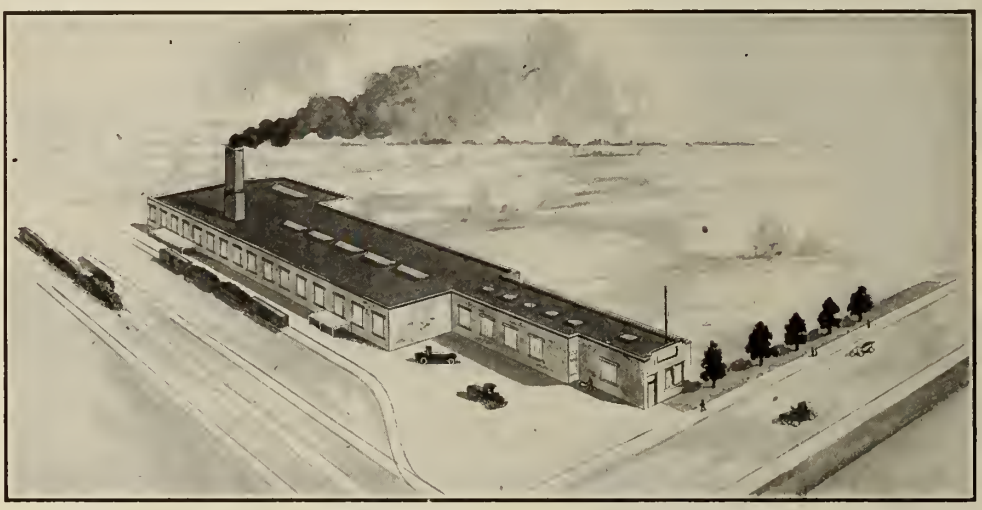
BRANTFORD SCALE CO., LTD.

BRANTFORD, ONTARIO

Agents: Cash Register Service Co., 40 St. Jacques, Montreal
280 Main St., Winnipeg



ANCHOR CAPS—World's Finest Seals are Made in Toronto, Canada

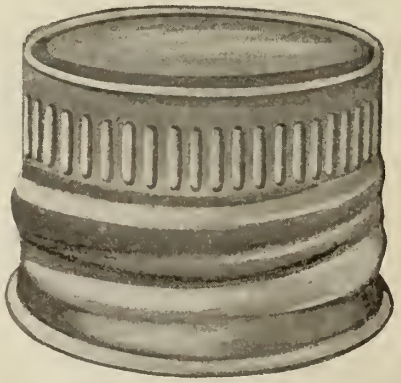


The above cut shows the New Canadian Anchor Cap Factory at Toronto where these incomparable seals are made by Canadian workmen for Canadian Packers and Manufacturers.

Below are shown cuts of the three popular seals (Anchor, Paragon and Turret) which offer packers of foodstuffs, etc., three ideal sealing mediums that will enhance the selling value of their product and bring their products to the consumer in the best possible condition.

Write for full particulars and further information.

TURRET



PARAGON

ANCHOR

Anchor Cap & Closure Corporation

OF CANADA, LIMITED

Wallace Ave. **TORONTO**

Every Kkovah Product is a Trade Builder of the Highest Calibre

You can't offer your customers food products of any higher quality than Kkovah Products, nor can you stock any better sellers than these high standard Kkovah lines:

KKOVAH HEALTH SALT
KKOVAH CUSTARD
KKOVAH LEMON PIE FILLER
KKOVAH CHOCOLATE PIE FILLER
KKOVAH EGG SUBSTITUTE
KKOVAH LEMONADE No. 15.
KKOVAH LEMONADE No. 25.
KKOVAH ORANGEADE No. 15
KKOVAH ORANGEADE No. 25
LAITOVA LEMON CHEESE (In glass jars and cartons).

Look over your stock and renew your supplies, or, if you have never experienced the satisfaction of selling these rapid movers, just ask your wholesaler for a trial order. Once you start selling them you'll know why so many live grocers feature them in their displays.

We can offer prompt deliveries on all lines.

SALES AGENTS:

Langley, Harris & Company, Limited

SUCCESSORS TO
MACLURE & LANGLEY, LIMITED

Montreal **TORONTO** **Winnipeg**

Ford TRUCK

For deliveries of groceries with speed and efficiency, and to extend your country trade, you need the Ford Truck—lowest in first cost and maintenance.

Sold as chassis only. Price $750 F.O.B. Ford, Ontario. Starter and electric lighting $100 extra.

Your dealer can advise you the best type of body to suit your needs.

Ford Motor Co. of Canada
LIMITED
Ford, Ontario

Gosse-Millerd's Ocean Products

Made in Canada? Yes
Quality Highest? Yes
Price Right? Yes

GOSSE-MILLERD'S PRODUCTS MEET EVERY DEMAND

Line up with the National Movement, Build a Reputation for Quality and Make Money.

GOSSE-MILLERD PACKING CO., LIMITED

VANCOUVER, B.C.

Selling Agents:

Western - - -	DONALD H. BAIN CO. - - -	Winnipeg, Man.
Eastern - - -	ROSE & LAFLAMME, LTD. - -	Montreal, Que.
New Brunswick - -	J. A. TILTON - - - -	St. John, N.B.
Nova Scotia and P.E.I. -	C. E. CREIGHTON & SON -	Halifax, N.S.

CLARK'S SPAGHETTI

With Tomato Sauce and Cheese

The finest grade CANADIAN made Spaghetti

CANADIAN grown Tomatoes

The best CANADIAN Cheese

MADE IN CANADA—BY A STRICTLY CANADIAN COMPANY GIVING EMPLOYMENT TO CANADIANS

But, Mr. Grocer, we don't ask you to buy it on sentiment.

The QUALITY is there, with the CLARK reputation behind it.

The SALE is good—and rapidly increasing—the "consumer" price is economical—and your MARGIN—IS RIGHT.

W. CLARK, LIMITED

MONTREAL

Buy "Made-in-Canada" Products

Every cereal product made by the Quaker Oats Company is made from the finest Canadian grown grains, by Canadian labor, in Canadian plants.

Their reputation as leaders in their respective fields is a well-known and tested fact to Canada's livest grocers from coast to coast.

In featuring the QUAKER line of Cereals and Flour you are offering your customers "ALL CANADIAN" goods of a standard above which there is no higher.

Check over your cereal stock to-day and select an order from the following list. You will find each product a seller and a winner of complete customer satisfaction. Your customers know the "QUAKER OATS" reputation. Display the products prominently—their reputation will quickly move them for you.

Quaker Oats, 18s.
Quaker Oats, 20s.
Tillson's Oats, 20s.
Tillson's Oats, 20s, with aluminum assortment.
Two-Minute Oat Food, 24s.
Scotch Fine Cut Oatmeal, 20s.
Quaker Best Cornmeal, 24s.
Quaker Corn Flakes, 36s.
Puffed Rice, 36s.
Puffed Wheat, 36s.
Scotch Health Bran, 20s.
Pettijohn's, 18s.
Quaker Farina, 24s.
Scotch Pearl Barley, 24s.
F. S. Pearl Hominy, 24s.
F. S. Hominy Grits, 24s.
Puffed Rice Pancake Flour, 24s.
Quaker Macaroni, 24s.
Quaker Spaghetti, 24s.
Quaker Egg Noodles, 24s.
Quaker Flour (all style packages).

Now is the time to feature Poultry Feeds like Ful-O-Pep Laying and Growing Mash, Chick Feed and Ful-O-Pep Scratching Grains.

Order your requirements from the list at the right. We can give you prompt deliveries.

Ful-O-Pep Laying Mash, 100s.
Ful-O-Pep Growing Mash, 100s.
Ful-O-Pep Scratching Grains, 100s.
Ful-O-Pep Chick Feed, 100s.
Ful-O-Pep Fattening Feed, 100s.

The Quaker Oats Company

MANUFACTURERS OF

CEREAL PRODUCTS

Peterborough, Ontario **Saskatoon, Saskatchewan**

Used Universally--

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans, and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

IMPERIAL
FLOOR DRESSING

Imperial Floor Dressing is a great boon to storekeepers and dealers. It catches and holds at least 90% of the dust that would otherwise settle on goods and display shelves and detract from their appearance

Imperial Floor Dressing is a sanitary, wood-preserving preparation that definitely lays dust. It will not gum or evaporate, and it keeps floors and fixtures looking their best at all times.

Imperial Floor Dressing is conveniently applied and surprisingly economical. One gallon treats from 500 to 700 square feet. A single application is all that is needed for weeks.

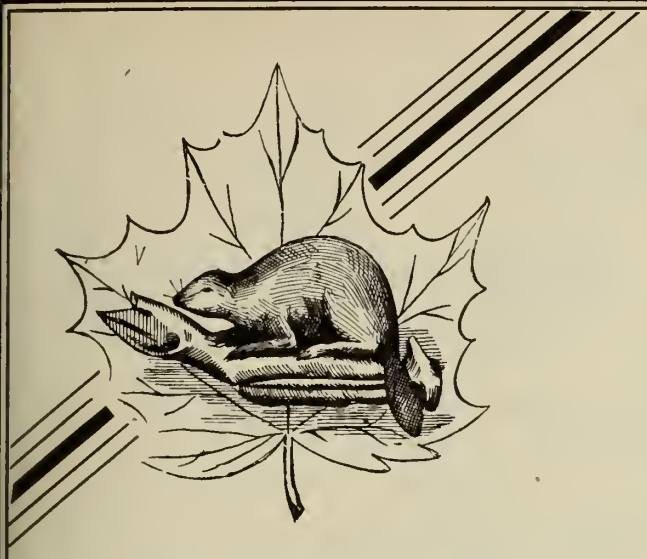
Imperial Floor Dressing is a big seller for use in hospitals, churches, schools, billiard halls and institutions of every kind. Its use on your own floors is the best demonstration you can make. That alone will create a steady, profitable demand for this high quality dressing.

Ask the Imperial Oil salesman about Imperial Floor Dressing.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES



Why you should sell

"Superior Brand"

MADE-IN-CANADA

Macaroni

CANADA imported $108,461 worth of Macaroni and Vermicelli from the United States during the year ending March, 1920. The figures for the period up to Nov., 1920, have not as yet been compiled, but as there was an increase in total imports of over 27% it is probable that there was a similar increase in Macaroni imports.

Canadian grocers who stock *Superior Brand* (made-in-Canada) *Macaroni* will have the double satisfaction of knowing that their Canadian dollar buys 100 cents' worth and they are helping to keep Canadian money in Canada, thereby assisting in reducing the present high rate of exchange.

Superior Brand Macaroni, Vermicelli, etc., is made in a modern Canadian plant by the most up-to-date machinery under the supervision of *Macaroni Experts.* Its flavor and quality is unsurpassed by any brand on the market, bar none. Only the finest Canadian hard wheat is used. It possesses a beautiful golden color, has no specks or spots and retains its shape and color in cooking.

Feature Canadian-made products like *Superior Brand Macaroni* and keep Canadians employed.

The Superior Macaroni Co., Limited

Toronto, Ont.

PURITY

Meet Spring Demand For Maple Products

with

OLD COLONY MAPLE SYRUP

and

OUR DELICIOUS MAPLE SUGAR

Proved Absolutely Pure by Government Tests.

Scientific Analysis Shows Quality Unsurpassed.

Hold a bottle of Old Colony to the light and you will see that it is free from foreign matter.

Old Colony Maple Syrup is clarified thoroughly before bottling, which costs us more, but it is the only way to obtain a syrup that is smooth, clean, and of consistent quality.

Every bottle of Old Colony Maple Syrup and every cake of our Maple Sugar has our guarantee of satisfaction to customers.

Every order given immediate attention, with prompt shipment.

Write for prices.

All orders billed through jobbers.

Canadian Maple Products
Limited

250 Van Horne Street - Toronto

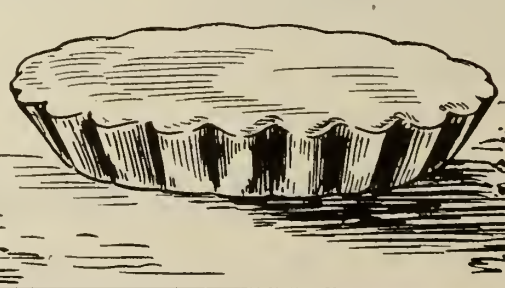
Representatives:

Man., Sask. and Alberta.
W. H. Escott Co., Ltd., Winnipeg, Man.

British Columbia.
Johnston-Lieber Mercantile Co., Vancouver, B.C.

Quebec.
A. Dumoulin & Co., 1950 St. Denis St., Montreal, Que.

Maritime Provinces.
Supplies Limited, Kentville, N.S.



Stick to this and LOSE

Your greatest benefits for 1921 will come from the benefits you confer on your customers

The Money Lost with this Out-of-date Equipment

Stick to the old methods and old equipment if you are satisfied to lose money—if you can afford the waste, inconvenience, displeased customers, and day by day *loss* of trade to wide-awake competitors—if your customers will stand for exposed food, dust, dirt, animals and vermin. It's the way to travel ***backward.***

Would Pay for This Sherer Counter in a Few Months

PATENTED

Buy this and WIN

Each month it will earn and save ***more*** for you than the small payment you make, to own a Sherer Counter. It means bigger sales, clean food, economy in space and handling. It allows quick service and better profits. It guarantees to you customers who will be pleased with your progress and better service.

Sherer-Gillett Co.

Dept. 57

GUELPH, ONTARIO

SHERER-GILLETT CO.
Dept. 57, Guelph, Ont.

Send us your 1921 proposition

Name.....

Street.....

Town.....

Province.....

Grocers Who Profit

Look for Turnover in Raisins

Sun-Maid Raisins are extensively advertised and in daily demand. Wise grocers sell Sun-Maid because its turnover is fast, its sales sure, **and its profits alive!**

Order Sun-Maid from your Jobber

Three Varieties:

Sun-Maid Seeded (seeds removed)
Sun-Maid Seedless (grown without seeds)
Sun-Maid Clusters (on the stem)

California Associated Raisin Co.
Membership 10,000 Growers
Fresno, California

Eureka Refrigeration Equipment

This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

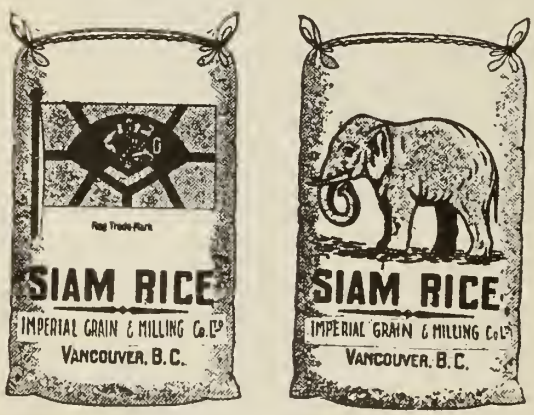
Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

BOXES AND CRATES

SUPPLIED BY

British Columbia Box Manufacturers

Combine Strength, Light Weight and Appearance

RAW MATERIALS, EQUIPMENT and SHIPPING FACILITIES equal to any demand.

Enquiries addressed to the Secretary

Box Manufacturers' Section
Canadian Manufacturers' Association
VANCOUVER

will receive prompt attention.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

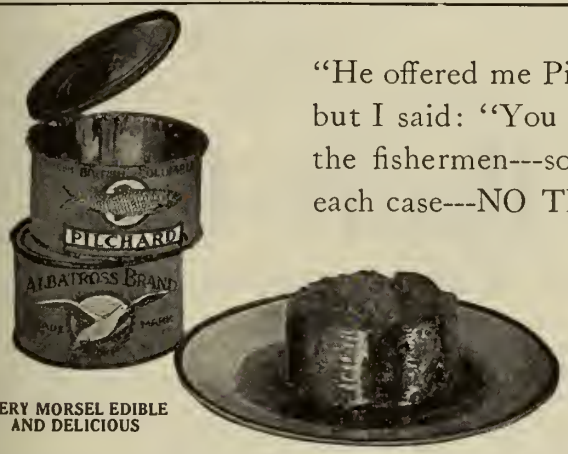
JOHNSON LIEBER MERCANTILE COMPANY of Canada, Ltd.
Brokers and Manufacturers' Agents
Established thirty years, maintaining offices in principal cities of Pacific northwest.
Our organization offers manufacturers every facility necessary to successful marketing of their product.
Calling upon Grocers, Confectioners, Hardware, Stationers and Ship Chandlery.
850 Hastings St. West, VANCOUVER, B.C.

JOHN PRITTY, LIMITED
Merchandise Broker and Manfrs.' Agent
HEAD OFFICE, REGINA, SASK.
—PRITTY—is well known to the trade.
—PRITTY—is Energetic.
—PRITTY—is Dependable.
—PRITTY—is a 100 per cent. producer.
LET—PRITTY—represent you in SASKATCHEWAN

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

LET CANADIAN GROCER Sell It For You.

Western Transfer & Storage, Ltd.
OFFICIAL CARTERS FOR
C.N.R., C.P.R., E.D. & B.C., Can. Central
G.T.P. and A. & G.W.
DISTRIBUTION—STORAGE—CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association



EVERY MORSEL EDIBLE AND DELICIOUS

"He offered me Pilchards a dollar a case cheaper than "Albatross," but I said: "You have to pay the same for cases, and cans, and to the fishermen---so I guess you save a dollar's worth of labor on each case---NO THANK YOU."

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia: Mason and Hickey
J. L. Beckwith, Victoria, B. C.

A Cigar Maker or Tire Manufacturer May Market Seconds

But you don't want Second Grade Fish.

WALLACE'S is—
The Best Fish that can be caught, in the Best Way it can be packed.

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

GIBSON-PATERSON-BROWN
LIMITED
Grocery Brokers and Manufacturers' Agents
WINNIPEG : CALGARY : VANCOUVER

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

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Packed in drum-shaped packages to retail at 5 cents. Forty packages to a carton. 22 cartons to a case.

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Commission Merchant

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We work the Retail and Wholesale Trade.

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R. C. Hannan, Manager (formerly with Lipton's). Montreal

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California Raisins of all kinds.

Gosse-Millerd (Vancouver Pack) Canned Salmon in Sockeye, Cohoe, and other brands.

Also all pickled and frozen Trout and Herring.

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OTTAWA - 1900 - PARIS

"Highest awards in all countries for past 90 years including 1919"

"I did not think the Maple you were preparing was so delicious."—Eugene Tarte (of La Patrie), Montreal.

"The name SMALL is standard for Maple quality, and price past 90 years. Advertised in street cars and leading farm and home papers. Stocked by jobbers world over."

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in

Canadian Grocer

It reaches the Buyers — It's a Business-Getter

Rates and Information on Request

Sell "Made-in-Canada" Products

Canada imported $380,966 worth of milk food from the United States in the 12 months ending March 30, 1920. Figures on milk for all of 1920 are not yet available, but the increase in our total imports in 1920 over 1919 is $201,596.58, and it is presumed that there was a corresponding increase in milk products.

Malcolm's Made-in-Canada Products

There are three vital reasons why Canadian grocers should sell MALCOLM'S ALL-CANADIAN MILK PRODUCTS:

First—
In selling them you and your customers are getting dollar for dollar value and your Canadian money stays in Canada.

Second—
You are encouraging Canadian enterprise and keeping Canadians in employment.

Third—
You are helping to reduce the exchange rate on Canadian money.

MALCOLM MILK PRODUCTS are made from the purest, rich country milk under ideal sanitary conditions in an all-Canadian factory, financed by Canadian capital and employing Canadian labor. They offer grocers an excellent profit margin and their quality is fully equal to the most widely advertised imported brands. Make 1921 an all-Canadian year—feature MALCOLM'S MILK PRODUCTS. It will pay you well.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO

"Member Audit Bureau Circulations"
"Member Associated Business Papers"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV. TORONTO, FEBRUARY 11, 1921 No. 6

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UNIQUE

Every once in a while the retail grocer has a new brand of tea imposed upon him—something that will revolutionize the trade. After a few hectic weeks its sponsors realize that the people of Canada are better judges of good tea than they had supposed; they withdraw their support and who suffers?—*the retail grocer*. By allowing "Salada" to represent your entire tea department you eliminate all risk of old stocks and tied-up capital. More than that, you secure *contented* tea customers!

To The
Grocery Trade

OUR PRICES ARE THE LOWEST

ON

RICE	PRESERVES	RAISINS
WHITE BEANS	MOLASSES	PRUNES
PURE LARD	PEAS for soup	FISH

Ask for our prices and see for yourself the advantages you have in placing your orders with us.

We will send you our BEAUTIFUL CALENDAR on request.

LAPORTE, MARTIN, LIMITEE

Wholesale Groceries, Wines, Liquors

584 St. Paul Street West, MONTREAL

Shirriff's TRUE VANILLA

Sell the Sort of Goods You'd Like to Buy

The surest indication of an article's "saleability" is your own opinion of its merits. Your customers cannot be expected to buy goods you wouldn't buy yourself—and be satisfied. Their satisfaction and your profit demand that you sell goods of unquestionable quality. When your customers ask for vanilla they want **Vanilla**—not a substitute. When you sell them Shirriff's True Vanilla Extract they **get** Vanilla—a very much higher percentage of genuine vanilla-bean extract than even the government standard demands.

You should have a good supply of Shirriff's Extracts on hand. When a customer asks for an extract—sell her Sherriff's. You will notice that she will specify Shirriff's the next time.

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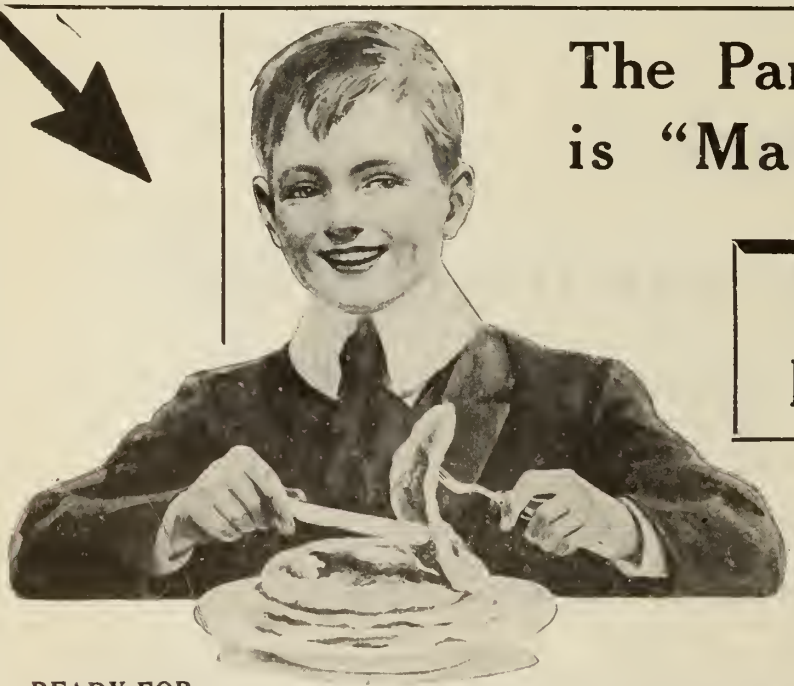

The Pancake Flour that is "Made-in-Canada"

WHITE SWAN PANCAKE FLOUR

This high-grade WHITE SWAN PANCAKE FLOUR is made in Canada from the finest ingredients by skilled Canadian labor.

READY FOR INSTANT USE BY SIMPLY ADDING WATER OR MILK

We don't ask Canadian grocers to buy it just because it is made in Canada, but because it is unequalled by any imported brands.

White Swan Spices & Cereals Ltd.

Toronto, Canada

More for Their Money

Times have changed. Your customers expect more for their money than a year ago. In Red Rose Tea they GET more for their money. They get a Superior quality of tea. It is not the cheapest tea—it is the best. And it goes farther because it's the strongest. Therefore it is the most truly economical.

Red Rose Tea

"IS GOOD TEA"

T. H. Estabrooks Company, Limited

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Sell Fish during Lent
and make Extra Profits

Leonard Brand

The very best of good FISH.

Smoked Haddies, Fillets, Kippers, Bloaters,
Fresh, Frozen, Dried and Pickled Fish.

Order from your dealer or direct from

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Place your orders frequently with your wholesaler to insure having fresh stocks of—

Robinson's "Patent" Barley

and

Robinson's "Patent" Groats

for Infants and Invalids

The national reputation that these two popular, high-grade products have won with Canadians has made them rapid sellers. If you've never before sold them you are missing daily opportunities.

MAGOR, SON and COMPANY, LIMITED

30 CHURCH STREET, TORONTO — 191 ST. PAUL ST. W., MONTREAL

Genuine Italian Olive Oil

at Greatly Reduced Prices

A Special Offer to re-introduce "PURITY" Italian Olive Oil — absent from the market since the early part of the Great War which made it impossible to import further supplies until recently. An opportunity for YOU to replenish your stocks at BARGAIN PRICES. We have received a complete assortment of sizes, namely, 6 gal., 1's, ½'s, ¼'s, ⅛'s, and 1-16 gal. tins.

Advise us promptly as to your needs and we will quote you.

P. Pastene & Co., Limited

340 St. Antoine Street, Montreal

CANADIAN GROCER

VOL. XXXV. TORONTO, FEBRUARY 11, 1921 No. 6

Present Sugar Prices Likely to Hold

Only One Refiner in Eastern Canada Is Now Working on Cheaper Raws—It Is Doubtful if Present Low Levels of Raws Will Remain Steady—A Firmer Market in Raws is Looked for.

By Special Correspondent of Canadian Grocer

MONTREAL, Feb. 9.—A rather peculiar condition has developed during the last two weeks in the sugar market. The prices on raw sugar have dropped considerably, and New York is quoting as low as $6.85 per hundredweight for refined. Still there does not seem any prospect that there will be a decline in Canadian prices, at least as far ahead as can be seen at present. This after all may not be as regrettable as it might appear. The Canadian market has only recently come to a stable condition; the price of sugar has been cut in two during the last six months and still many of our refiners are using the same expensive raw sugar that they were refining when the price was 20 cents per pound.

Low Prices on Raw

Almost during the whole of January the prices on raws stood firm at around 4½ cents, as is shown by the accompanying table, but at the end of the month and early this month the market suffered a sharp decline. The American refiners who are working direct from the primary markets are able to take advantage of the declining raw market and quote lower prices, but in most cases our own refiners are not able to do so, because only one or two of them are buying raws at all.

Prices on raws during January were as follows:

Jan. 3	.04⅜
Jan. 4	.04½
Jan. 5	.04½
Jan. 6	.04½
Jan. 11	.04½
Jan. 18	04 7/16
Jan. 19	.04¼
Jan. 20	.04⅜
Jan. 21	.04⅜
Jan. 22	.04⅜
Jan. 25	.04 5/16
Jan. 27	.04
Feb. 2	.03⅞
Feb. 3	.03¾
Feb. 4	.03½

This table shows that after the 25th of January the raw market started on a decline that brought the price down as low as 3½ cents per pound in New York.

Much Higher in Canada

It must not be overlooked that this price does not apply in Canada, since added to that is the duty and the present high rate of exchange, which would then bring the price up to approximately 4¼ cents per pound in Canadian funds. Even at that price, the refiners could place cheaper sugar on this market, if they were able to buy raw sugar at the present prices.

One Refinery Buying

The only refinery in Eastern Canada that is using the cheaper raw sugar is the Acadia Sugar Refineries, of Montreal. St. Lawrence Refineries have not yet started on the new stock and Atlantic has some time to go to finish up the expensive raws on hand. This means that only one refinery is in a position to consider lower prices. During the last three months of the old year chaos reigned in the Canadian sugar industry and prices were slashed everywhere, for the principal reason that the refiners were not standing together. Now, however, they are shoulder to shoulder and in that there is strength, much needed in the sugar industry in this country.

American Refiners Battle

A like battle to that which occurred in our own country is now waging in the United States and is responsible for the very low level to which sugar prices have swung in the last week. The Arbuckle Refineries quoted $7.10 per hundredweight for refined sugar but, as Canadian Grocer is informed, were unable to make deliveries. The price, however, started trouble and a few days later the Federal Refineries set the pace for the others to follow by quoting $6.85 per hundredweight and making deliveries.

Will Canada Import Sugar?

The question that is now waiting an answer is, "Will Canada venture to import American sugar at that price or will our present price be satisfactory?" Future prices on Canadian sugar depend upon the answer to that question. The one refinery that is now in the market to buy raw sugar holds the keys to the situation.

In speaking of this question to a Canadian Grocer representative, G. G. Shortt, of the Acadia Sugar Refineries, said: "It is very doubtful if it would pay anyone to import sugar from the United States, even at the very low figure that is now being quoted. Considering the exchange at 12½ per cent., which is a safe estimate, American sugar bought at $6.85 per hundredweight and brought into Canada would cost the purchaser at least $10.28. This is dearer than the Canadian sugar, even though the risk of a loss is disregarded. For that reason it is hardly to be expected that there will be any great influx of American sugar, at least at the present margin.

Look for Firmer Raws

The public cannot expect a more speedy decline in prices than has occurred in the sugar market, and for the benefit of the trade in general, and in fact the Canadian people, the present readjustments are quite rapid enough to suit the commercial conditions of our country. If the raw market stays as low as it is at the present time, which is very doubtful, lower prices will be quoted in time on refined sugar, but at the present time many of the refineries in this country are losing money on every pound of sugar turned out of their plants. Then, too, the demand for sugar that will be created in the United States as a result of the price cutting that is going on will undoubtedly result in a firmer market for raw sugar, with every likelihood that prices will advance. While the sugar market in Canada cannot be said to be an advancing one, it has every appearance of stability, which

is the most healthy condition. The demand for sugar is just beginning to improve after the stringency in its use that occurred during the high prices. The better the demand for our own sugar, the sooner will the Canadian refiners be able to follow closely the trend of the raw sugar market and give the public the full benefit of opportune buying."

The logical conclusion after a survey of the sugar market seems to be that the present quotations on sugar stand steady. Should anyone risk importing American sugar either at the present price or at a lower price, it is quite evident that there is at least one refinery in Canada that is in a position to cut the price and undersell the imported sugar. Besides, after interviews with the managers of the Montreal refineries, Canadian Grocer is of the opinion that, should the necessity arise, refiners of sugar in Canada would stand the further losses in order to hold the sales of sugar for our own Canadian firms.

Convincing Trade of Price Declines

How One Retail Firm Proved to Doubting Customers That Prices of Many Lines Have Come Down—A Card Prominently Displayed Shows Comparative Quotations

"HOW can I increase the volume of sales and at the same time restore that confidence in buying that previously existed with our customers?"

That is a problem that is facing many merchants to-day. The showing up of business, undoubtedly was the result of the public refraining from buying, when prices were on a downward trend. There is no doubt that the buying public is holding off their purchases, except for the bare necessities, waiting for a decline in values. But the remedy for this non-buying lies to a large extent in the merchants' own hands.

Good-Will a Valuable Asset

The good-will of a retail business is its most valuable asset, or, in other words the confidence which the customer places in the merchant. The customer must have confidence in the merchant, knowing that he will supply quality goods at a reasonable price. The public generally is not adverse to paying the merchant a price for his goods that will show him a fair profit. But the principal reason for the present dullness in business is the fact that many retail merchants are not reducing their prices in line with wholesale prices, and the public are apparently aware of the fact.

Recently the writer went into a store and inquired the price of potatoes and was told forty-two cents a peck. Just think of it! Forty-two cents a peck when the wholesale price of potatoes has declined to $1.35 a bag. In this same store a twenty-four pound bag of flour costs $1.95, which showed a gross profit of 30½ per cent. on the selling price, and that on an article that shows a quick turnover.

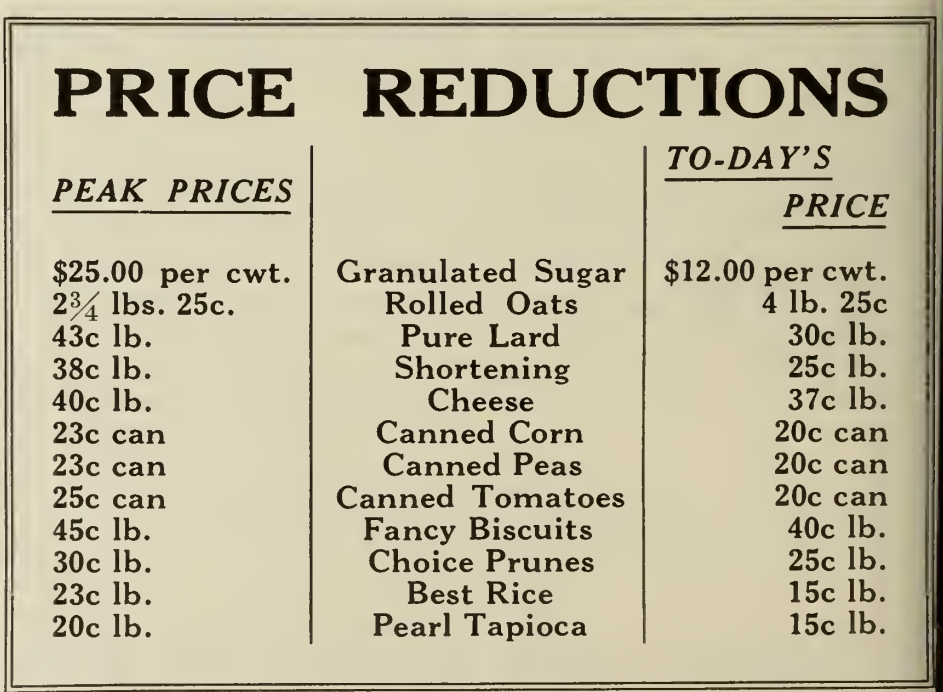
Many Make Reductions

Many merchants, however, are reducing the retail prices at the same time as wholesale declines take place. Some losses, naturally, are taken, but they figure that as prices moved upward on their stock in line with market advances losses will be taken care of by the gains made in the days when stocks were constantly increasing in volume. Then again, for the past year, these same merchants have been nursing their stock very carefully, buying only in small quantities and taking advantage of all price recessions.

A Convincing Scheme

Hutchinson and Foster, Alliston, Ont., are merchants who have been taking every advantage of market conditions and by so doing are retaining the confidence of their customers. When prices have come down they have also reduced the selling price. In many instances they have been able to do this without any great loss, because their stock has been reduced to as low a point as possible consistent with rendering good service.

"We have made it a special point to watch the markets closely and when a price is changed we also change the retail prices, no matter if we still have some bought at higher quotations," stated J. A. Hutchinson to a Canadian Grocer representative. "Some customers had the habit of always complaining that our prices were not being reduced, so in order to convince them they are down, we had a card painted with a list of staples showing the old price and the price at which they are selling at to-day. Whenever a customer now complains about prices not coming down we simply show her the card. This convinces her that prices are down. Another thing, when people see this card showing the price reductions, they are more satisfied and are inclined to make a larger purchase."


PRICE REDUCTIONS
PEAK PRICES
TO-DAY'S PRICE
$25.00 per cwt. Granulated Sugar $12.00 per cwt.
2¾ lbs. 25c. Rolled Oats 4 lb. 25c
43c lb. Pure Lard 30c lb.
38c lb. Shortening 25c lb.
40c lb. Cheese 37c lb.
23c can Canned Corn 20c can
23c can Canned Peas 20c can
25c can Canned Tomatoes 20c can
45c lb. Fancy Biscuits 40c lb.
30c lb. Choice Prunes 25c lb.
23c lb. Best Rice 15c lb.
20c lb. Pearl Tapioca 15c lb.

Illustrating the showcard that Hutchinson & Foster, Alliston, Ont., has in a prominent place in the store, pointing out to customers that their prices have been reduced.

Dealer Chooses the Source of Goods

So Claim Montreal Grocers, Who Express Views on Made-in-Canada Idea—First "Quality" and Then "Price" the Basis of Their Selection—In This They Cater to Customers' Desires.

By Special Correspondent of Canadian Grocer

"ON what basis can Made-In-Canada foodstuffs appeal to the Canadian public?" asked Canadian Grocer representative, when speaking of this subject to Frank Lamere, manager of Walter Paul's cash and carry store in Montreal.

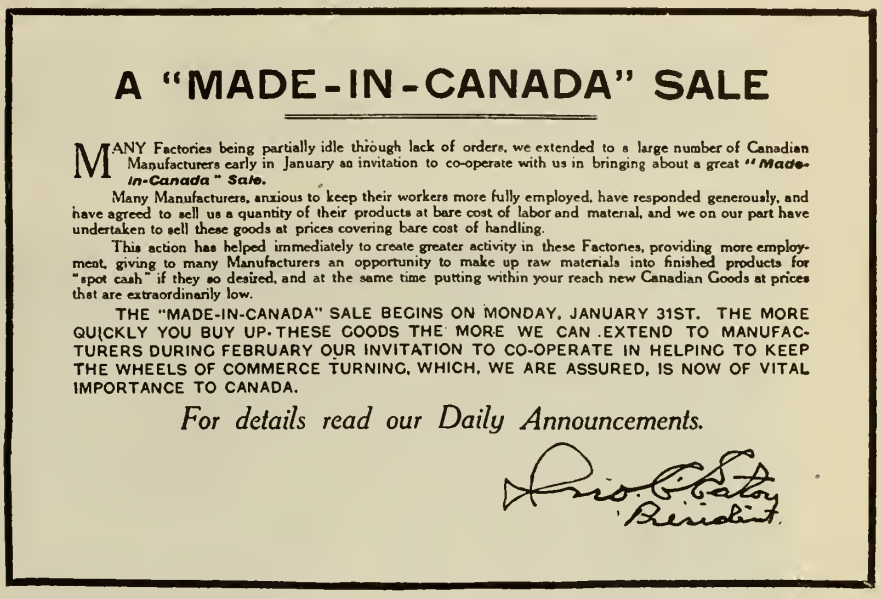
"Only on a basis of price and quality," replied Mr. Lamere. "The people to-day want those two qualifications in their purchases, regardless of where the goods are manufactured. It is only natural too, especially at this time when people are expecting lower prices that they should buy the articles in which they find the best quality at the best price. If anything quality is the more important of the two attributes. Our Canadian manufacturers can compete with outside manufacturers in quality as far as the standard lines are concerned. There are special lines that Canadians have not yet perfected but with the increasing sales of them this perfection will be attained. Few customers ever inquire where any line is manufactured and it is doubtful if they notice the name of the manufacturer of a canned goods line, for instance, or the address on the label. Instead they ask if the quality is good and if the grocer can recommend it. They try it, perhaps, and the next time they know for themselves. Little do they care who made it if it is good and the price suits them.

It Is the Retailer Who Knows

"It is, on the other hand, the retailer who notices where and by whom the article is made. When he is approached by the salesman he enquires as to the manufacturer of the line and if he does not know whether it is Canadian made or foreign he generally asks. He therefore knows before he places the order whether or not he is buying Canadian made goods. Granting then that our own manufacturers' products are on a par with the foreign lines, it is then the retailer who decides whether or not Canadian goods will be distributed to his customers. His first thought is to please his customers in quality and in price."

United States Goods Handicapped

At the present time United States goods for sale on the Canadian market are greatly handicapped by the heavy exchange on currency. This means that on every dollar's worth of U. S. goods bought in Canada from ten to fifteen cents has to be paid in exchange, and for which the purchaser cannot expect any value. In the last two years much of the sentiment in buying "Made-in-Canada" goods has disappeared and the public has to be approached on a basis of quality and price.


A "MADE-IN-CANADA" SALE
MANY Factories being partially idle through lack of orders, we extended to a large number of Canadian Manufacturers early in January an invitation to co-operate with us in bringing about a great "Made-in-Canada" Sale.
Many Manufacturers, anxious to keep their workers more fully employed, have responded generously, and have agreed to sell us a quantity of their products at bare cost of labor and material, and we on our part have undertaken to sell these goods at prices covering bare cost of handling.
This action has helped immediately to create greater activity in these Factories, providing more employment, giving to many Manufacturers an opportunity to make up raw materials into finished products for "spot cash" if they so desired, and at the same time putting within your reach new Canadian Goods at prices that are extraordinarily low.
THE "MADE-IN-CANADA" SALE BEGINS ON MONDAY, JANUARY 31ST. THE MORE QUICKLY YOU BUY UP THESE GOODS THE MORE WE CAN EXTEND TO MANUFACTURERS DURING FEBRUARY OUR INVITATION TO CO-OPERATE IN HELPING TO KEEP THE WHEELS OF COMMERCE TURNING, WHICH, WE ARE ASSURED, IS NOW OF VITAL IMPORTANCE TO CANADA.
For details read our Daily Announcements.
President

The T. Eaton Co., Toronto and Winnipeg, has been having a "Made-in-Canada" Sale, and the above is a reproduction of the advertisement this firm has been running to introduce it. In the grocery departments displays of Canadian-made goods were shown, attracting a great deal of attention, and undoubtedly increasing sales of the same.

A Big Opportunity

In speaking of this matter to Canadian Grocer representative, W. Finlay, manager of E. J. Quinn's grocery, St. Catherine St. W., Montreal, said: "In the past few years our Canadian manufacturers have had a wonderful opportunity to develop the trade in their own country. Everything has been in their favor. The war gave a certain sentiment to the purchasing of "Made-In-Canada" goods. It barred from the market much of the European competition and in the last two years it has left a high rate of exchange against importations from the United States. I feel, however, that for the most part our manufacturers have not taken full advantage of the opportunity. Some were content with the business that was forced upon them and as soon as conditions came to nearly normal again the business went back to the foreign manufacturers who held it before. In other cases manufacturers diagnosed the requirements of the Canadian people wrongly and paid more attention to meeting foreign prices and cutting quotations made by outsiders than they did to quality.

People Demand Quality

"It is true that people to-day, at least our customers, demand quality above all else. I do not doubt that if our manufacturers had paid as much attention to meeting competition on a quality basis as they have on price, that the Canadian market would be for Canadians alone. I cannot say that this is a new characteristic of the market, but to me it is quite evident to-day that people believe that only the best is cheap and they are buying on that principle. Perhaps after all it is the grocer that thinks so, and that he has instilled this into his customers, for in most cases he can sell them what he feels confident he can recommend. But it is quite evident that the customers are pleased with the plan for they come back and demand the same quality regardless of the price.

Most Noticeable in Canned Goods

"This is most noticeable in canned goods. In one line Canadian canned goods stand supreme and that is in canned tomatoes. Canadian tomatoes are known the world over."

Mr. Finlay took from the shelf two cans of corn. One sells for fifty cents and the other for thirty cents, yet he states that they sell almost two cases of the expensive canned corn to one of the cheaper.

Continuing, Mr. Findlay said: "In my opinion our manufacturers can meet competition on a quality basis. There is no reason why Canadians cannot prepare food-stuffs quite as well as out-

Continued on page 40

Unusual Window Display Carries off First Prize

First Prize in Canadian Grocer Christmas Window Contest, Class A, Goes to Vancouver, B.C.—A Window Display With Great Selling Force

CHRISTMAS window display of J. McTaggart & Sons, Vancouver, B.C., and winner of the first prize in Canadian Grocer Christmas window contest, Class A, cities of over ten thousand population.

This is a very unusual window display and its very simplicity and splendid selling points were factors that the judges considered in deciding to award this window the first prize.

This is a bulk display of walnuts and hampers filled with oranges, apples, packages of table raisins and boxes of chocolates. The idea of the hampers is a comparatively new one and no doubt proved a real feature in stimulating sales on Christmas lines. The neat show cards were made by one of the members of the staff.

Prize Winners in Class A:

First—J. McTaggart & Sons, Vancouver, B.C.

Second—Halpenny & Co., Ottawa, Ont.

Third—McLean Grocery, Moose Jaw, Sask.

First Prize Window in Class B

A Splendid Christmas Window From Vernon, B.C.—Neat Price Cards Liven Up the Display

WINDOW display of Hudson Bay Co., Vernon, B.C., dressed by Thos. M. Bone. Winner of the first prize in Canadian Grocer Christmas window contest, Class B, centres of under ten thousand population.

Here is a splendid display and one that would be a credit to a store situated in a large city. It is well balanced and carries out the Christmas idea. Each article has a neat price card attached which is a good selling point as customers can see the price without the bother to ask.

Prize Winners in Class B:

First—Hudson Bay Co., Vernon, B. C.

Second—Jenkins & Son, Charlottetown, P.E.I.

Third—J. F. Fumerton & Co., Kelowna, B.C.

Heavy Payment in Exchange on Foods

Canada's Heavy Imports of Foodstuffs From the United States Results in Big Outlay in Exchange—The Present Exchange Situation and How it Works Out.

By C. J. MORRIS

IN A period of eight months from the first of April until the end of November, Canada paid in exchange on foodstuffs imported from the United States approximately eight million dollars. This figure is taken on the basis of an average rate of 14 per cent.

Lengthy articles have appeared from time to time in some of the newspapers of Canada which would tend to make the ordinary reader believe that the present discount on the value of the Canadian dollar in the United States is an arbitrary charge made by the United States merchant, constituting an extra profit for him, which he could forego if it so pleased him.

A three-column article recently appeared in a newspaper explaining that the discount on the Canadian dollar was a charge made by the United States merchant to cover what he considered or what he pretended to consider was his risk of losing his money owing to Canada becoming insolvent.

It is somewhat extraordinary that an article of this kind should have been allowed to pass the editorial censorship of a paper of any standing, showing, as it did, the writer's lack of knowledge of the most rudimentary principles governing the rates of exchange between the two countries.

Fixes Price in Canadian Money

It cannot be too strongly impressed upon the Canadian merchant that the United States manufacturer from whom he buys goods has no more influence in fixing the present premium which he is compelled to charge upon United States money than has the Canadian manufacturer himself in fixing the rate of exchange between Canada and Great Britain, France, Italy or any other country whose currency is now at a discount in comparison with our own.

When the Canadian manufacturer makes a sale to England or France, he fixes his price in Canadian dollars. He cannot do otherwise as, with a fluctuating rate of exchange, he would never know, should he agree to accept payment in sterling or francs, what sum he would realize for his goods. He has no control over what his customer will have to pay for Canadian dollars. One thing, however, is certain. He undoubtedly wishes his customer to be able to secure Canadian money at a reasonable rate, knowing that unless this is possible he stands a chance of losing future business, and that the lower the premium on Canadian currency the better will be his prospects for a continuation of his foreign business.

Losing Customers by Exchange

The United States trader quotes a price to his Canadian customer in United States dollars. If his customer can get those United States dollars at par in exchange for Canadian dollars, it would be satisfactory to the United States trader. He gains nothing if his customer has to pay 5, 10 or 15 per cent. premium to get United States money. The result of such a state of affairs to him is that he stands every chance of losing his customer.

So few fully understand the circumstances causing the rise or fall in the rate of exchange, that it is worth while devoting a small space to an explanation, showing in as simple a way as possible how the money of one nation comes to be at a premium or at a discount in regard to that of another nation.

The Explanation of Exchange

Perhaps we shall be able to understand the causes for an exchange rate better than in any other way if we place ourselves, for the time being, in the position of the exchange broker or bank.

Let us suppose we are in business as exchange brokers; United States merchants come to us for Canadian money and Canadians come to us for United States money. As long as the demand from each side is about equal we need only make an infinitesimal charge, a small fraction of one per cent. being sufficient to remunerate us. But let us suppose that we have a very large demand for United States money and practically no demand for Canadian money. Our capital is soon turned entirely into Canadian money for which we have no use. It is lying idle, bringing in no return. We try to dispose of it to other brokers and bankers, but we find they are in the same position as ourselves, all loaded up with Canadian money. What can we do? We must dispose of it in some way and obtain United States currency, in order to carry on our business. The only thing we can do is to go to our financial friends and investors whom we may know and induce them to take it from us by offering it to them at a discount. This discount of 5, 10 or 15 per cent., or whatever we may offer, induces them to take it from us for investment in Canadian securities. This is the only purpose to which they can put it, otherwise they would have to hold it and it would be bringing them in no return. As our receipts of Canadian money continue we have to offer them still greater inducements to relieve us of it. Naturally we cannot suffer the loss of this discount ourselves, and so we have to charge it to all clients coming to us with Canadian money to change. Thus as the discount we have to allow increases, so the rate of exchange increases, and as long as all our clients bring us Canadian money and there is no counterbalancing demand for it we are obliged to exact a high premium from all who require American money in exchange for it.

It will thus be seen that it is really the Canadian merchant himself who causes the rise in the exchange rate because he is willing to pay the discount rather than do without American goods.

Retailers Tendered Dinner By Local Firms

Hamilton Manufacturers Serve Products They Make to More Than 200 Dealers and Tell Them About Process of Manufacture

By Staff Correspondent of Canadian Grocer

HAMILTON, Feb. 9.—A new method was adopted by a number of Hamilton foodstuff manufacturers here on Wednesday evening last to get more closely in touch with the retail grocers who are buying and selling their products. A dinner was arranged at the Royal Connaught by the Hamilton Advertisers' Agency, president of which is Russell T. Kelley, the menu consisting of foods manufactured by Hamilton firms who are clients of the advertising agency. The retail grocers were the guests. More than 200 attended the dinner. The manufacturers whose products were served to the guests were Dominion Canners, Limited; Brant Ice Cream Company; Harper Presnail Cigar Company, Limited, and R. B. Hill, bread manufacturer. The menu consisted of soup, roast smoked ham, marmalade tarts, ice cream, bread, of course, coffee

and the cigars. Everything was made in Hamilton.

After the dinner a number of representatives of the manufacturers addressed the retailers, explaining why they should buy and sell their particular products. Russell T. Kelley was toastmaster. The dinner, he pointed out, was given for the purpose of presenting to the retail grocers of Hamilton a more intimate knowledge of several Hamilton products. Hamilton has according to the industrial commissioner over seven hundred industries.

Buy Canadian Goods

Mr. Kelley asked the retailers to buy and sell goods made in Canada.

"There are a great many thoughtless people in the world," he said. "You here to-night are business people and are therefore cognizant of the need of purchasing goods made in Canada. You have a responsibility in this regard—sell goods made in Canada; we have a wonderful country in Canada and it is our duty as Canadians to support it in every possible way. My two thoughts to you to-night are 'Buy goods made in Hamilton,' preferably those manufactured by your hosts this evening, and secondly, 'Buy goods made in Canada.'"

A. P. Rogers, sales manager of Dominion Canners, Limited, spoke for his firm and referred to Dominion brand soup which had been served. This he said was a new line being introduced to the Canadian trade.

Business of Merchandising

Chas. Duff, of John Duff & Son, pork packers, referred to the business of merchandising and particularly that of retailing and gave some ideas as to the manufacture of the products represented by his firm.

W. J. Brigger, of the T. Upton Company, introduced S. H. Moore, of Toronto, sales agent for his firm. Mr. Moore stated that the company he represented was the pioneer marmalade manufacturer and that they had brought to Hamilton the first car of Seville oranges ever used in this city.

Wm. Presnail, of the Harper Presnail Cigar Company, made some interesting references to the journey the tobacco leaf makes from Cuba to the factory of his firm. H. N. Carr, of the Brant Ice Cream Company, spoke for his firm. Norman Dalley, of the F. F. Dalley Corporation, was unable to be present but sent a message describing the manufacture of Thermokept coffee.

The dinner was voted a splendid success. It emphasized the importance attached to the active interest of the retail dealer in merchandising the product of the manufacturer.

Canada' Food Imports From the United States

Table Showing What Has Been Brought Into This Country From the United States in the Period of Eight Months, Ending Nov., 1920.

IMPORTS of foodstuffs from the United States, for a period of eight months ending November, 1920, show a total of $58,747,984. The following table gives the amount expended in the United States for the various articles of foods.

Apples, not evaporated	$1,090,637
Apricots, quinces and nectarines	57,038
Bananas	4,642,688
Berries,—	
Wild blueberries, wild strawberries, wild raspberries and wild edible berries	2,664
Blackberries, gooseberries and raspberries	27,614
Cherries	108,082
Cranberries	133,317
Grapefruit	14,973
Grapes	633,526
Lemons	651,501
Oranges	3,892,804
Peaches	440,975
Pears	787,790
Pineapples	320,431
Plums	106,597
Strawberries	2,275,326
All other fruits, fresh	27,657
Total	$14,226,222
Fruits, dried,—	
Apples	$ 20,978
Apricots	128,418
Bananas	76
Currants	125,188
Dates	297,930
Figs	162,245
Peaches	171,742
Prunes and plums	1,055,071
Raisins	2,597,973
All other dried fruits	66,369
Total dried fruits	$4,625,990
Citron, lemon and orange rinds in brine	$ 10,194
Fruits in tins	1,535,608
Jellies, jams, preserves and mincemeat	66,485
Olives in brine	32,273
Corn, in car lots	8,449,892
Oats	558,761
Oatmeal and rolled oats	155
Rice, cleaned	554,461
Sago and tapioca	7,488
Biscuits, sweetened	11,208
Biscuits, unsweetened	40,295
Cereal foods prepared in packages	51,148
Macaroni and vermicelli	85,704
Cocoanuts	43,110
Cocoanut, desiccated, sweetened or not	11,780
Peanuts, unshelled	377,836
Other nuts, unshelled	285,463
Peanuts, shelled	412,848
Other nuts shelled	309,176
Starch and its products	397,073
Confectionery, coated with or containing chocolate	56,968
Flavoring powders, custard powders, jelly powders, and all other confections containing sugar	26,952
Sugar candy and confectionery of all kinds, including sweetened gums, candied peel, candied pop corn, candied fruit, candied nuts and sweatmeats	231,536
Molasses and syrups of all kinds, the product of the sugar cane or beet	215,117
Sugar, maple and maple syrup	934
Cocoa and its products	1,233,034
Coffee and chicory	267,509
Spices	267,460
Teas	76,076
Tobaccos	9,115,455
Vegetables, fresh	3,919,631
Vegetables, canned	521,554
Sauces and pickles	90,419
Fish	532,407
Animals, living, hogs, cattle, etc.	2,378,241
Meats, dried, canned, frozen	5,750,175
Milk and milk products	394,905
Eggs	1,576,441
Total imports from the United States	$58,747,984

Better Marketing of Niagara Fruits

Recent Organization of Niagara Fruit Growers Ltd. Will Mean a More Economic Distribution of Fruits From This District—Overseas Export Will Be Encouraged With the Government Lending Assistance

FRUIT growers in the Niagara district are falling into line and identifying themselves with the new Niagara Fruitgrowers, Limited, a company shortly to be incorporated. Already the majority of the growers have come into the new organization, and 1921 promises to witness the handling of fruit, grown in the Niagara district, in a much more satisfactory manner than ever before. Investigating the plans and ideas of such successful organizations as the Okanagan Fruitgrowers' Association, the California and Oregon Fruitgrowers' Associations, the Niagara growers have embodied in their by-laws and constitution the best of each organization, and believe that in their present plans they will have an institution that will serve not only the growers, but the dealers and consumers, to the very best advantage. The district has recently been canvassed, in an effort to have at least a million and a half in business guaranteed for the coming season. This objective has already been accomplished. The by-laws and constitution have been adopted. Col. H. L. Roberts, Grimsby, is the manager pro tem.

A More Even Distribution

Hon. Manning Doherty, Minister of Agriculture in Ontario, has been foremost in bringing the movement to its present state of organization. Witnessing the tremendous waste that took place in Niagara fruits last year, and determining that if it was at all in his power to prevent a repetition, the Minister of Agriculture took steps to form an association or company that will, as is done by similar organizations in other fruit-growing countries, control the products at the point of origin, and conduct an even distribution of the same.

"Last summer's experience was sufficient proof that an organization of this kind is badly needed," the Honorable Minister told a representative of Canadian Grocer the other day. "Quantities of fruit went to waste last season that might have easily been utilized by people, who were deprived of it simply because there was not the organization to see to it that distribution was systematically carried on. So often it has been a case where one town has been glutted with fruit, while another, not a great distance away, has received scarcely any.

Estimate Requirements

"With an organization such as is now under way, we will be able to foresee more accurately what the requirements of each town will be, how many cars will be necessary to carry the fruit, the necessary number of containers and so on. The transportation difficulties last year were very trying, and not altogether the fault of the railways. If the latter can be told just what number of cars will be required, in certain periods, they will be better prepared to provide them, and much of the loss, delay and confusion will be avoided. Then again in the matter of containers, the shortage of baskets and boxes last season was serious. Manufacturers of containers will be approached, and given some definite idea as to the number that will be required to handle the crops.

Retail Trade Will Benefit

"The retail trade will benefit very materially as a result of this co-operative plan. In fact it will redound to the benefit of all concerned. I practically look to this association to transform the trade in apples. In the future apples to a very large extent in Ontario will be sold in boxes instead of barrels. Boxes permit of much greater satisfaction in grading than do the barrels. Less fraudulent packing is possible in boxes than in barrels, and the retailer will appreciate this fact. Grocers tell us that they prefer the boxes as they are more easily displayed, and they claim that much business results from good displays. There is a certain market, however, in the Old Country that calls for barrel apples, and for this reason the practice of packing apples in barrels will not be wholly eliminated. Already the growth of the box apple trade has been tremendous, British Columbia and imported apples being packed in this way. The average consumer in these days likes them better, too.

Will Have Cold Storage Plant

"I believe the legitimate trade will be better served than ever before, as a result of this organization. Quality will be maintained, and people will know exactly what grade they are getting. All waste will be eliminated, and altogether the handling of Niagara fruits will be conducted much more economically. The new association hopes to have a cold storage plant where fruit may be stored, perhaps, for a period of twenty-four hours, or until such time as the market is ready to absorb it."

The Export Possibilities

Grown in Canada fruit is to have a larger place in the Old Country and European markets than ever before, if the scheme of the Niagara Fruitgrowers, Limited, works out. According to the Hon. Manning Doherty, his department in the Ontario Government is prepared to lend every assistance in establishing the export market in the tender fruits grown in Ontario on a broader and bigger scale. "We are going to put peaches in England and Europe in good-sized quantities this year. If South Africa can sell her peaches in England, Canada can, too. South African peaches cannot be laid down in England short of twenty-six days. Niagara fruits should be delivered in from ten to twelve days.

Care in First Shipments

"Having this advantage, Niagara fruits should find a very ready sale in the old land. Apart from a few small shipments, there has been nothing in the way of exporting these fruits overseas. The Government is prepared to assist trial shipments in every way. Sample packages of peaches will be sent to the Government's agent in London, and he will endeavor to ascertain the quantity that the different selling agencies can handle. Our first shipment will probably amount to about one thousand cases. These peaches or other tender fruits will be specially packed. Each peach will be separately wrapped, one dozen peaches to each package, and one dozen packages to a box. The care taken with the first shipments will mean much towards the success of an export trade in this regard. The Government will have a man accompany this first shipment to the sailing port on this side, and another representative will meet the shipment at Liverpool, taking every precaution to insure the quickest possible delivery.

Higher Prices in London

"The South African peach cannot compete with the Canadian peach, and the former was selling in London last summer at 25 cents each. The Old Country trade should take our surplus crop of peaches. The waste that took place last year must be avoided, and it is only in building up a trade of this kind, and conducting distribution in an equitable manner, that it can be eliminated."

The Niagara Fruitgrowers, Limited, will handle all grapes sold in Canada for consumption in the raw state. Grapes exported and manufactured will be handled by the Grape Growers' Association. All the members of the Grape Growers' Association will be members of the Niagara Fruitgrowers, Limited.

Selling British Made Goods in Canada

Strong Organization to Take Up Matter of Fraudulent Trademarks—Montreal Speaker Believes That Tide Has Turned, and Feeling of Stability in Values Can Bring Business Revival

THE Canadian Association of British Manufacturers recently met in Toronto to discuss their problems. The retiring president, Geo. A. Marshall, and the newly-elected president, Major John Harris, intimated that steps would be taken to extend the activities of the organization to other centres of the Dominion.

Mr. Marshall, in his annual report, gave a resume of the work of the association, both in Toronto and Montreal, the Montreal annual meeting having been held on January 21. The work of the two associations being reviewed in this manner gave a wider scope of the activities of the organization.

"The association," said Mr. Marshall, "which was established in the early part of 1919 on the initiative of H. M. Trade Commissioners in Montreal and Toronto, has now a membership of over 200 representatives of the British trade in Canada, which development is due to your branch council members, trade section committees, and the valued assistance rendered through the good offices of H. M. trade commissioners. As outlined in our last annual report, the association, as members, has been strengthened considerably by the Federation of British Industries, which is an extensive organization dealing with British manufactures all over the world.

Customs Valuation of Invoices

"During the past year the question of the value of invoices for duty purposes arose, and in order to meet the suggestions from various members a deputation consisting of Montreal and Toronto branches waited upon the commissioner of customs at Ottawa, with the result that the authorities decided in July last to accept for the purpose of appraising duty the pound sterling at the current rate of exchange. This is one achievement which the members, their customers and the British exporter should appreciate ,and I consider this action alone should justify the association's existence."

Election of Officers

The election of officers resulted as follows:

President of both Montreal and Toronto branches, Major John Harris.

First vice-president of Toronto branch, C. W. Beal.

Second vice-president, Harold Wilson.

The president of the two organizations, Toronto and Montreal, is elected alternately from these places, the selection coming this year to Toronto as it had the greatest paid-up membership. Members of the Toronto council were elected as follows: R. D. Harling, W. G. Patrick, W. Bruce Morrow, Arthur C. King, R. W. Paton, James Haywood and John Wilson.

MAJOR JOHN HARRIS

President Canadian Association of British Manufacturers. Came to Canada in 1914 and saw military service in the Great War, rising from lieutenant to major. Decorated by the President of France. Also in South African War. Keenly interested in British trade in Canada. He is manager of the Nugget Polish Co., Ltd.

Hamilton Grocer Is Following Markets Down

"We are getting good business to-day in many lines," stated a Hamilton, Ont., retail grocer the other day to a Canadian Grocer representative, "simply because we are marking our goods based on the present costs.

"During the sensational rises in sugar and in other lines, we always followed the market. In many cases we had to do considerable explaining to our customers because other merchants were not doing the same. I remember on one occasion we were quoting sugar at $16.00 a hundred. We heard on a certain night that the price would be up $2.00 the following morning. A despatch appeared in next morning's paper to the effect that this advance was made by the refiners. We immediately put our price up to $18.00 on the sugar we had in stock.

Surprised at Advance

"One of our good customers knew early about the advance and dropped in to get a hundred pounds of sugar. I told her the price would be $18.00.

" 'But,' she replied, 'you were selling it yesterday at $16.00.'

" 'Yes,' I answered, 'that was the case, but that was the price yesterday; in the meantime sugar has gone up $2.00 a hundred.'

" She could not understand why I should advance my prices as I was selling the same sugar that I had in stock the previous day. We had quite an argument but I pointed out very firmly that I must take my profits on the advancing market as I would certainly have to take any losses that would occur in a declining market. That is exactly what is taking place to-day and if I had not adjusted prices on the basis of replacement value as they were going up I could not now afford to adjust them on the same basis when they are declining."

Foreign Enquiries For Canadian Foodstuffs

Manufacturers desiring names of foreign buyers as referred to below can secure them by writing Canadian Grocer, University Avenue, Toronto, and giving number of enquiry.

2702. **Flour, salt meats, and manufactured goods.**—A London firm who have a large connection among buyers on the West Coast of Africa are open to consider the appointment of a Canadian buying agent for the purchase of flour, salt meats and manufactured goods.

2703. **Packing house products.**—A firm of commission agents desire to obtain the representation in Barbados for Canadian packing house products.

2704. **Butter (cooking and table).**—A firm of manufacturers' representatives in Barbados would like to have a Canadian connection for cooking and table butter.

2705. **Flour.**—A newly established firm of commission agents in Barbados, having Canadian connections, would like to secure the representation for a flour house.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

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QUALITY AND PRICE ESSENTIAL

THE right note has been struck in a circular sent out by the Canadian Manufacturers Association in connection with a "Made-in-Canada" campaign. It refers to the importance of the co-operation of merchants and their clerks in such a campaign and to the need of making familiar to them the quality of the goods. One paragraph reads:

> "Don't forget the influence of the merchants and their clerks in this campaign. Keep them constantly informed as to the merits of your goods, and show them that it is in their interests as well as their customers' to buy lines made in Canada."

The real essentials in pushing sales of any goods are quality and right prices. Making these facts known through the proper channels, the success of such a campaign is assured. Investigations among retailers show that customers have no hesitancy in buying goods of any kind providing they have quality and a reasonable price to recommend them. Retailers base their purchases on these important qualifications. They declare that quality in nine cases out of ten sells the goods. The manufacturer will do well to bear this in mind, and so keep the standard of his product at such a high level that the retailer will have the utmost confidence in the goods he is called upon to recommend to his trade as top-quality merchandise.

RETURNING GOODS

WHEN prices began to take a downward course, and during the weeks of readjustment, manufacturers complained of a tendency on the part of retailers to return shipments, or in other words to repudiate orders given perhaps weeks and months before. In most instances the shipper accepted the returned goods and took the loss.

Now there is something to be said for the retailer who has done this thing, but on the other hand, it has contributed largely to the unsettlement of business. Some salesmen, it is claimed, have a habit of loading up merchants with goods that they could not hope to sell in a reasonable time. The dealer has over-bought, perhaps, because of the insistence of some enthusiastic salesman. When the goods are delivered, the retailer finds he cannot take them, and they are returned, all of which is very annoying to the manufacturer or wholesaler, as the case might be.

Goods have been returned more recently because of the policy of the merchant refusing to buy in any quantities for fear of market declines, and these orders were possibly placed some time ago.

It is suggested that in the best interests of business, it would be much better for the retailer to accept these orders, even though he may have to sell them out at cost or a very slight profit. With the application of some selling effort, he possibly could sell them off quickly, and this plan generally would benefit trade, as well as tend to establish a greater confidence between retailer, wholesaler and manufacturer. The wholesaler should, too, meet his obligations to the manufacturer in this same way.

EDITORIALS IN BRIEF

THERE HAS been nothing further heard of the appeal against the Luxury Tax on confectionery. Perhaps some of the legislators at the coming session may be induced to realize that chocolates are more of a food and a necessity than a luxury.

* * *

ALL EYES will be turned on the Dominion Parliamentarians when the House meets for its spring session. It is to be hoped that Government will keep its hands off business. Lloyd Harris, former chairman of the Canadian Trade Mission to London, said recently: "The Government doesn't know anything about business because it is not the function of Government officials."

* * *

THE RECENT increase in express rates is causing dissatisfaction in some quarters, it being pointed out that undue consideration is being given to the parcel post system by these constant advances in express charges. Wholesalers and retailers alike declare that the parcel post rates have not been increased since the war began and state that such a condition is an unfair advantage for the mail order houses to the utter disregard of the retailer in the small town.

* * *

THIS is a period in which conservative buying and strict attention to all the details of business will be most profitable, and it is a time when, above all others, the retail grocer will derive most benefit by keeping in close touch with his jobber, buying frequently just such goods as are needed, keeping his stock as low as possible and yet at the same time with a good assortment and sufficiently complete to meet all demands promptly and thus not lose any business that comes his way. There may be a shift in the character of the demand and the individual stock should be adjusted accordingly.

Beating the Mail Order Houses

How a Grocer in the West Went Into a Town That Was Sending All Its Business to the Mail Order Houses, and Made Good in the Grocery Trade—Mail Order Customers Now Are Very Few

By HENRY JOHNSON, Jr.

A FEW years ago a certain town was in a bad way, except for a few short-visioned grocers. It was known as the highest priced town in the West and farmers gave it the widest possible berth, buying there only when they could not go elsewhere. The town was dwindling. The mail order trade was growing by leaps and bounds. It seemed doomed to slow strangulation.

To-day it is called the best town in which to trade. It is flourishing. It is a good place in which to do business. The mail order folks have scarcely a look-in. And this is largely the result of the acumen, enterprise, courage of one man—Delay is his name. I failed to get his initials. He tells it this way:

"I was in the wholesale business here for years, made money, cleaned up and got out. I had no special plans; really did not think of going back into business. But once I happened down to the station and saw great piles of merchandise addressed to farmers and to residents of the town whom I knew personally. These were mail order goods, and I was amazed to note how much they amounted to. I asked the freight agent about it, and he told me the business was growing so fast it was hard to keep track of — that every week showed a substantial increase. I decided to investigate business in the town a little, and, having plenty of time in which to do it, I may have made a good job of it.

Killing the Golden Goose for Fair!

"Immediately I found many things I knew well enough but had not reflected on, so their significance just began to come to me. Already I was familiar with the high prices merchants were charging here — especially grocers, for it was their line with which I was acquainted. But when I got to studying, I found this:

"Some eight or ten grocers were in business here then who were making money in a sinful way. They seemed to have some sort of 'gentlemen's agreement' to get all the traffic would bear, and then as much more as possible. For the only way they followed the market was up—never down. For example, canned corn got up to 15 cents a can, and there it remained. When they paid down to 80 cents the dozen, it was the same 15 cents it had been when the cost was $1.25, and other things were in proportion. Those men were coining money all right, but it was at the expense of the town and the town was feeling it badly.

"My studies led me to analyze what I knew of grocers on the average. I reflected how often I had sold men candy —for that was my long suit on the road —and could not but know that they lost money on every purchase through their habit of guessing when they handed it out. Hardly any of them weighed candy. They just had quarter pound bags for five cents' worth and halves for ten cents' worth, and filled them—liberally—by guess. They got by on some lines when the cost was seven to nine cents the pound; but as the cost crept up and they continued the practice, they lost out.

"As it is a delicate thing for a salesman to say anything to his customers which they, with their habitual ignorance and thick touchiness, may regard as 'butting in on their affairs,' I was able to pass out a hint here and there only indirectly. I might see a clerk hand out what I knew was twenty cents' worth, or more, for ten cents, and then I could get the boss aside and say to him: 'I believe, Sam, that I'd watch that boy of yours on his candy sales.' Then I'd relate what I had seen and add: 'That system was not bad when candy was cheap, perhaps—though it never was a good system — but to-day such guesswork will ruin you.' That was as far as I could go.

Study of Catalogues, Prices, Freights

"I took plenty of time to my studies. Not only did I know that any real competition would put such slipshod retailers out of business, but I wanted to see whether able men had a chance with the mail order competition. I found what any man who goes into details intelligently can find—that if he sells on a basis similar to what the mail order fellows do, he can meet them and make money doing it.

"So after a while I got into the retail grocery business. I took a store on a side street, cut out all frills and furbelows, sold for cash and went after the bulky business. I put a crimp into the old guard of easy-money boys who were killing the town, but the interesting thing is how I got the grocery orders that had been going to the mail order fellows.

"We made it a point to advertise by the printed and spoken word that we would fill any order on mail order terms at latest catalogue prices. I recall one big farmer who scoffed at me when I made that offer. 'How can a little, one-horse concern like you make good on such an offer?' he asked. I told him he need not care how we did it; all he needed to do was to try us. My proposition was: 'Write out your order, selecting from catalogue, bring it in here and it will be filed for the total catalogue cost, plus freight and money order charge.'

"We further told those folks that we did better than the mail order people, because they could fetch in their orders, leave them and call for the merchandise the same day. Also, as a starter, we said—to this doubting Thomas farmer, for instance—'you can inspect the goods when they are asembled and if you are not satisfied that they are up to grade, you do not need to take them.'

"Understand now: customers cannot come in here and show us the price quoted in the catalogue for package raisins is 24 cents and ask us if we can meet that price. No; our price then is 30 cents. But they can make up their order—we do not write it out for them, never help them select or look at goods nor answer any questions. We waste no time with them. They can get no such service from the mail order houses. They can write in our store or at home, but what they must do is write out their order, take the prices from the catalogue, pay us in full for the order, plus freight and the three cents money order charge. Then they hand the order to us and we fill it.

Confidence Fully Established Now

"In the beginning there was a lot of quarreling. Farmers would come in, want to dispute and argue and almost fight us about it. We stood pat. We simply repeated what we would do and how we would do it, and let it go at that. But we made good every time, and made some money out of it always, too, on the average.

"To-day there is no quarreling. Hardly ever do we hear a question about prices or terms. Customers now know that we make good. They buy in the regular way, a thing or two at a time and pay our regular prices, if they like, or make up their general orders. We deal either way; and we have put the town back on the map."

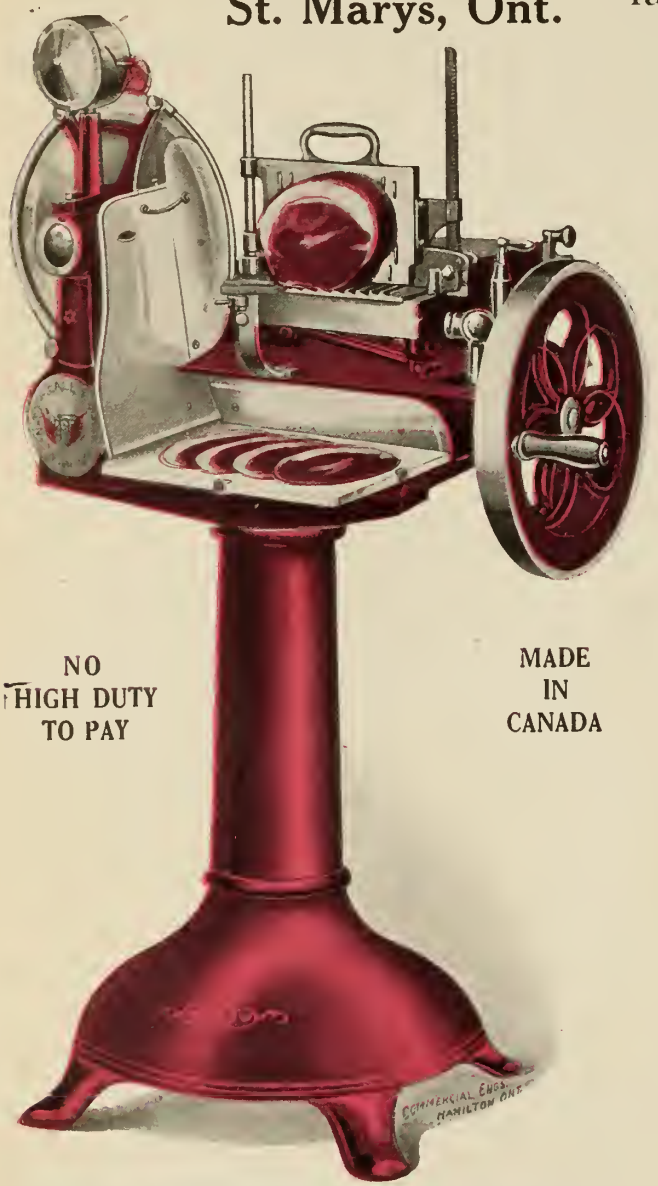
The trade name of Delay's concern is Consumers' Wholesale Grocery Company. I saw the main store, for there

(Continued on page 38)

The RED BIRD —

J. H. Oddy,

St. Marys, Ont.



NO HIGH DUTY TO PAY

MADE IN CANADA

The Red Bird Slicer

One of these machines has been in constant use, driven by a motor for over two years, on an average of over eight hours daily, in the Meat Market of The Robert Simpson store, and they have just installed another.

If it will stand up to a test like this it will suit you.

Red Bird and Blue Bird were suggested faith. We have no Solomon here to

THE RED BIRD

This is the nam by which th wonderful **Mad in Canada** Slic will be known future. Ou purpose is eliminate a chance of confusion in the buye mind when selecting a slicer.

So well known has this machine b come that very little need be said, e cept:

It can't be made bett

You get just what you pay for in r Canadian dollars and cents. No hi duty to pay and **no** exorbitant change added.

Thos. Ferguson
482 College St., Toronto

G. H. Anderson
808 Colburn St., London, Ont.

The Canada Scale

Bowm

The BLUE BIRD

merchants, in both cases in perfect good
e prize, so are awarding each a scale.

**e scale presented
winners is only one
a complete line.**

ndreds of really good suggestions were
t in by Responsible Merchants from
ry province of the Dominion, which
de it difficult for us to reach a decision.

wever "The Red Bird" and "The Blue
d" are, we consider, the most appropri-
names. Hence the award.

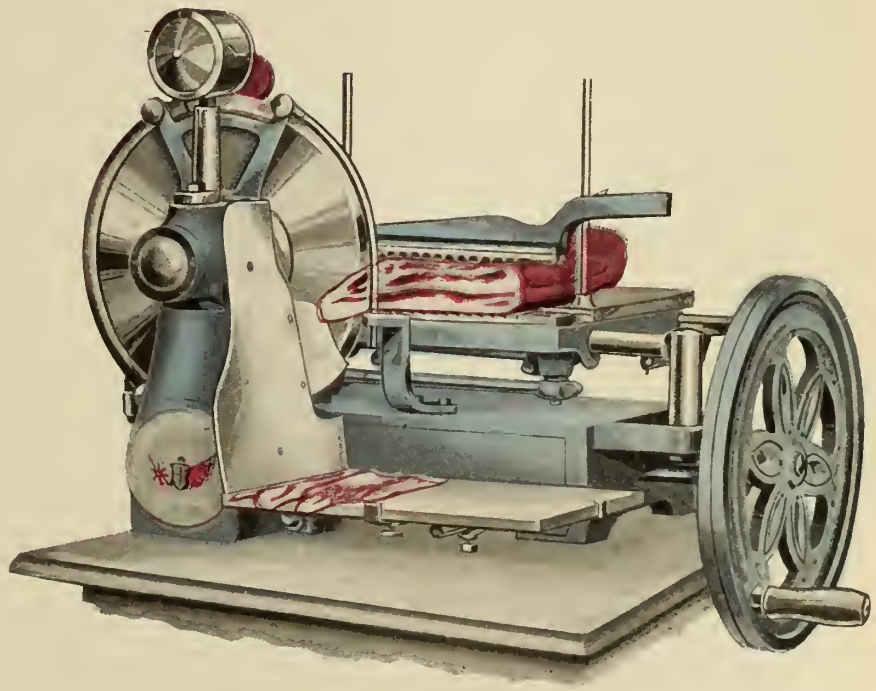
wish to thank everyone for the time
l thought involved, and hope all will
ept the result in a sportsman's spirit.

THE BLUE BIRD

W. C. McShane,
Souris, Man.

The Blue Bird Slicer shows the highest quality, lowest priced meat slicer made. And the best value ever offered. It will give you big interest on your investment.

Write us and we will tell you all about it.



The Blue Bird Slicer

d Slicer Co., Limited
e, Ontario

Geo. Cameron
223 Sparks St., Ottawa
F. H. Hungerford
2 Craig St. W., Montreal

BEATING THE MAIL ORDER HOUSES

Continued from page 35

are either three or four of them now. It is only a single-front store of moderate depth. It is fitted out with the simple necessaries for weighing and wrapping groceries, and not a thing that is not a necessary. There is some shelving on one side, where most of the actual service is performed. On the other side there is no shelving except canned goods cases and soap boxes with the sides pulled off, piled up as high as the tallest man may reach. There are no frills, but a lot of business.

Why the concern is called wholesale I do not know. I suspect it was thought in the beginning that it might seem as if thus the consumer was going to get the inside track. Anyway, it is a fact that this one store turns out about $300,000 worth of groceries a year, and that is pretty nearly up to wholesale proportions.

Merchants Prosperous

A remarkable slant on this town's history, as it has developed during the four or five years since Delay started his present venture, is that the grocers are prosperous generally. I was told that "they were all making money." This may not be strictly accurate, but undoubtedly it goes to show that the business of the entire town is on a wholesome basis. And that stands to reason. For exorbitant prices running through such a vital line as groceries will kill any town. And who wants to live in a dead town?

Another striking thing is that the mail order business has dwindled to practically nothing; and is not that worth while? Delay takes no special credit for all this. He went into business for himself to make money out of what he sized up as an unusual opportunity. Results to date show that he appraised the situation right.

Maybe this story will serve to show that it can be done—that if you have git up and git and courage, plus knowledge of conditions—if you make your rules of trading along well thought out lines and then cleave to those rules—and if you are intelligently industrious, you can do this too!

Kraft and MacLaren Interests are United

Important Amalgamation of Cheese Men To Be Known as Kraft-MacLaren Cheese Co.—Head Office at Montreal—Kraft Bros. Were Formerly Canadians

SINCE our last issue we have received further information regarding the Kraft-MacLaren Cheese Co., Ltd., which has just been organized with $1,000,000 capital, the head office of which is to be in Montreal.

The new company is the result of an amalgamation of the cheese interests of the MacLaren Imperial Cheese Co., Ltd., and the J. L. Kraft & Bros., Co., of Chicago. The MacLaren Co., are perhaps manufacturers of cheese in jars, as well as dealers in Cheddar Cheese, Canadian Stilton, Brick, Limburger and MacLaren Cheese in packages. The J. L. Kraft & Bros., Co., of Chicago are manufacturers of cheese in what are termed sanitary packages. They also own and control a number of patents pertaining to the manufacture of cheese, the principle of which is the process patent on sterilizing cheese in tins. The amalgamation embraces the cheese products manufactured by the MacLaren Imperial Cheese Co., Ltd., in Canada and throughout the world and the business of the J. L. Kraft & Bros., Co., in Canada and a large part of the export business of the J. L. Kraft & Bros. Co., which has formerly been conducted through their New York house, particularly that portion of the export business on Elkhorn Cheese in tins going to the British Empire.

Agency Business Separate

The MacLaren Imperial Cheese Co., Ltd., will continue to be conducted as befare under the name of the MacLaren Wright Co., Ltd., with Henry Wright and his former associaties conducting the business, which will include their business as manufacturers' agents to the grocery trade in various lines of food products and grocers' sundries, including the manufacture of peanut butter, olives, prepared mustard and dessert jelly powder, etc.

Henry Wright, president of the MacLaren Imperial Cheese Co., will also become a director in the new Kraft-MacLaren Co. The other directors of the Kraft-MacLaren Co., will be as follows: Wm. H. Dunn, president of the Wm. H. Dunn Co., Ltd., of Montreal, also of the Dunn-Hortop Co., Ltd., of Toronto. Mr. Dunn is also manager of the Borden Co., Ltd., and has recently been elected president of the food products section of the Canadian Manufacturers Association; J. L. Kraft, president of the J. L. Kraft & Bros., Co., of Chicago and Kraft Bros. Cheese Co., of Wisconsin; C. H. Kraft and Ernest Ridgway of Chicago; Fred Kraft of New York and Albert Irving, of Philadelphia.

The purpose of the amalgamation of these two interests, as stated to Canadian Grocer, is to consolidate in one corporation the various interests so that all varieties of cheese may be sold from one source; also to organize an export department within the company to go after export trade.

None of the changes above referred to will take place until after April 1. Until that time the MacLaren Imperial Cheese Co. will be handled by Mr. Wright, as it has been heretofore.

An advertising campaign is being planned for June or July or as soon as possible after the Kraft-MacLaren Co., occupy their new fire-proof building in Montreal, which is being constructed on the historical site of the old home of Maisonneuve, the first Governor of Canada, adjoining the Place Royal Square

Kraft Bros. Originally Canadians

It will be interesting to our readers to know that the Kraft Brothers, of whom there are seven, were former Canadians, living at Fort Erie, Ont. Up to 1902, J. L. Kraft, the founder of the business, was a grocery clerk in Ferguson's store at that point. The total capital of the Kraft companies to-day is $5,200,000.

Salmon Exchange For Liquor Scheme Is Not Popular

Vancouver, Feb.—There has been too much publicity given already to a suggestion made to the British Columbia Government, that the British Columbia cheaper grades of salmon should be bartered by the Government for liquor in Europe.

The scheme originated with an individual outside regular canned salmon circles, and the association of the canned salmon business with the controversial subject of liquor has been sincerely regretted by some of the packers. Others are of the opinion that a constructive marketing policy, designed to assist the trade to sell salmon, is what is needed, and not a palliative, nor a temporary expedient. Two of the large packers have refused to have anything to do with the proposed scheme or any other adventuring proposition. The reason for the whole plan is—2½ per cent. of five million dollars.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

Brigadier-General Gunn, of Toronto, was in Montreal this week attending the convention of the Canadian Produce Association.

E. M. Estabrook, of George A. Fales & Co., Boston, is in Montreal this week attending the Canadian Produce Association convention.

The ladies who accompanied their husbands to the convention of the Canadian Produce Association, Montreal, were taken on a drive over Mount Royal on Tuesday afternoon.

E. W. Wallace, of the sales department of Acadia Sugar Refineries, Montreal, was on a business trip last week to Windsor, London, Brantford and other western Ontario cities.

D. R. Turnbull, general manager of Acadia Sugar Refineries, of Montreal, was in Toronto Wednesday and Thursday of last week, at a conference of wholesale grocers of Toronto with Canadian sugar refiners.

A. W. Bayman, of the Canadian Packing Company, Limited, Ottawa, is in Montreal this week attending the Canadian Produce Association convention at the Windsor Hotel.

ONTARIO

J. L. Jones has purchased the business of J. J. Noak at 252 Boon Avenue, Toronto.

The Dominion Stores have opened a new branch at 1358 St. Clair Avenue, Toronto. A. M. Steele is in charge.

W. G. Patrick, of W. G. Patrick & Company, Toronto, has been in New York this week on a business trip.

The Young Knuth Sales Company, Toronto, have been appointed agents for Ontario for J. A. Sharwood & Company, London, England.

George A. Gillespie, of the Peterborough Milk Products Company, has gone to the Old Country, visiting the company's agents in London and Glasgow.

The mayor and board of control of the city of Toronto have granted the use of the transportation building at the Exhibition grounds to the executive of the bread and cake manufacturers for their mammoth convention which is to be held during the first week of October.

Peebles, Hobson Company, retail grocers, Hamilton, Ont., will be moving their business one block west on King Street about March or April. The building in which they are now located has been sold and they have purchased the one in which they will be locating. The new store will be fitted with new fixtures.

The Lake of the Woods Milling Co. have just completed at Keewatin, Ont., an up-to-date clubhouse for the benefit of their 350 employees at that point. It is called "Memorial Hall" and is in memory of the employees who made the supreme sacrifice in the great war. The formal opening took place on February first.

The death occurred in Hamilton last week of J. W. Jones, traveller for Proctor & Gamble,, after a very brief illness. The deceased, who was forty-one years of age, was taken ill very suddenly, and the news of his death was a great shock to a host of friends. He is survived by a wife and one child. He had been with Proctor & Gamble for the past five years. His funeral took place in Hamilton on Wednesday of last week. Representing the firm were F. W. Wade, of the sales department; A. B. Jackman, manager of the Toronto office; G. Fidgett and A. Howard, of the factory at Hamilton.

GENERAL MEETING OF FOOD PRODUCTS ASSOCIATION

A general meeting of the Food Products Association will be held on Monday next, Feb. 14, at 2 p.m., in the conference room of the Canadian Manufacturers' Association, Bank of Hamilton Building, Toronto. This was decided on at an executive meeting of the association held last Monday in conjunction with representatives of the Canadian National Exhibition Board.

The purpose of the general meeting next Monday is to present to those manufacturers interested in the proposed new food building on the C.N.E. grounds the work that the committee has done and to find out what exhibitors are prepared to do in financing the building.

All manufacturers or manufacturers' agents who have had food exhibits in the past or are contemplating them in the future are invited to be represented.

TOLEDO SCALES CO. WILL OPEN NEW FACTORY

During the week of February 21, salesmen of the Toledo Scales Co. from all over Canada will meet in Windsor, Ont., for the formal opening of the Canadian factory. The latter is now completed and ready for operation. Salesmen from Halifax to Vancouver will be present, and an interesting convention is assured.

Maritime Grocers Report More Activity in Trade

Business Shows Marked Improvement Since the Beginning of the New Year—St. John, N.B., Retail Grocers Elect Officers

ST. JOHN, N.B., Feb. 9.—(Special).—Up-to-date business methods, including the figuring of profits, the record of costs and the installation of labor and time saving systems, were explained to the grocers' section of the St. John branch of the Retail Merchants' Association of Canada at the annual meeting, which was held here last week. The speaker was A. C. L. Tapley, who described in detail the various forms of business systems in use by the most successful grocers in the country at the present time. He was tendered a hearty vote of thanks at the conclusion of his address.

Officers Elected

Officers for the year were elected as follows: Honorary chairman, J. B. McPherson; chairman, M. E. Grass; first vice-chairman,, F. R. McMulkin; second vice-chairman, W. Alexander Porter; secretary, Robin Vanwart, and treasurer, J. P. McBay.

Mr. Grass, when interviewed after the meeting by a representative of Canadian Grocer, said that the general consensus of opinion among the retail grocers was that conditions were showing a decided improvement. Prices are for the most part firmer than they have been for some time and the volume of business has gradually increased since the lull that followed the Christmas trading.

New Scales Installed

Owners of stalls in the city market and meat dealers generally have expressed considerable satisfaction regarding the installation by the city recently of a set of track scales in the market here. Not only can meat coming to the market be handled more rapidly and with less trouble, but the cleanliness of the new arrangement as compared with the old platform scales is an added improvement.

NEWS FROM WESTERN CANADA

WESTERN

Dan O'Rourke, general sales manager of the North-West Biscuit Company, Limited, of Edmonton, Alta., was on a business trip to Winnipeg last week.

L. J. Marcou, sales manager of the W. Clark, Limited, of Montreal, is on a business trip throughout the Western provinces.

WYMARK, SASK., MERCHANT LOSES HEAVILY IN ROBBERY

The store of G. Peters, at Wymark, Sask., was entered one night last week, and between $800 and $1,000 taken from the safe. No evidence as to how the thief or thieves gained entrance to the building was apparent. The door of the safe was found unlocked in the morning when the staff came to open up for business, but the inside door and drawers were smashed, supposedly with a sledge hammer which was found on the floor beside the safe. There was a small quantity of money and several cheques and money orders left in the safe and nothing in the store was touched, apparently, but the money.

Aroma of Coffee Attracts the Passing Crowds

Vancouver, Feb. 9.—A representative of Canadian Grocer was halted on Dunsmuir Street by a very pronounced aroma of freshly roasted coffee. It seemed to emanate from the Overwaitea Company's store. He entered to see if it were accidental, or whether a deliberate attack was being made on his olfactory nerves.

R. C. Kidd, the manager of the Overwaitea Chain, showed how he has the ventilating system from his coffee roaster piped underneath the display window and on to the street. The passerby certainly gets a man-sized whiff, which, taken together with the attractive window display of green and roasted coffee, and the busy sound of the grinders inside, certainly puts across a real coffee suggestion. Mr. Kidd states that his coffee trade is big, and growing fast. The groceries carried do not comprise an entire range, but only jams, pickles, etc.

Besides the main store at 615 Dunsmuir Street, there are five other Overwaitea stores in the chain, the others being located at 2434 Main Street, Vancouver, Prince Rupert, Nanaimo, Kelowna and New Westminster.

Coast Retail Grocer Has Real Problem in Oriental

VANCOUVER, Feb. 9 (Special).—Calling on the retail trade week after week interviewing retailers and studying the problems of some and putting these problems up for solution to the more successful ones, for the benefit of our readers, a Canadian Grocer representative hears a great many times complaints about one thing and another. He is inclined to ask: "What is your association doing about this?" So many do not know; so many association members do not attend their association meetings, do not put their problems up to the executive for solution, and then, more often than not, reproach the association for lack of help.

The association is only as good as its members. The association is not a super entity of any kind. The association will solve many a problem only when some member or several members find the solution.

Out of 487 grocers' licenses issued in Vancouver, 171 are held by the foreign born. The Japanese Grocers' Association represents, so their secretary states, 100 per cent. of the Japanese grocers. The Chinese grocers are said to be controlled by a single Chinese syndicate. More especially is this true of the Chinese fruit and vegetable pedlars. The retail grocer on the Coast is confronted with a real problem in the Oriental. He is having a stiff fight now to maintain his early closing by-laws, and the cut-rate cash and carry competition of the big departmental stores is being keenly felt by almost all the retailers. If any retailer in B. C. feels that he has a solution to any of the retailer's problems—he should give his fellow retailers the benefit of his idea, and get their support for it. The retail association is his means of doing both. Don't grouse—lend a hand.

Express Rates Increased

OTTAWA.—The judgment of the board of railway commissioners in the express rates case has just been issued. The companies applied for a flat increase of 40 per cent. on all rates. The judgment grants an increase of 35 per cent. on first class rates and charges, 25 per cent. on second class and 20 per cent. on commodity rates.

It was found that the concession granted by the last judgment worked to a much greater extent in the interests of the mail order houses and shippers in cities and towns than in those living in rural districts who were expected to profit thereby.

With reference to the time at which the increases go into effect, the judgment of the board is as follows:

"The increases herein authorized may be provided for by the publication and filing, on one day's notice, at all express offices, blanket supplements to existing tariffs."

The average rate of increase would amount to 26 2-3 per cent., but on account of the greater percentage being carried at first-class rates, it would produce slightly more than that average incease to the express companies.

The express companies are instructed that, in the future, profits from investments and money order business shall be accounted for as revenue, and, taking these into consideration, the increases are expected to produce only sufficient revenue to take care of operation and depreciation and provide a sufficient sum with which to pay interest on investments at seven per cent.

DEALER DECIDES THE ORIGIN

Continued from page 27

siders. It seems that the only reason why they have not done so is because they have wrongly interpreted the demands of the Canadian people. They have not noticed that while people are looking for lower prices they still expect quality and are demanding it today as they have never done before. The grocer would far rather put effort behind the sale of Canadian made goods than improved lines and he will do so just as soon as he feels that he is able to give his customers the best by doing so. It takes some time for a grocer to get the confidence of his customers and when he has obtained it he is slow to hazard it by recommending anything in which he has not absolute confidence. A grocer can sell any line he chooses provided he is convinced that it is of the very best quality. Price does not play as important a part as it did some years ago. If the grocer is to get behind Canadian-made goods he must be convinced first of their quality and secondly be satisfied that the price is in keeping with the quality.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

THE markets during the week have shown fewer price changes, and with possibly the exception of country produce the majority of commodities have a firmer undertone. This does not indicate that prices are due for an immediate advance, but it shows, with the steadily increasing demand, that the tide of price recessions has turned and that buyers can look with a greater confidence on the markets.

Throughout the Dominion business in both wholesale and retail circles is steadily improving. This improvement does not mean that there is any heavy buying, but it indicates that merchants' stocks are reduced to a minimum and consumers are ready to buy more freely now that prices have reached a lower level.

Hogs and hog products are in an unsettled position with prices reduced and with a tendency for further easier prices. The mild weather is creating a heavy increase in the production of eggs and has resulted in greatly reduced prices.

Teas, coffees and shelled nuts are in a strong situation with prices in primary markets steadily advancing. Stocks of these lines are not heavy, and although quotations have not materially changed as yet a revisement can be expected in the near future as shipments arrive that were purchased at the higher level.

Canned vegetables are ruling fairly strong but fruits are quiet and dull. Sugars are holding steady at the refiners' price basis. Cereals and flour are fairly steady and the demand is regulated by consumption.

Further reductions are noted in the potato market, and with the large crops there is little indication that prices will be any firmer for some time at least. Then again United States has also a heavy crop, and with lower prices over the border there is little encouragement to export to that country and incidentally boost prices as was the case a year ago.

QUEBEC MARKETS

MONTREAL, Feb. 9.—There are very few changes in the market quotations this week. Canned chicken is cheaper and some wholesalers have slightly reduced the prices on Alaska salmon. The cereal market remains firm. Rice has scored further declines this week as a result of an effort on the part of some dealers to stimulate business. The tea market shows much improvement with a better demand for supplies although there is no change in the quotations. The only change in package goods prices is a drop of 10 cents on self-raising flour. There is no change in the flour market, it remains quiet with demands locally for only immediate requirements. There is an excellent demand for nuts and prices stand firm. The same may be said of the dried fruit market. Oranges continue to be quoted at the low prices with a good demand. Potatoes also hold at the low quotations with a good supply. Laundry soaps are all advanced 15 cents a case. In general the market is steady with a good demand for all lines.

Cereal Market Unchanged

ontreal.

CEREALS.—There are no changes this eek in the cereal market. Quotations l rolled oats stand firm at the $3.60 asis.

tmeal, gran., fine standard	....	4 75
lled Oats, 90 lbs.	3 55	3 60
arl Hominy	4 00	4 25
rnmeal, Gold Dust Brand	....	3 90
ham Flour, 98 lbs.	....	7 65
w Buckwheat Flour	....	6 75
t Barley	....	6 00
arl Barley	....	7 25
ans, Ont.	....	4 25
Do., Can.	....	4 00
Do., California	....	3 75
ma Beans	....	0 12
en Peas, dried	....	0 17
ound Oil Cake, per bag	....	3 00
lit Peas, per bag	....	5 75

Canned Chicken Cheaper

Montreal.

CANNED GOODS.—The market for canned vegetables and canned fruits stands very firm at quotations given here which only pertain to Montreal and district as these quotations have been made by local wholesalers. The only changes this week are a reduction of $1 per dozen on canned chicken, making the price $5 per dozen for the one-pound tins, and a reduction made by wholesalers on Red Alaska salmon amounting to 50 cents, which makes the price $3.70 per dozen.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	1 80	2 00
Do, Refuge	1 80	2 00
Corn, 2s	1 45	1 50
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb. doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do, Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	1 30	1 40
Do., 2½s	1 45	1 50
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	1 65	1 70
Do., Early June	1 80	1 85
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2-½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s., doz.	4 00	4 05
Do., gals., doz..	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	..	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	2 75	2 85
2½-lb.	4 25	4 35
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	4 65	4 75
Do., 2-lb.	3 50	3 60
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced), 2½-lb.	5 40	5 80
2-lb.	4 60	4 80

1-lb.	....	2 50
New Pack Strawberries—		
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Dried Fruits Firm

Montreal.

DRIED FRUITS.—The dried fruit market this week stands very firm in all lines except prunes. The prune market is very weak and as a result there are differences in quotations made by local dealers. The raisin market is very firm with some higher quotations made during the week, and this has a tendency to improve the demand for currants. The supply of figs and dates is not large and it is stated by importers that the price of replacement of these stocks will be higher.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 30
Apples (evaporated)	....	0 16
Peaches (fancy)	0 28	0 30
Do., choice, lb.	....	0 28
Pears, choice	....	0 24
Do., fancy	0 30	0 31
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 ozs.	0 21	0 23
Do., 16 ounces	....	0 27¼
California Seedless in bulk	....	0 28
Currants, loose	....	0 30
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.	....	0 19
Loose	0 15	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do, mats	....	3 00
Do., 22-lb. box	....	1 90
Do., (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 27
30-40s	....	0 25
40-50s	....	0 21
50-60s	....	0 19
60-70s	....	0 16
70-80s	....	0 15
80-90s	....	0 12
90-100s	....	0 10

No Change in Fruit

Montreal.

FRUIT.—There is no change to report this week in the fruit market. Oranges are steady at the low prices with a very good movement. In other lines the demand is fair with prices unchanged. An improvement generally is expected from now on in this market.

Apples—		
Do., Fameuse, per lb.	8 00	15 00
Do., Wealthy, No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	7 00	7 50
Do., Greening	....	8 00
Do., Baldwin	7 50	8 00
Do., Ben Davis	6 00	6 50
Bananas (as to grade), bunch.	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96.	....	5 00
Do., Florida, 54, 64, 80, 96.	....	6 00
Do., California	....	7 00
Lemons, Messina	2 50	4 75
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s.	4 75	5 00
Do., Florida, 150-216s	4 75	5 00
Tangerines	....	4 25
Pears, Keiffers, per box	....	4 50
Tokay Grapes, per box	....	5 00
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	16 00
Cranberries, per bbl.	....	16 00
Malaga Grapes, per keg	....	10 00

Flour Market Steady

Montreal.

FLOUR.—The flour market is quiet and steady this week. The export demand is not as active as it was on either spring wheat flour or winter wheat. First patents of spring wheat are quoted at $10.70 and second patents at $10.20. Winter wheat flour is quoted at $10.25 and $10.50 for first and second patents.

Epsom Salts Reduced

Montreal.

MISCELLANEOUS.—There is a decline of one cent per pound on Epsom salts in bulk, which makes the price now 5 cents per pound. Mazola oil is reduced in price this week, the quarts being quoted at $7.10 per dozen and other quantities in proportion.

Excellent Movement in Nuts

Montreal.

NUTS.—Although there is no change in the nut market this week dealers report an excellent business being done. There is a renewed demand for nuts at the present time and stocks are very low in all lines, consequently prices stand very firm with a tendency towards a move upwards.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	....	0 48
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 88
Chestnuts (Italian)	....	0 18
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 17	0 19
Peanuts, Jumbo	0 16	0 18
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot, Walnuts	0 24	0 25
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 50
Do., Bordeaux	....	0 53
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Self-Raising Flour Lower

Montreal.

PACKAGE GOODS.—Reductions on self raising flour are recorded this week which make the price of Brodie & Harvie's 3-lb. package $2.95 and the 6-lb. package $5.80, a decline of 10 cents. The buckwheat flour is now quoted at $1.50 per dozen packages.

PACKAGE GOODS

Breakfast food, case 18	....	....		3 50
Cocoanut, 2-oz. pkgs., doz.	....			0 78½
Do., 20-lb. cartons, lb.	....			0 36
Corn Flakes, 3-doz. case	3 50	3 65	3 50	4 25
Corn Flakes, 36s	....			4 16
Oat Flakes, 20s	....			5 40
Rolled oats, 20s	....			5 60
Do., 18s	....			2 00
Oatmeal, fine cut, pkgs., case	....			6 75
Puffed Rice	....			5 70
Puffed Wheat	....			4 25
Farina, case	....			2 35
Hominy, pearl or granu., 3 doz.	....			3 65
Health bran (20 pkgs.), case	....			2 60
Pancake Flour, case	....			3 60
Do., self-rising, doz.	....			1 60
Wheat Food, 18-1½s	....			3 25
Wheat Flakes, case of 2 doz.	....			2 95
Oatmeal, fine cut, 20 pkgs	....			6 75
Porridge Wheat, 36s, case	....			6 40
Do., 20s, case	....			6 50
Self-raising Flour (3-lb. pack.) doz.	....			2 95
Do. (6-lb. pack.), doz.	....			5 80
Do., Buckwheat flour, per doz.	....			1 50
Corn Starch (prepared)	....			0 11
Potato Flour	....			0 13
Starch (laundry)	....			0 09
Flour, Tapioca	0 15			0 16
Shredded Krumbles, 36s	....			4 35
Shredded Wheat	....			4 95
Cooked Bran, 12s	....			2 25
Enamel Laundry Starch, 40 pks. case	....			4 30
Celluloid Starch, 45 pkgs., case	....			4 50
Package Cornmeal	....			3 00
Malt Breakfast Food (36 pkgs.)	....			9 50

Further Declines on Rice

Montreal.

RICE.—Quotations have fallen considerably during the week on account of the effort on the part of dealers to create business. Rangoon (CC) is now quoted as low as 6 cents per pound by wholesalers. Honduras fancy is quoted at 7½ cents per pound. Bell rice, fine and broken, is off the market entirely for the present time.

RICE—		
Carolina, extra fancy	....	....
Do., (fancy)	....	0 10
Honduras, fancy	....	0 07½
Rangoon "B"	....	0 08
Rangoon "CC"	....	0 06
Broken rice, fine	....	0 05
Texas rice	....	0 07
Siam	....	0 06
Tapioca, per lb. (sed)	0 07½	0 09
Do. (pearl)	0 07½	0 09
Do. (flake)	0 07½	0 09
Honduras	....	0 07
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Soaps Quoted Higher

Montreal.

SOAP.—There is an advance of 15 cents per case quoted by local dealers this week on all standard lines of laundry soap. The price now quoted is $8.40 per case.

Spice Market Quiet

Montreal.

SPICES.—The spice market is rather quiet at the present time and quotations on all lines are steady as quoted.

Allspice	....	0 20
Cassia (pure)	0 32	0 35
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 18
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 36	0 40
Cloves (ground)	....	0 65
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 31
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 33
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 30
Do., white	....	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28

Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

No Change on Syrups

Montreal.

SYRUPS.—There is no change in the molasses market this week. Quotations are steady at the low basis and corn syrup also stands firm at quotations given.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07½
Half barrels, about 350 lbs.	....	0 07¾
Quarter barrels, about 175 lbs.	....	0 08¼
2 gal., 25-lb. pails, each	....	2 45
3 gal., 38½-lb. pails, each	....	3 65
5 gal., 65-lb. pails, each	....	5 90
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	5 90
5-lb. tins, 1 doz. in case, case	....	6 55
10-lb. tins, ½ doz. in case, case	....	6 25
	Prices for	Island of Montreal
Barbadoes Molasses—		
Puncheons	....	0 95
Barrels	....	0 98
Half barrels	....	0 95
Puncheons, outside city	....	0 95
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	7 75
3-lb. tins, 2 doz. in case, case	....	10 75
5-lb. tins, 1 doz. in case, case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

Sugar Stands Steady

Montreal.

SUGAR.—There is no change in the quotations on sugar this week. Although prices of raws are lower and quotations on refined in New York have run as low as $6.75 per 100, quotations in Montreal appear to stand firm at the $10.50 basis. There does not seem to be any chance that American sugar will be imported at the present margin that exists between Canadian and American sugar. For this reason it is safe to predict that while this difference exists between the two prices Canadian refiners will stand firm at the $10.50 basis.

Granulated Sugar, per cwt.	....	10 50
Do., barrels	....	10 50
Granulated, gunnies, 20/5	....	10 90
Do., gunnies, 10/10	....	11 00
Do., cases, 20/5-lb. cartons	....	11 10
Do., cases 50/2-lb. cartons	....	11 25
Yellow, light, per cwt.	....	10 10
Do., medium, per cwt.	....	10 10
Do., dark, per cwt.	....	9 90

A Better Movement on Tea

Montreal.

TEA.—Although there is no change in the quotations on teas the importers and dealers state that locally there is a better movement and there is generally a better market. Cables form foreign centers report a stronger market.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72
Above prices give range of quotations to the retail trade.		
JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Vegetable Market Quiet

Montreal.

VEGETABLES.—The vegetable market is steady this week. Potatoes are remaining firm at the low quotations and the supply seems quite sufficient to meet all demands. Further than that there is nothing of particular interest in this market. Dealers report a fair business this week but look for an improvement as a result of the opening of the Lenten season.

Beets, per bag	0 75	0 90
Cabbage, Montreal, bbl.	....	1 50
Chicory, doz.	....	0 50
Celery, per crate	....	3 50
Carrots, per bag	0 75	1 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 50	1 75
Do., sweet, hamper	4 00	5 00
Pumpkins, per doz.	....	2 00
Spinach, box	....	0 75
Turnips, per bag	0 75	1 00
Spanish Onions, per case	5 00	5 50
Yellow Onions, per cwt.	1 00	2 50
Red Onions, per cwt.	1 00	1 50

ONTARIO MARKETS

TORONTO, Feb. 9.—Price changes during the week are not numerous but many lines are developing a slightly firmer tone. One brand of macaroni, pancake flour, peanut butter, evaporated milk and meat sauce is reduced. Coffees, teas, shelled nuts are holding firm with a tendency for higher prices. Canned vegetables continue to improve in the demand, and prices are now more in line with canners' list. Prunes are in fair demand but mostly in small quantities as the consumptive demand requires. The first shipments of Messina bitter oranges have arrived and are practically cleaned up, but further shipments are expected during the next week or ten days. Heavy shipments of navel oranges and grapefruit are arriving daily and prices are holding fairly steady. Honey prices are easier. Quotations on rices are revised downward. Potatoes and other local vegetables continue the downward trend.

Beans are in Demand

Toronto.

BEANS.—The movement for beans during the week has shown a considerable improvement, although buyers generally confine orders to small quantities. The average quotation on Ontario hand picked beans is $3.25 per bushel but some are asking as high as $3.50.

Ont., 1-lb. to 2-lb. pickers, bus.	3 00	3 25
Do., hand-picked, bus.	....	3 25
Limas, Calif., per lb.	....	0 12
Madagascars, per lb.	....	0 10

Cereals Are Steady

Toronto.

CEREALS.—Manufacturers of cereals report an improvement in business during the week and freer buying on the part of both wholesalers and retailers. The market is steady and unchanged.

	Single Bag Lots F.o.b. Toronto
Barley, pearl, 98s	6 50
Barley, pot, 98s	5 00 5 50
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	5 70
Cornmeal, Golden, 98s	3 75
Oatmeal, 98s	4 90
Corn Flour, 98s	5 75
Rye Flours, 98s	6 00
Rolled Oats, 90s	3 50
Rolled Wheat, 100-lb. bbl.	7 25
Cracked Wheat, bag	6 00
Breakfast Food, No. 1	6 25
Do., No. 2	6 25
Rice Flour, 100 lbs.	10 00
Linseed meal, 98s	6 50
Flaxseed, 98s	7 00
Peas, split, 98s	6 75
Blue Peas, lb.	0 10
Marrowfat green peas	0 06 0 06½
Graham Flour, 98s	5 25
Whole Wheat Flour	5 25
Wheat Kernels, 98s	6 00
Farina, 98s	6 20

Coffee Holds Firm

Toronto.

COFFEES.—Quotations on coffee are unchanged but primary markets continue to hold firm at the recently advanced prices. This condition is particularly the case with the finer grades.

Java, Private Estate	0 51	0 53
Bogotas, lb.	....	0 43
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Mocha, lb.	0 52	0 55
Rio, lb.	....	0 24
Santo	....	0 35

Canned Vegetables Moving

Toronto.

CANNED GOODS.—Canned vegetables continue to show a good movement and prices have a tendency to firmness. Fruits, however, are dull with little inquiry.

Salmon—		
Sockeye, 1s. doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	....	3 50
Do., ¼-lb. tins	2 25	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	....	1 72½
Peas, Standard, doz.	....	1 65
Peas, Early June, doz.	....	2 75
Do., Sweet Wrinkle, doz.	....	2 45

Beets, 2s, doz.	1 45	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.	....	2 00
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	1 20	1 25
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each	....	1 27
Black Currants, 16 oz., doz.	4 00	4 60
Do., 4s, each	0 95	1 25
Gooseberry, 4s, each	0 90	1 25
Do., 16 oz., doz.	4 00	4 60
Peach, 4s, each	0 90	1 25
Do., 16 oz., doz.	4 00	4 60
Red Currants, 16 oz., doz.	....	5 50
Raspberries, 16 oz., doz.	4 00	4 60
Do., 4s, each	0 95	1 25
Strawberries, 16 oz., doz.	4 00	4 60
Do., 4s, each	0 95	1 25

Dried Fruits Steady to Firm

Toronto.

DRIED FRUITS.—Owing to increased consumption the demand for prunes has shown some improvement during the past week. Some old crop prunes are offered, generally at a reduced price. Evaporated apples show little movement, but with the supplies of the fresh varieties becoming scarcer in some sections, shippers are anticipating an improvement in the demand. Raisins are holding firm at the high figures. Currants are fairly easy under a light demand.

Candied Peels—		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 18
Do., Vostizza	....	0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 25
Dromedary, 9 doz. to case	....	7 25
Fard, per lb.	....	0 30
Halowee dates, per lb.	....	0 13
Figs—		
Smyrna layers, 4 crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 12
Prunes—		
30-40s, 25s	....	0 23
40-50s, 25s	....	0 21
50-60s, 25s	....	0 18
60-70s, 25s	....	0 15½
70-80s, 25s	....	0 14
90-100s, 25s	....	0 11
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 30
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 29
Valencia	....	0 23
Evaporated Apples	0 12	0 13½

Flour Market Unchanged

Toronto.

FLOUR.—There is no change in flour. The market is fairly steady under the recent decline.

FLOUR—		
Patents Firsts, in jute bags, barrel	....	10 70
Do., seconds, in jute bags, per barrel	....	10 20

Bitter Oranges Arrive

Toronto.

FRUIT.—The first shipments of bitter oranges have arrived and are practically cleaned up at $5.50 per case. Further shipments are expected in about two weeks. A shipment of Florida oranges, pineapple variety, has arrived and offered at $6.50 per case, all sizes. Heavy shipments of navel oranges are arriving every day and prices are holding fairly steady. Messina lemons 300s, are offered by one house at $4.00 per case in single box lots, and 25 cents less in five-box lots.

Oranges, California Navels—		
126s	....	6 00
150s, 176s, 200s, 216s, 250s	5 25	6 00
288s	....	5 00
324s	....	5 00
Messina Bitters	....	5 50
Grapefruit—		
36s, 46s	5 00	5 50
54s	....	5 75
64s	....	6 50
70s, 80s, 96s	....	6 50
100s	....	6 00
Bananas, Port Limons	....	0 08½
Lemons, Cal.	....	4 75
Do., Messinas	4 00	4 75
Grapes—		
Almeria, bbls.	....	18 00
Apples, Ontario—		
Spies, No. 1s	....	7 00
Spies, No. 2s	....	6 00
Baldwins, No. 1s	....	6 00
Baldwins, No. 2s	....	5 00
Greenings, No. 1s	....	6 00
Greenings, No. 2s	....	5 00
B. C., in boxes	....	3 85
Cranberries, ½ barrels	....	13 50
Tangerines, Florida	5 00	5 50

Honey Market Easy

Toronto.

HONEY.—The demand for honey is very limited and in consequence prices are easier. Dealers state that they can now buy honey at country points around 18 to 20 cents per pound. Dealers' prices to the retail trade are also slightly lower.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, extracted, Ontario, No. 1, white clover, in 30 and 60 pound tins	....	0 23
10 pound tins, per lb.	....	0 24
5 pound tins, per lb.	....	0 25

One Brand Macaroni Lower

Toronto.

MACARONI.—Quaker brand macaroni is reduced 50 cents per case, bringing the price down to $2.15 per case for the 10½-ounce packages.

MACARONI—		
Cases, 30 pkgs. 16 oz., per case	4 45	4 50
Cases 24 pkgs., 10½ oz., case	....	2 15
Cases (bulk), 20 lbs., per case	....	2 60
Cases (bulk), 10 lbs., per case	....	1 30
Cases (bulk) 5 lbs., per case	....	0 70

Evaporated Milk Lower

Toronto.

MISCELLANEOUS.—Carnation milk is reduced in price, talls are now $7.25 per case and baby $6.50 per case. Bowes' peanut butter is reduced as follows: 24-pound pails are now 20 cents per pound, No. 1 tumblers are now $1.45 per dozen and 1-pound tins $3.60 per dozen. Laing's C.C. sauce is reduced to $2.50 per dozen. Mazola is lower, following are the new prices: One-pound tins $7.70 per case, twos $7.10 per case, fours $13.50 per case and eights $12.60 pe rcase.

Shelled Nuts Continue Firm

Toronto.

NUTS.—Shelled walnuts continue firm under a strong demand. Shelled almonds are also in a firm position and are quoted at 42 to 45 cents per pound. Shelled Manchurian walnuts, halves, are offered at 45 cents per pound on stocks that are rolling and which are expected to arrive about the end of the month. Cocoanut is also in a strong market but spot quotations are unchanged.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	....	0 14
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	8 50
Cocoanut, unsweetened, lb.	....	0 32
Do., sweetened, lb.	....	0 35
Do., shred	....	0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 32	0 34
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 42	0 45
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 55	0 60
Do., Manchurian	0 45	0 50
Peanuts, Spanish, lb.	....	0 12
Brazil nuts, lb.	....	1 10
Pecans, lb.	....	1 15

One Brand Pancake Flour Down

Toronto.

PACKAGE GOODS.—Puffed rice pancake flour is reduced 80 cents per case, bringing the price down to $2.90 per case of 24 packages. Granulated and pearl hominy are down 30 cents, reducing the price to $3.40 per case. Other quotations are unchanged.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	5 60
Do., 20s, square, case	....	5 60
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas., 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 11
Do., No. 2, lb. cartons	....	0 09½
Laundry Starch	....	0 09
Do., in 1-lb. cartons	....	0 9¾
Do., in 6-lb. wood boxes	....	0 12¾
Do., in 6-lb. tin canisters	....	0 13½
Celluloid Starch, case	....	4 50
Potato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	6 30
Cornmeal, 24s	....	3 40
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	4 00
Buckwheat flour, 24s	....	4 00
Two-minute Oat Food, 24s	....	2 75
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 70
Do., pearl, case	....	3 70
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65

Spot Rices Lower

Toronto.

RICES.—Practically all rices are re-ced in price during the week. These ductions range from one-half to two nts per pound. The primary markets, wever, have a slightly firmer tone th quotations holding fairly steady.

nduras, broken, per lb.	0 07½	0 08
e Rose, lb.	....	0 08½
m, broken, per lb.	....	0 07½
m, per lb.	....	0 09
ans, per lb.	0 07	0 07½
inese, XX	....	....
o., Simiu	0 12½	0 13½
o., Mujin, No. 1	0 11½	0 12½
o., Pakling	0 11	0 13
Rangoon	0 07	0 07½
White Sago	....	0 08½
ioca, per lb.	....	0 08½

Spices Are Steady

onto.

SPICES.—Quotations on spices are changed. The market is steady to m.

spice	0 20	0 22
sia	0 30	0 35
namon	....	0 55
ves	0 55	0 60
enne	0 35	0 37
ger, Cochin	....	0 30
o., Jamaica	....	0 45
stard, pure	....	0 56
rbs — sage, thyme, parsley, try	0 28	0 35
kling Spices	0 25	0 28
ce	0 90	1 00
pers, black	0 26	0 30
o., white	....	0 36
rika, lb.	0 60	0 70
llies, lb.	....	0 60
tmegs, selects, whole, 100s	....	0 45
o., 80s	....	0 50
o., 64s	....	0 60
o., ground	....	0 40
stard seed, whole	....	0 25
ery seed, whole	....	0 40
iander seed	....	0 18
raway seed, whole	....	0 30
eric	....	0 23
ry Powder	....	0 35
am of Tartar—		
rench, pure	....	0 55
merican high-test, bulk	....	0 55
-oz. packages, doz.	....	1 25
-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Paper grades can be purchased for less.

Salt Prices Steady

onto.

SALT.—Quotations on salt are unanged.

e, 3½s, per bbl.	7 35	7 10
e, 7s, per bbl.	7 00	6 75
e, bbl. 280 lbs., bulk	4 30	4 05
e, bags, 50 lbs.	0 93	0 88
ry, bags, 50 lbs.	1 13	1 08
rse, bags, 50 lbs.	0 93	0 88
Cream, bags, 200 lbs.	2 55	2 90
es, 24 pkgs.	2 90	2 90

Syrups Unchanged

onto.

YRUPS.—There is no change in quotions on syrups, the market is steady ler a more active demand.

n Syrups—		
arrels, about 700 lbs., yellow	....	0 07½
alf barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
ases, 2-lb. tins, white, 2 doz in case	....	5 90
ases, 5-lb. tins, white, 1 doz. In case	....	6 55
ases, 5-lb. tins, white, ½ doz. in case	....	6 25
ases 2-lb. tins, yellow, 2 doz. in case	....	5 30
ases, 5-lb. tins, yellow, 1 doz. in case	....	5 95
ases, 10-lb. tins, yellow, ½ doz. in case	....	5 65
e Syrups—		
arrels and half barrels, lb.	....	....
alf barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 50
Molasses—		
Fancy, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal	....	0 56
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doze.. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Sugar Unchanged

Toronto.

SUGAR.—There is no change in sugar quotations. The market is steady at $10.71 basis.

St. Lawrence, extra granulated, cwt.	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated	10 71
Dom. Sugar Refinery, extra granulated	10 71
Canada Sugar Refinery, granulated	10 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 65c; No. 2, 75c; No. 3, 85c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, carton 50/2s, 70c Yellows same as above.

Teas in Active Demand

Toronto.

TEAS.—Buyers of teas continue to gain confidence in the market and are placing orders more freely than they have for several months. The local market for fine teas is practically bare and the small stock available is commanding high prices. The primary markets are in a strong position and prices on some of the better grades are up as much as 6d. per pound. Other grades, although not advanced to as great an amount, are holding at the higher quotations that were manifest at the turn of the year.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Local Vegetables Lower

Toronto.

VEGETABLES.—Potatoes continue easy and lower. Carrots, turnips, parsnips and onions are also easy and lower. There is a very small demand for local vegetables but southern varieties are moving freely. Florida tomatoes are lower, now quoted at $9.50 per six-basket crate. Cauliflowers are not as plentiful this week and are quoted slightly higher. Iceberg head lettuce is also higher in price. California celery is quoted at $8.50 per crate and Florida at $5.00.

Cabbage, Can., per bbl.	....	1 25
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	1 00	1 25
Onions, 100-lb. sack	1 50	1 75
Do., Spanish, large crate	....	5 75
Potatoes, per bag	1 40	1 50
Sweet Potatoes, hampers	....	2 75
Mushroms, 3-lb. basket	....	3 25
Cal. Head Lettuce, 4 doz. crate	....	5 50
Cauliflowers, standard crate	....	5 50
Celery, Calif., crate	7 50	8 50
Tomatoes, Florida, 6-bkt. crates	10 50	11 50

WINNIPEG MARKETS

WINNIPEG, Feb. 9.—The sugar market continues steady. Bulk rolled oats have shown a weaker tone although package cereals have shown no change. Canned goods are much firmer, especially canned tomatoes, and an advance on these lines is expected. Dried fruits are moving freely. Shelled walnuts have shown a firmer tone. All lines of spices are firmer. Black and white peppers have advanced. American rice is practically at bottom price and further concessions on Oriental rice are expected. Jams have shown an improvement, and marmalade is lower. Flour market shows no change. Navel oranges are quoted lower. Mexican tomatoes have arrived on the market.

Coffee Market Firmer

Winnipeg.

COFFEE.—There is a slightly firmer tone in the primary market for coffee. The local demand is fairly active and orders are generally confined to immediate requirements.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Snatos, lb.	0 42	0 44

Canned Tomatoes Firmer

Winnipeg.

CANNED GOODS.—The market for canned vegetables is showing a much firmer undertone, especially, on tomatoes. Sockeye salmon is reported very firm and is not expected to be any lower while other grades are reported weaker. Albatross pilchards are quoted lower.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Oysters, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00

		per case
Salmon—		
Sockeye, 1s, tall, 4 doz. case..	....	22 00
Do., ½s flat, 8 doz. in case..	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case ...	....	16 25
Cohoe, 1s, tall, 4 doz. case....	....	18 00
Do., ½s, flat, 8 doz. case....	....	16 00
Pink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case...	....	11 00
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)

	Per case	
Apples, 6 tins in case, per case..	3 00	3 85
Blueberries, 2s, 2 doz. case.....	....	7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	7 00	7 65
Pears, 2s, 2 doz. case	8 30	9 00
Plums, Greengage, 2s, 2 doz. case	....	6 45
Light Syrup—		
Lombard, 2s, 2 doz. case.....	....	5 05
APPLES—		
Raspberries, 2s, 2 doz. case....	10 50	11 00
Strawberries, 2s, 2 doz. case...	9 75	10 00

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case.....	....	13 85
Peaches, 2½s, 2 doz. case	....	13 25
Do., sliced, 1s, 4 doz. case....	....	15 00
Do., halved, 1s, 4 doz. case ...	....	15 00
Do., 2s., 2 doz. case	....	10 00
Corn, 2s, 2 doz. case	3 80	4 20

CANNED VEGETABLES

	Per case	
Asparagus Tips, 1s, tins, 4 doz. case, per doz.	....	2 75
Beans, Golden Wax, 2s, 2 doz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case..	....	4 75
Pears, 1s, 4 doz. case	....	17 00
Pineapples, sliced, 2s, 2 doz. case	8 00	8 75
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz. case....	....	3 00
Sauer Kraut, 2½s, 2 doz. case..	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz. case.....	4 00	4 60
Spinach, 2½s, 2 doz. case	6 75	7 25

Rolled Oats Easier

Winnipeg.

CEREALS. — Bulk rolled oats have shown a weaker tone during the week and 80s are quoted at $2.60 per bog, 40s at $1.33 and 20s at 76 cents per bag. Package cereals show no change in price.

PACKAGE CEREALS

Rolled oats, 20s, round cartons..	**4 75**	**6 00**
Do., 36s, case, square packts.....	**....**	**4 85**
Do., 18s, case	**....**	**2 40**
Corn Flakes, 36s, case 3 65		**4 15**
Cornmeal, 2 doz. case, per case...	**....**	**3 80**
Puffed Wheat, 3 doz. case, case..	**....**	**4 40**
Puffed Rice, 3 doz. case, case	**....**	**5 70**
Grape Nuts, 2 doz. case, per case	**....**	**3 83**
Package Peas, 3 doz. case, case..	**....**	**3 75**
Cream of Wheat, 3 doz. case, case.	**....**	**9 00**

BULK CEREALS

Rolled Oats, 80s, per bag.....	....	2 60
Do., 40s, per bag	....	1 33
Do., 20s, per bag	....	0 76
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran, or stand., bag	....	5 00
Wheat Granules, 98s, per bag.	....	6 00
Do., 16-6s, per bale.....	....	7 00
Peas, whole, green, 100-lb. bag, per bush.	....	4 75
Do., split, yellow, 98s, per bag	....	8 45
Do., split, yellow, 49s, per bag	....	4 30
Beans, fancy, hand picked, 100 lb., bag, bushel	....	3 90
Do., Lima, 100-lb. bag, per lb..	....	0 14
Barley, Pot, 98s, per bag.....	....	4 25
Do., pearl, 98s, per bag.....	....	5 75
Cornmeal, 98s, per bag	....	3 20
Do., 24s, per bag	....	0 83
Do., 10-10s, per bale	....	4 25
Buckwheat grits, whole, 98-lb. bags, per bag	9 00	9 50

Evaporated Apples Firm

Winnipeg.

DRIED FRUITS.—Evaporated apples are firm. Currants are firm. Spot quotations are unchanged.

DRIED FRUIT

Evaporated Apples, per lb.	....	0 18
Currants, 90-lb., per lb.	....	0 22
Do., 8 oz., pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb..	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt. ...	....	0 35
Peaches, standard, per lb.	0 28	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	1 56	1 62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.....	....	0 30
Do., Cal., cartons, per carton	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 24
40-50s, 25s, per lb.	....	0 19½
50-60s, 25s, per lb.	....	0 18¾
60-70s, 25s, per lb.	....	0 16¾
70-80s, 25s, per lb.	....	0 15
80-90s, 25s, per lb.	....	0 13½
90-100s, 25s, per lb.	....	0 13½
In 5-lb. cartons, per carton ...	....	1 25
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 ozs., 3 doz. to case, per lb.	....	0 23
Do., bulk, seedless, 25-lb. boxes, per lb.	....	0 27½
Apricots, choice, 25s, lb.	....	0 45
Do., 10s, lb.	....	0 47
Do., Standard, 45s, lb.	....	0 40
Do., choice, 10s, lb.	....	0 42
Do., fancy, 45s, lb.	....	0 50
Do., fancy, 10s, lb.	....	0 52

Flour Market Unchanged

Winnipeg.

FLOUR.—There is no change in the flour situation this week. Manitoba No. 1 hard flour remains steady at $11.35 per barrel and 98-pound jute sacks at $5.67½.

Navel Oranges Lower

Winnipeg.

FRUIT.—The fruit trade is fairly steady for this time of the year. One of the features to be noted is the decline in navel oranges which are now quoted at $5.50 to $6.50 per case, according to size and quality. Lemons remain steady at $6.00 to $6.50 per case. Bananas show no change and are still quoted at 12 cents per pound. Apples are in good demand and Delicious apples are quoted at $5.00 per box. No. 2 Baldwin and No. 2 Greenings are quoted at $7.00 and $6.50 per barrel.

Shelled Walnuts Firmer

Winnipeg.

NUTS.—The situation in the shelled walnut market this week shows a decided improvement as compared with last week. This applies particularly to Bordeaux halves and this firmer tone is due to the active demand and the advance in the value of the French franc. The shelled almond market remains fairly steady. Spot stocks are being freely sought for and considered good property owing to the recovery of British currency. Spanish shelled peanuts show a slightly easier tendency. There is no material change in the market for shelled brazils or pecans.

NUTS, SHELLED—		
Almonds, per lb.	0 43	0 45
Spanish Peanuts, No. 1, per lb.	....	0 12½
Pecans, per lb.	....	1 10
Walnuts, per lb.	....	0 52
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 25
Almonds, per lb.	....	0 30
Filberts, per lb.	....	0 20
Walnuts, per lb.	....	0 25
Pecans, per lb.	....	0 30

Rice at Low Prices

Winnipeg.

RICE. — The American rice markets are reported very low and are probably close to bottom prices. Quotations are unchanged.

RICE—		
No. 1 Japan, 100-lb. sacks, lb..	....	0 07¾
Do., 50-lb. sacks, lb.....	....	0 08
Siam, Elephant, 100-lb. bags..	....	0 06½
Do., 50-lb. bags	....	0 06¾
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 08¾
Do., in less quantities, lb.	....	0 09
Tapioca, pearl, per lb.	....	0 08¾

Sugar Market Steady

Winnipeg.

SUGAR. — The market for refined sugar is holding firm at the following prices:

Extra granulated, bags, 100 lbs...	....	12 05
Do., gunnies, 5/20 lbs.....	....	12 45
Do., gunnies, 10/10 lbs.	....	12 55
Do., cartons, 20/5 lbs.	....	12 65
Do., cartons, 50/2 lbs.....	....	12 80
Yellow, No. 1 light, bags 100 lbs.	....	11 65
Do., golden, bags, 100 lbs. ...	....	11 55
Powdered Sugar, bbls.	....	12 40
Do., boxes, 50 lbs.	....	12 60
Do., boxes, 25 lbs.	....	12 80
Icing, bbls.	....	12 50
Do., boxes, 50 lbs.	....	12 70
Do., boxes, 25 lbs.	....	12 90
LUMP SUGAR—		
Soft Lumps, boxes 100 lbs. ...	....	12 80
Do., boxes, 50 lbs.	....	12 90
Do., boxes, 25 lbs.	....	13 10
Do., cases 2 cartons	....	13 85
Do., cases, 40 half cartons..	....	14 60
Small Lumps, boxes 100 lbs...	....	12 70
Do., boxes, 50 lbs.	....	12 80
Do., boxes, 25 lbs.	....	13 00
Do., cartons, 50/2 lbs.....	....	14 10
Hard Lump Sugar, bbls.	....	13 00
Do., boxes, 100 lbs.	....	13 00
Do., boxes, 50 lbs.	....	13 10
Do., boxes, 25 lbs.	....	13 25

Spices are Firmer

Winnipeg.

SPICES.—All lines of spices are firmer. Black pepper has advanced 3½ cents and white pepper 5 cents per pound. This is due to a shortage of spot stock in the United States as well as to the heavy demand and an improvement in freight exchange.

Allspice, Jamaica, best quality, lb.	....	0 25
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 75
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica, No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb...	....	0 80
Nutmegs, extra large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz. ...	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, per lb.	....	0 50
Pickling, ¼-lb. pkg., per doz...	....	1 00
Do., bulk, No. 1, per lb.	....	0 28

GROUND SPICE

Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb. ...	....	0 30
Do., No. 2, bulk, per lb. ...	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 80
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75

For Additional General Market News see page 54

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Feb. 9.—Receipts of sh eggs continue to increase and ces to decline. Fresh eggs are now oted at 50 cents per dozen. Best qual- butter is quoted at 58 cents per und. Cheese 32 cents. Pure lard 21½ nts and compound 15½ cents per und. Beef is easy and quotations are wn one cent per pound. Okanagan ions are quoted at $1.50, California ions $3.50 and Spanish at $9 per case. tatoes are easy at $40 per ton. Local een onions are selling at 40 cents per zen. Fruits are quiet and unchanged.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 9.—Business is rly active and is well up to the aver- e of other years. Several price reduc- ns are recorded during the week. ans are now quoted at $5.75, a reduc- n of one dollar per bushel. Rolled ts are down to $2.50 per bag. Rices e easy and prices reduced. Siam rice now quoted at $6 and Japan at $7.17 r hundred. Tapioca and sago are wer, now selling at 7½ cents per pound. eese is up one cent per pound. Stor- e eggs are cleaned up and fresh eggs e reduced to $18 per case. Standard as are down to $4.25 per case. Evap- ated are reduced one cent per pound d prunes are two cents per pound wer.

ans, B.C.	....	5 75
led oats, 80s	....	2 50
e, Siam	....	6 00
an, No. 1	....	7 17
ioca	....	7 50
o	....	7 50
ar, pure cane, gran., cwt.	....	12 77
ese, No. 1, Ont., large	0 30	0 31
erta cheese, twins	....	0 30
o., large	....	0 29
ter, creamery, lb.	....	0 58
o., dairy, lb.	0 40	0 45
d. pure, 3s	....	15 90
s, new laid, local, case	....	18 00
natoes, 2½s, standard, case	4 15	4 35
x and Green Beans, 2s, case	4 60	4 85
n, 2s, case	3 85	4 40
s, 2s, standard, case	....	4 25
w early June peas, case	....	4 50
awberries, 2s, Ont., case	10 00	10 30
spberries, 2s, Ont., case	10 60	11 70
seberries, 2s	....	11 30
rries, 2s,, red, pitted	9 00	9 50
ples, evaporated, 50s	0 14	0 16
o., 25s, lb.	0 15½	0 17½
ches, evaporated, lb.	0 22	0 22½
o., canned, 2s	7 45	7 90
nes, 90-100s	0 08	0 10
o., 70-80s	0 11½	0 13
tatoes, local, ton	40 00	42 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Feb. 9.—Although business is not as bright as it might be dealers speak of conditions as fair. Changes are expected shortly in the prices of canned goods, new quotations will probably be out next week. Eggs have been coming down for some time and have dropped seven cents per dozen in the past two weeks making present quotations 78 cents. Rolled oats are now quoted at $4.25, a reduction of 35 cents per bag. Molasses dropped 20 cents, now quoted at 80 cents. Pure lard dropped two cents, bringing the price down to 24 cents per pound. White beans are now quoted at $3.50 and yellow eyes at $7.60.

Flour, No. 1 patents, bbl.	....	13 75
Cornmeal, bags	....	3 85
Rolled oats, per bag	....	4 25
Rice, Siam, per 100 lbs.	8 50	11 50
Tapioca, 100 lbs.	....	13 00
Lard, pure, lb.	0 22½	0 23
Sugar, standard, granulated	....	10 60
Do., No. 1, yellow	....	10 00
Cheese, Ont., twins	....	0 30
Eggs, fresh, doz.	....	0 78
Lard, compound	....	0 19
Lard, pure, lb.	....	0 24
American clear pork, per bbl.	....	48 50
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 48
Hams, aver, 9-12 lbs.	....	0 41
Do., aver. 12-18 lbs.	....	0 41
Do., aver. 18-25 lbs.	....	0 38
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 56
Do., dairy	....	0 45
Raspberies, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 80
Corn, 2s, standard, doz.	....	2 00
Peas, standard, doz.	....	1 92½
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 15½
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	2 00
Beans, white	....	3 50
Do., yellow eye	....	7 60
Bananas, lb.	0 10½	0 11½
Lemons, Cal.	....	6 00
Oranges, all sizes	....	7 00
Grapefruit, Florida, case	....	8 00
Do., Jamaica	....	6 00
Apples—		
Pippins	4 50	6 00
Spys, No. 1	....	8 00
Do., No. 3	....	4 00
Oats, per bus.	....	0 98

New Brunswick Markets

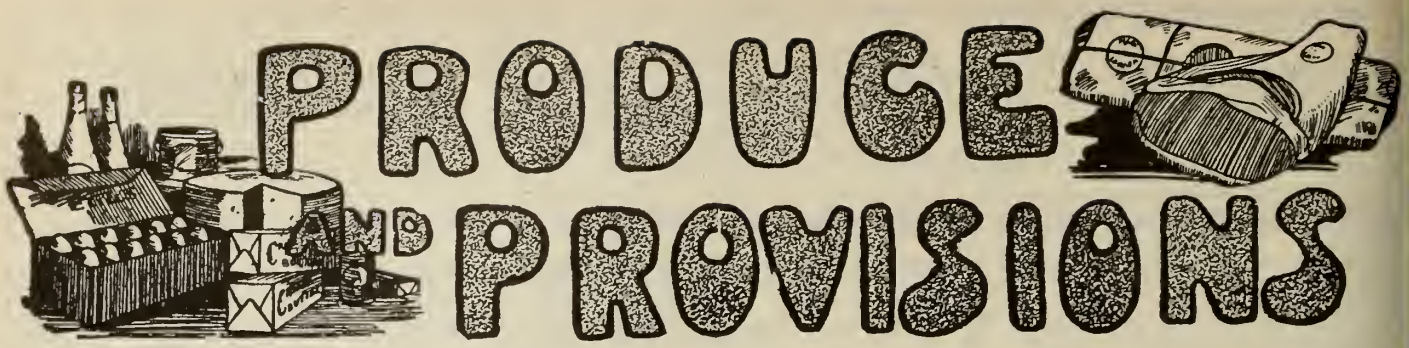
FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 9.—The trade reports a slight increase in business. There are a few price changes, but the markets generally are fairly steady. N.B. cheese is slightly firmer at 30 to 31 cents per pound. Pure lard dropped three cents per pound. Canned tomatoes advanced 20 cents, now quoted at $4.40 per case. Corn is now $3.85, an advance of 25 cents per case. Peas are up to $4.10 per case. Fresh eggs continue to be easy and have dropped five cents per dozen. Lemons are quoted at $7 to $7.50 per case.

Flour, No. 1 patents, bbls., Man.	....	13 15
Cornmeal, gran., bags	....	4 10
Do., ordinary	....	2 95
Rolled oats	....	9 50
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	12 00	14 00
Molasses	0 75	0 80
Sugar—		
Standard, granulated	....	10 60
No. 1, yellow	....	10 10
Cheese, N.B.	0 30	0 31
Eggs, fresh, doz.	0 75	0 85
Lard, pure, lb.	0 22½	0 23
Do., compound	0 17¾	0 18
American clear pork	46 00	49 00
Tomatoes, 2½s, standard case	....	4 40
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	....	0 65
Do., dairy	0 53	0 56
Do., tub	0 48	0 53
Potatoes, per bbl.	2 50	3 00
Corn, 2s, standard, case	....	3 85
Peas, standard, case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Potatoes, per bbl.	....	3 00
Lemons, case	7 00	7 50
Oranges, Florida	6 50	7 50
Do., California	6 00	7 50
Bananas, lb.	....	0 12
Grapefruit, case	7 50	8 50

OUTPUT OF CANADIAN REFINERIES IN 1920

Canadian refineries manufactured 698,393,074 pounds of granulated sugar during 1920, according to a report by the Internal Trade Division of the Dominion Bureau of Statistics that has just come to hand. The amount of yellow and brown sugar made was given as 88,448,931 pounds, making a grand total of 786,841,805 pounds. Shipments of refined sugar during the year amounted to 749,011,010 pounds, of which 78,355,776 pounds were for export. Stocks of raw sugar on hand at the end of 1920 were placed at 167,011,429 pounds. Receipts of raw sugar for the four weeks ending December 21 were 37,571,295 pounds, and for the entire year receipts by Canadian refineries were 905,092,405. It should be mentioned that repurchases by refineries are included in the above figures of sugar production for the twelve months.



Dealing With the Exchange Situation

Paper on "World Markets," by E. C. Fox, President of Wm. Davies Company, Ltd., Toronto, is Read Before Annual Convention of the Canadian Produce Association in Montreal—Important Subject of Exchange is Referred to.

By Staff Correspondent of Canadian Grocer

MONTREAL, Feb. 10.—The ninth annual convention of the Canadian Produce Association opened yesterday morning at the Windsor Hotel in Montreal. A meeting of the executive committee prior to the opening of the convention was held to discuss certain matters which were to be brought before the convention as a whole later in the day. At ten-thirty the convention was called to order. The official welcome of Mederic Martin, M.P., mayor of the city, was extended by Alderman J. P. Dixon, owing to the unavoidable absence of the mayor. In no unmistakable terms he welcomed the men of the convention and hoped they would enjoy their short stay in the city of Montreal. He also added that if any of them should require the help of the mayor or any of the officials of the city during their visit they had the promise of their assistance. He stated that in 1877 he had entered the grocery trade and in consequence had a personal interest in the business of this convention. He laid stress upon the idea of standardization of farm produce, and said, "When the produce merchants of Canada can give to our own people and the people of foreign countries the very best of farm produce, then they will be able to command the best prices in the world. The grocers, to my mind, have a unique opportunity of judging the people of a country. They deal with the women, the men, and the children of the country. They are continually in touch with the most vital artery of trade. If such is the case with grocers, it is even more true in connection with produce trade, where not only the business of our own country is touched, but the business of many countries."

Alderman Dixon referred to the days when eggs sold at 8 cents a dozen and turkeys at 6 cents per pound, and stated that it was a matter of wonder that in those days the farmers were able to make a living at all when they were getting such very small prices for their produce. He added in conclusion that his worship the mayor regretted his inability to be present at this convention on account of having to attend the session of the Quebec Legislature which is now in progress.

Greetings from the West

President H. R. Gray read telegrams from the Minister of Agriculture and

HARPER R. GRAY
of Montreal, who is presiding at all sessions of the Canadian Produce Association.

from Mr. Jones, the ex-secretary of the National Poultry, Butter and Egg Association, who is in Chicago, regretting that they were unable to attend the convention in Montreal and extending their best wishes for the success of the same. A telegram was also received from the Missouri Poultry and Egg Association extending the best wishes of the American produce merchants. A number of telegrams were received from the city of Winnipeg, including one from the secretary of the Board of Trade, one from L. A. Gibson of the Dairymen's Association and one from Mr. MacLean of the Butter and Egg section of the Board of Trade Winnipeg, inviting and urging that the next convention of the Canadian Produce Association be held in Winnipeg. After the reading of these telegrams it was moved and seconded that they be received and the matter of holding the next convention in Winnipeg be referred to a later session of the convention.

President's Address

President Gray in his annual address said:—

It is my pleasure and privilege to welcome you to our ninth annual convention. The produce trade of Montreal is highly honored by your presence and by way of introduction it may not be amiss to say that we have in Montreal a city in which, with its many suburbs, we are justly proud. Montreal is the metropolis of Canada, having at present, including suburbs, a population of over 900,000 and it is no idle dream to guess that at the present rapid rate of growth in a few years her population may reach the one million mark. Montreal is the fifth largest city in North America. Montreal possesses one of the finest harbors on the continent. In the shipping season the St. Lawrence is a hive of industry and the facilities afforded are best explained when one realizes the immense amount of traffic which originates in the south and middle west and which might be expected to go forward via U.S.A. ports. Montreal stands ninth in the cities of this continent for bank clearings for 1920 the total being $7,109,189,038. This amount is slightly over 37 per cent. of the total clearings for the year reported by sixteen largest Canadian clearing houses.

Canada is proud of her railway system and in no city of the size of Montreal do we find greater activity from the railroad point of view. The head office of the Canadian Pacific Railway and Grand Trunk Railways are located in our midst and it might be also of interest to speak of the tunnel of three and a quarter miles in length under beautiful Mount Royal. Should time permit I would suggest that you take a trip to the mountain outlook and there enjoy a scene second to none anywhere on this continent.

Canadian National Poultry Association

Last March at the request of the Honorable Dr. Tolmie, Minister of Agriculture your association was requested to send a delegate to the second Canadian National

oultry Conference to be held in Ottawa. our president attended the conference for wo days at which time the Canadian Naional Poultry Association was organized nd a constitution and by-laws agreed pon. The objects of the association are s follows:—

(1) To consider all matters tending toards the improvement and advancement f the poultry industry.

(2) To keep a record of registered poultry nd to collect, preserve, and publish data, nformation and documents relating to regtration.

Many problems relating to the poultry nd egg industry were fully discussed and ch delegate had the opportunity of seeing e viewpoint of others in the trade in this nd the other provinces that may not have een brought to our attention heretofore. full report of the conference may be seured by communicating with Mr. Ernest hoades, secretary-treasurer, Canadian Naonal Poultry Association, Ottawa, Ont.

The World's Poultry Congress

The Netherlands Government has extendd an invitation for a world's congress hich will be held in The Hague during the ming fall. The plan of the congress is to clude all aspects of the poultry industry every part of the world embracing scienfic and practical questions, grading probms, the national and international trade, sease investigations, etc. A laying const is now in progress. There will not be poultry exhibition but instead there are be demonstrations of races of poultry om all parts of the world, each country ntributing the breeds it finds most useful. oultry houses and appliances found in difrent countries will be exhibited and efrts made to render the exhibit of equipent the most effective from an educational andpoint that has ever been placed on cord. Your president is a member of the dvisory Committee for Canada for the ngress and attended a conference in ttawa when plans were discussed as to the rt Canada should take in the congress. would suggest that this convention forrd to the Honorable Dr. Tolmie, Minister Agriculture, Ottawa, Ont., a resolution questing that one or more representatives appointed from Canada so that our couny may take advantage of the excellent portunity afforded us of taking our due d proper place among the countries of e world.

By-laws to Be Submitted

Your committee will submit for your aproval a set of by-laws which we trust you ll approve and authorize to be put into itable printed form and sent to each memr. The objects of our association as exessed in the by-laws submitted are as llows:—

(1) To inculcate honorable and equitable actice in the trade.

(2) To conserve the natural resources of e trade.

(3) To co-operate with the Agricultural epartment of the Federal and Provincial vernments in the enforcement of the re Food Laws and to get the agricultural partments to join with us in a campaign education as to the best methods of procing and handling farm and dairy proce so as to eliminate the very large ses now incurred.

(4) Acquiring and dissemination of accute and reliable information among shipers, dealers and consumers of live and essed poultry, butter, eggs, cheese and of her food products.

(5) The advancement and improvement commercial conditions in said trades.

(6) The fostering and strengthening of endly and co-operative relations between ch merchants in all parts of Canada and e securing to its members of improved nsportation facilities and just and equitle rates and charges for the same.

(7) The education and guidance of public inion in all parts of Canada to the point securing the adoption of legislation calated to foster trade and safeguard procers and consumers.

(8) To settle differences between the several members or between members and nonmmbers, and to procure uniformity and certainty in trade usages, and of kindred matters relating thereto, as they may from time to time arise.

Exports and Imports

Eggs—

Estimated production, 1920..170,000,000 doz.
Estimated consumption, 1920.170,200,000 doz.

	Exports, Cases	Imports, Dozens
January	900	565,994
February	500	532,873
March	...	1,783,816
April	...	163,854
May	400	565,647
June	5,450	171,453
July	13,545	348,513
August	26,822	573,560
September	38,081	491,198
October	62,970	439,076
November	49,735	675,469
December	12,459	204,475
Total	210,862 cases 6,325,860 doz.	6,515,928 doz.

Average price imports 46.8c (buying).
Average price exports 66.3c (selling).

It will be noted that Canada's imports exceeded exports during the calendar year by 192,475 dozen, or roughly 6,400 cases.

As approximately one-third of the imports took place during the first three months of the year, a comparison of the production and imports during the nine months (April to December, inclusive) shows that exports, for that period, exceeded imports by some 2,653,615 dozen or roughly 90,000 cases.

Poultry

Estimated value live and dressed poultry marketed 1920.....$25,000,000
Estimated value poultry consumed on farms 3,000,000

$28,000,000

The exports of dressed poultry for 1920 were———— lbs. valued at $679,561.00. The total value of dressed poultry imported during 1920 was $44,871.00.

For the first eight months ending November 30th, 1920, the exports of butter were 7,050,417 pounds. The exports of cheese during the same period were 111,062,867 pounds. The exports of condensed milk were 37,730,178 pounds. The total value of dairy products exported this eight month period was $42,482,924 being an increase of about two millions over the same period in 1919.

It is of interest to record the special feature of the butter business during the past year, viz., importations into New York City of 27,801,816 pounds, from Denmark 19,912,000 pounds
from Holland 2,794,368 pounds
from Argentine 5,095,448 pounds

27,801,816 pounds

It may also be of interest to note the course of values for the past ten years in New York. The following is the average for fresh extras creamery:

Average price for 1920.....61.44
Average price for 1919.....60.72
Average price for 1918.....52.30
Average price for 1917.....43.55
Average price for 1916.....34.90
Average price for 1915.....30.70
Average price for 1914.....29.89
Average price for 1913.....32.28
Average price for 1912.....31.60
Average price for 1911.....27.96

Average price for ten years is 40.54 cents.

Prices of cheese show a wide fluctuation during 1920, 33 3/8 to 33 7/16 was paid at Napanee in May and from June on there was a gradual decline in price, as low as 18 cents being paid for late fall fodder quality. During recent weeks a very active demand has sprung up for cheese for export and at present it is anticipated there will be very little cheese left for home consumption. The unsteady condition of British exchange throughout the season has made trading for export, from a financial stantpoint, anything but encouraging.

De-Control of Butter and Cheese

The first important announcement was made on April 29th, when the Minister of Agriculture at Ottawa received a cable from the British Ministry of Food stating that it had been definitely decided that the British Ministry would not purchase the 1920 season's Canadian cheese make, and that the maximum importer's price (32c) then in force would be removed at an early date, but that the maximum retail price of 1s. 8d. (40c per lb.) for whole milk cheese would remain in force for some little time.

The above cable was followed by another from the British Ministry of Food on May 27th, which stated that the maximum retail price for privately imported cheese had been withdrawn, but that Government cheese would continue to be governed by maximum retail price of 1s. 8d. (40c per lb.). This meant that Canadian cheese privately imported could be sold at any price. The government cheese referred to consisted of New Zealand cheese and the stocks of Canadian of the season 1919, which were held by the Ministry of Food in considerable qualities on that date.

This practically removed all restrictions in the English markets on Canadian cheese, and our exporters were free to sell their goods anywhere and at any price.

During the past season the British Ministry of Food have been purchasing at various times any surplus butter which Canada had for export to Great Britain. In October your president was one of a delegation from the trade who interviewed the Minister of Agriculture pointing out the desirability of making strong representations to the British Ministry of Food for the decontrol of Canadian butter in England. Still further representation was made to the Minister of Agriculture in December urging the government to take some immediate steps towards securing this de-control. The latest advice is that there is every hope of seeing the control of Canadian Butter abolished in England by the end of March 1921.

The Cattle Embargo

Reflection on the markets for our exports brings up the question as to how long the British embargo on Canadian cattle is to last. For about thirty years, during which time Great Britain has been supposed to be a free-trade country, our live cattle have been excluded from the British market, unless immediately slaughtered on the pretext of the necessity of keeping British herds free from disease. No proof of any danger from our cattle has been shown, and it is generally admitted that the embargo is simply a case of extreme protection for British cattle breeders against the interests of the meat consumers of Great Britain, and particularly against the business interests of about 40,000 British butchers who wish it removed. May we not hope that in this day when the problem of feeding the people of Great Britain is so difficult, such an irritating obstacle may be removed? If the British meat consumer understands that there is nothing whatever the matter with Canadian livestock as such, and still desires this protection for cattle breeders at home, we, of course, have nothing to say, but we should like to feel sure that he does understand.

Immigration

Everything points to the necessity for continued effort on the part of all Canadians to increase the products of farm, forest, mine, etc. The possibilities are beyond imagination and in the development of our farms and dairy products it is most important that our governments realize the necessity of efficient, competent farm labor. We must hope that the present readjustment going on throughout the world will increase the number of land seekers because although we must prevent undue immigra-

tion, while our own Canadian people want work, we should always desire as many as possible to go on the land for a living.

The Future

This year is really the first year of readjustment since the greatest war the world has ever seen. We must have close co-operation between producer, dealer and consumer. Each of us must realize that prices are due for decline, how low no one can guess. Prices in our line of business may not come down quickly or possibly never on the pre-war basis, but I have confidence enough in the business ability of this country to believe that in that adjustment of prices downward our capabilities will be great enough to prevent calamity and that when we reach a permanent level, business will boom in this country as never before. The rising curb of prices could not come down without an increase in production nor can we face the heavy obligations left by the war except by greatly increased production.

Co-Operation and Appreciation

No one who has the best interests of our country at heart can dispute the fact that Canada possesses untold possibilities and in the development of our country I know of no body of men more capable or better qualified to carry the message of optimism through Canada than those identified with the producing, buying and selling of farm and dairy products. Capital must co-operate with labor and realize that labor is needed and labor must realize that without capital it cannot succeed and both cannot progress without the agricultural interests of the country. Make a success of industry and you will bring prosperity to the farmers.

I desire to express my sincere thanks to all who have so ably and kindly assisted me in my work during the year. James T. Madden, your secretary-treasurer, has been an indefatiguable worker and has been ever ready to further the interests of our association in all its details.

The co-operation of the various officials of the Department of Agriculture, Ottawa, has also been much appreciated.

It is my earnest hope that in the future there may continue to the fullest extent, harmony and co-operation without which nothing can succeed and with this in view, I suggested some time ago to W. A. Brown, Chief Poultry Division, Department of Agriculture, Ottawa, that our association should appoint a small committee representative of our trade throughout the Dominion which committee would be always available to give practical advice on any subject in which we are mutually interested. I would recommend that such a committee be appointed at this convention.

Report of Secretary

Following the report of the president, Mr. Gray, James T. Madden, of Toronto, the secretary-treasurer, gave the financial report of the convention.

This report shows a balance of $238.40 at the end of the year, receipts for the year being $2,446.99 and expenditures $2,198.62. The new year of this convention opens on February 1. Mr. Madden expressed the hope that in 1921 the membership of the convention would reach to 500 since a special committee has been appointed for this purpose. In 1918 the membership was 154, in 1919 it was 161 and in 1920 it reached to 196. The executive committee held four sessions in 1920; they also attended meetings with regard to the legislation on eggs, the proposed increase in express rates and other matters dealing with proposed legislation in Ottawa. With regard to this, Mr. Madden stated that all the members had been advised as to the reports of these different meetings.

Transportation Report

The report of the transportation committee was given by Richard Gray, of Montreal, the second vice-president of the convention. Mr. Gray stated that the matter of lower ocean rates had been gone into by the committee, and that since the beginning of the last business year the rate per cubic foot on ocean-going vessels had been reduced from 55 cents to 50 cents and that in the coming year in keeping with the reduction in prices throughout the country that a further reduction in ocean rates might be expected. He also referred to the standardization of egg cases, and reported that the committee suggested that a standard egg case measuring two and a half by two feet should be adopted for export trade. With regard to the trouble that has been experienced with loading eggs for export trade, Mr. Gray reported that an investigation had been made at the docks in Montreal by the committee, and that it was found that the trouble was not in the loading of eggs, but in the placing in the hold of the vessel. The co-operation of the shipping officials has been given to the committee in their investigation and the matter has been thoroughly investigated during the operation of loading vessels at the local docks. Mr. Gray stated that this matter should be referred to the live stock department at Ottawa, who have this matter under their jurisdiction. He also referred to the general advance in freight rates of 30 per cent. which followed the advance granted in the United States. This was also followed by a further advance of 10 per cent., making a total of 40 per cent., but on the first of January, 1921, this was reduced to 35 per cent. in the East and 30 per cent. in the West with the promise of further reduction dating not later than July 1, 1922.

The report of the transportation committee also included the liabilities of the freight companies in cases of losses on egg shipments. The company claims sole responsibility when a clear bill of lading was given by the consignee and when on delivery there was no evidence or sign of damages.

Increase in Express Rates

The increase in express rates as granted by the Government was reported by Mr. Gray. He stated that H. R. Gray, F. F. White and D'Arcy Scott attended the hearing of the Railway Commission in Toronto. Later the same gentlemen attended the hearing in Ottawa when the express companies were granted practically everything they asked. The arguments of the representatives of the Produce Association was that under existing circumstances in Canada only a temporary advance should be granted. However, 35 per cent. is granted on first-class shipments, 25 per cent. on second class and 20 per cent. on commodities shipments. This concluded the report of the transportation committee.

No Trouble in Camp

The report of the arbitration committee as given by Mr. Madden, secretary, was exceedingly short. He simply stated that there had been no need for this committee to act since no trouble had arisen either among the members of the association or with outsiders. This report was particularly pleasing in view of the fact that it was unnecessary for them to act.

Committee on By-laws

The report of the committee on by-laws was presented by the president of the convention, H. R. Gray. Mr. Gray stated a full report of this committee would be printed in pamphlet form and mailed to all the members of the association. In view of its length a reading of the report was found impossible and since the members of the association were acquainted with the matters of primary importance contained therein it was moved and seconded that the by-laws be accepted.

Increased Fees

An important matter touched upon in this report was that it was quite necessary to increase the annual fees of the members. It was therefore included in the passing of the by-laws that for this year the fees be increased from five to ten dollars and that at the convention at the beginning of each year the fees for that year be decided upon. It was also moved and seconded that in future all officers of the association and committees be elected by ballot.

Afternoon Session

The afternoon session opened by an address by J. A. Ruddick, the Dairy and Cold Storage Commissioner for Canada on the subject of grading dairy produce.

In his paper Mr. Ruddick brought out the point that this grading should be optional in Canada since Canada unlike other countries is so widespread and carries on dairying from coast to coast. The result is that in order to adopt the system as in New Zealand Canada would have to collect all the dairy produce to one point in order to grade it properly. Another system might be adopted, Mr. Ruddick pointed out, but this is a matter for the Canadian dairymen to take up.

World Markets

On the program for the convention an address on world markets was announced by E. C. Fox, president William Davies Co., Ltd., Toronto, but on account of the illness of Mr. Fox, F. M. Watt, the manager of the produce department of William Davies, Ltd., read the address as prepared by Mr. Fox. Many very important items in the produce trade were discussed in this paper. Perhaps the most important was the subject of exchange. Mr. Fox pointed out in his address that there were three systems of dealing with the exchange situation as

occurs throughout the world today. The dairyman who conducts an export business must adopt one of these three systems and stick to it no matter how the situation changes, if he would make his business a success. He also pointed out that in this case the exporter will not find a profit on his exchange, but will meet with a fair average which will not net him a loss. On the other hand if he attempts to adopt two of the systems he may at one time find a profit on his exchange dealings, but in the long run he will surely meet with a loss. The big exporters have found this plan to be the only safe one, and are therefore sticking to one system no matter how the market changes. The produce men, the address pointed out, are in the business to make a profit on their produce and not on the exchange. The business of dealing in exchange is entirely a matter for the bankers, and cannot be handled by produce men if they intend to make their business of exporting goods to other countries a success.

Careful Buying and Selling

Mr. Fox, continuing his address, pointed out that today it required more than average ability on the part of a merchant to successfully buy and sell. He must be in closer touch with the market than he has ever been and must watch carefully every movement of the trade both in his own country and in the countries with which he deals. Concrete examples of this were pointed out in the address. In speaking of the fluctuation in exchange the address quoted an imaginary example which proved the point Mr. Fox intended to bring out. This example might be well quoted for the benefit of the trade.

Following the address read by Mr. Watt, G. G. Publow, chief dairy instructor Ontario Department of Agriculture, gave an address on "Some Cheese Problems." This address dealt with problems peculiar to the cheese makers and the exporters and is of little consequence to the retail trade who handle our own cheese in this country.

The Object of the Association

James T. Madden, the secretary-treasurer of the convention, then gave an address on the object of the association. He recalled that when the association was first organized it comprised only 39 members, three of whom were officers and nine directors. Mr. Madden was the first president of the association. He stated that this year the membership numbered 196, which should have been even larger, and he hoped that with the co-operation of the other members that the numbers would be at least two hundred more next year. He stated that the president had been asked to have a membership committee appointed to take on this task.

Much New Egg Legislation

The secretary stated that much time had been devoted during the year to the many regulations that have been imposed on the egg business. In speaking of this he said, "I have often thought that if the gentlemen of the Live Stock Department had a few months of the turmoil and troubles that the produce trade experience they would not spend so much of their time studying and figuring out new regulations to hamper the trading of the produce merchants.

"Now as to our object. We must do the Drury act, broaden out. We want to include in our numbers the creamery men, the cheese men and the live poultry shippers. All our interests are identical. We are all working towards the same end. The larger and stronger our organization is the more we can accomplish and the greater will be our influence. This can be done by every member doing his utmost to swell our numbers. Let us add at least two hundred to our Association this year and let 1922 be our banner year."

Manitoba and Its Farm Produce

J. H. Evans, the Deputy Minister of Agriculture, Manitoba, in his address to the convention on "Manitoba and Its Farm Produce," dealt with the advances made in late years in that province in dairying. He pointed out that to educate the people that the higher grade produce meant higher market prices would result eventually in wider markets and a bigger production. "The people," he said, "should understand that the biggest profits are found on the best quality and that if the masses see merchants and producers profiting by handling only the best they will follow and a higher standard will result." The speaker enlarged on this phase of the subject and laid stress on quality and standardization.

In conclusion he added to the hearty invitation already extended to the convention to meet next year in Winnipeg by pointing out both the advantages to the industry in the West and the advantage to the Pacific coast merchants and the Eastern merchants who would have this opportunity of exchanging ideas.

Regarding Exhibits

The remainder of the afternoon session was devoted to a discussion first on "Shall we have competitive exhibits of eggs, butter, cheese and poultry at our next convention?" led by F. F. White, of White-Thacker Limited, Montreal. The convention seemed to be unanimous that such exhibits were of great value but the question seemed to be as to the advisability of conducting them at the convention both from the standpoint of results and expense.

Grading Eggs

A discussion on "Grading Eggs" was led by R. C. Hunter, of J. D. Moore Co., Ltd., St. Marys, Ont., and by C. M. Thacker, of White-Thacker, Ltd., Montreal. Mr. Hunter suggested that such grading and consequent stamping be optional since in many cases, as in his own, he did not care to have either his cases or eggs disfigured by stamping. He pointed out that it often happens that such markings have to be removed when the grading is necessarily changed and that in such cases disfigured eggs and cases result which some firms do not care to deliver to their customers. A wide interest in this question was manifest by the number of members that took part in the discussion.

Reports of the second day's sessions of the convention will appear in next week's issue.

QUEBEC MARKETS

MONTREAL, Feb. 9.—The feature of the produce market this week is the lower prices on pork and eggs. There is a decline of 75 cents a hundred on hogs, and fresh killed hogs are quoted lower. The demand for pork has not been as large and the supplies have been larger which has resulted in an easier market. The continuing improvement in the production of eggs has caused a further reduction in prices. Smoked, cured, cooked and barrelled meats remain firm and unchanged in price although the market for barrelled meats has a weak tendency, due to the small demand for supplies and the weaker market and there is a pronounced stronger tendency on cheese although there is no change in the prices for local trade. The export prices have been advanced slightly, and as a result the business is a little quieter this week. There is a stronger market for poultry with smaller offerings. There is a bigger list of fresh and frozen fish quoted on the market this week on account of the efforts on the part of the dealers to supply a good variety for the Lenten season which opened this week.

Barrelled Meats Unchanged

Montreal.

BARRELLED MEATS.—There is no change in quotations on barrelled meats.

BARRELLED MEATS

Barrel Pork—		
Canadian short cut (bbl.), 30-40 pieces	29 00	54 00
Clear fat backs (bbl.), 40-50		

Butter Market Firm

Montreal.

BUTTER.—There is no important change in the butter market this week.

A firm feeling prevails with a good steady demand.

BUTTER—		
Creamery prints, qual., new..	0 53	0 56
Do., solids, quality, new.....	0 51	0 55
Dairy, in tubs, choice	0 49	0 51
Do., prints	....	0 50
pieces	25 75	47 50
Heavy mess pork (bbl.)	20 75	37 50
Plate Beef	....	25 00
Mess Beef	....	23 00

Cooked Meats Steady

Montreal.

COOKED MEATS.—The demand for cooked meats is not large at this season and prices remain steady.

Jellied pork tongues	....	0 40
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 33
Hams, cooked	0 61	0 68
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 63
Do., 6-lb. tins, per lb.....	....	0 16
Do., 25-lb. pails, per lb.	....	0 15

Cheese Market Stronger

Montreal.

CHEESE.—The big demand for cheese for export trade lately has besides creating a stronger market cut down the local stocks considerably and what now remains in storage is being offered at a higher price. This is resulting in a more quiet market with higher prices asked since the foreign buyers are slow to acccept the new quotations. Local prices are however unchanged.

CHEESE—		
New, large, per lb.	0 27	0 28
Twins, per lb.	0 27	0 28
Triplets, per lb.	0 27	0 28
Stilton, per lb.	....	0 37
Fancy, old cheese, per lb.....	0 33	0 34
Quebec	0 28	0 30

Lower Prices on Eggs

Montreal.

EGGS.—The continuing improved production of eggs has resulted in still lower quotations. The demand for eggs is very good and with the beginning of Lent it is expected that the demand will be even greater.

EGGS—		
Strictly fresh	0 72	0 75
Selects	0 68	0 72
No. 1	0 65	0 68

Bigger Variety of Fish

Montreal.

FISH.—There are a number of additions to the list of frozen fish offered on the market this week on account of the Lenten season which opened on Feb. 9. This list of fish includes dore, whitefish, smelts, and pike. These fish are additions to the list which has been quoted by dealers lately. A big demand for fresh fish is expected during the next six weeks. Quotations on most lines stand steady as quoted.

FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Do., Western, medium	0 21	0 22
Mackerel	0 15	0 16
Steak Cod	0 7½	0 8½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11
Doree	0 12	0 13
Whitefish	0 16	0 17
Smelts	0 15	0 20
Grass Pike	0 10	0 11
Round Pike	0 08	0 09
SALTED FISH		
Codfish, large, bbls., 200 lbs.....	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20
SMOKED		
Chicken Haddies, 15-lb. box....	....	0 07
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box	....	0 17
Boneless Herring, per box	....	1 60
Smoked Herrings	....	0 21
Kippers, new, per box	....	2 75
Bloaters, new, per box	....	2 50
Smoked Salmon	....	0 35
BULK OYSTERS		
Standard, No. 1	....	3 25
Do., No. 3, can	....	9 50
Selects, No. 1, can	....	3 75
Selects, No. 3, can	....	11 00
Jars, 1 doz. box	....	6 50
Do., 2 doz. box	....	12 50

Lard Market Steady

Montreal.

LARD.—There is an improved lard market with a more active demand. The market is steady with no change in the quotations.

LARD—		
Tierces, 360 lbs.	....	0 20½
Tubs, 60 lbs.	....	0 21
Pails, 20 lbs.	0 21½	0 22
Bricks	....	0 25

Easier Prices on Hogs

Montreal.

FRESH MEATS.—The hog market has eased off a little during the week with a decline on live hogs owing to the better offerings. This, however, may not be permanent as the demand for live stock was not large early in the week and in comparison with the demand of other weeks the offerings are not large. Prices quoted on live hogs vary from 16¾ to 17 cents per pound and fresh killed are selling at from 24 to 25 cents per pound. There is no change in the beef market this week. The supply is equal to the demand and prices are firm. Quotations on beef cuts have been revised and are slightly lower on all lines. Calves are also quoted a litte cheaper.

FRESH MEATS		
Hogs, live (selected)	0 16¾	0 17½
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 24	0 25
Fresh Pork—		
Legs of pork (foot on).....	....	0 33
Loins (trimmed)	0 35	0 36
Bone trimmings	....	0 28
Trimmed shoulders	0 25	0 27
Untrimmed	....	0 24½
Pork sausage (pure)	....	0 25

(Cows)			(Steers)	
$0 16	$0 23	..Hind quarters..	$0 18	$0 25
0 09	0 13	..Front quarters..	0 11	0 15
Fresh Beef—				
0 33	0 38	..... Loins	0 40	0 44
....	0 20	..... Hips	0 18	0 23
0 15	0 23	..... Ribs	0 16	0 26
0 09	0 11	.... Chucks	0 10	0 14
Farmer sausage		....		0 20
Spring lamb, carcass			0 22	0 26
Fresh sheep, carcass			0 16	0 18
Calves (as to grade)			0 15	0 24

Stronger Poultry Market

Montreal.

POULTRY.—There is a firm undertone to the poultry market with a good demand and only a fair supply of fresh poultry. At present the main supply is from cold storage and prices are very firm and every likelihood that with the bigger demand expected through Lent that prices will advance.

POULTRY—		
Turkeys, per lb.	0 54	0 60
Chickens	0 40	0 42
Fowl	0 30	0 35
Ducks	0 33	0 40
Geese	0 30	0 34

Shortening Market Steady

Montreal.

SHORTENING.—There is no change in the shortening market this week. Like lard, there is an improved demand with a steadier market. Compound lard is quoted lower this week, at $3.25 for the 20-pound pails.

SHORTENING—		
Tierces, 400 lbs., per lb.	....	0 18
Tubs, 60 lbs.	....	0 18½
Pails, 20 lbs., per lb.	....	0 19
Bricks, 1 lb., per lb.	....	0 22

Smoked Meats Unchanged

Montreal.

SMOKED MEATS.—The market for smoked and cured meats has continued steady throughout the week and prices show no change. The demand for supplies is very good for this season of the year.

BACON—		
Breakfast, best	0 38	0 43
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 36
Picnic Hams	....	0 32
Wiltshire	0 42	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 35
Do., 14-20	....	0 35
Do., 20-25	....	0 33
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

ONTARIO MARKETS

TORONTO, Feb. 9.—Receipts of fresh eggs continue to steadily increase and prices are lower. Live hogs and hog products are in a weak position, with quotations on live hogs and shortening reduced. Fresh beef cuts are down in view of the easy and lower prices on cattle. The advent of the Lenten season is causing the fish market to assume a brisk appearance. Heavy shipments of fish are arriving daily, and, with few exceptions, prices are ruling steady. Halibut and whitefish are slightly lower. Cheese and butter are holding fairly steady and unchanged. Light receipts feature the poultry market and quotations are firm and unchanged.

Butter Market Steady

Toronto.

BUTTER.—There is no change in butter quotations, the market is fairly steady. According to the Trade Bulletin, there is considerable difference in the price of butter to-day compared with a year ago. A year ago finest grass made creamery butter was selling for 64½ to 65 cents and fresh fodder creamery at 59 to 61 cents. To-day's prices for fresh made creamery range from 56 to 59 cents

per pound. Some shipments of Argentine butter have arrived on this market but for the most part the quality runs very irregular.

BUTTER—

Creamery prints	0 56	0 59
Dairy prints	....	0 45

Cheese Holds Firm

Toronto.

CHEESE.—The cheese market continues firm at unchanged quotations.

CHEESE—

Large, per lb.	0 29	0 31

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Cooked Meats Unchanged

Toronto.

COOKED MEATS.—There is a steady demand for cooked meats and quotations are unchanged.

Boiled hams, lb.	0 52	0 59
Boiled shoulders	0 45	0 48
Head cheese, 6s, lb.	....	0 17
Choice jellied ox tongue, lb.	....	0 62
Jellied calves tongue	....	0 56
Large bologna, lb.	0 17	0 20

Above prices subject to daily fluctuations of the market.

Eggs Easy and Lower

Toronto.

EGGS.—Receipts of fresh eggs continue to increase and prices are lower. New laids are quoted to the trade at 68 to 70 cents per dozen. Consumption has not materially increased but with the advent of Lent and the lower prices a much improved demand is anticipated.

EGGS—

New laid	0 68	0 70
New laid in cartons	0 70	0 72

Prices shown are subject to daily fluctuations of the market.

Live Hogs Lower

Toronto.

FRESH MEATS.—Live hogs dropped 75 cents per hundred during the week. The market is still weak and further reductions are expected. Cattle are also lower and fresh beef cuts are down one to four cents per pound.

Hogs—

Dressed, 70-100 lbs., per cwt.	21 00	23 00
Live, off cars, per cwt.	....	15 00
Live, fed and watered, per cwt.	....	14 75
Live, f.o.b., per cwt.	....	13 75

Fresh Pork—

Legs of pork, up to 18 lbs.	....	0 28½
Loins of pork, lb.	....	0 40
Fresh hams, lb.	....	0 32
Tenderloins, lb.	....	0 63
Spare ribs, lb.	....	0 21
Picnics, lb.	....	0 23
New York shoulders, lb.	....	0 26½
Montreal shiulders, lb.	....	0 26½

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 20	0 22
Front quartrs, lb.	0 12	0 15
Ribs, lb	0 20	0 26
Chucks, lb.	0 11	0 14
Loins, whole, lb.	0 25	0 30
Hips, lb.	0 17	0 18

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 22	0 25
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 10	0 16

Above prices subject to daily fluctuations of the market.

Halibut Prices Lower

Toronto.

FISH.—The trade in fish continues brisk and dealers report the demand from outside points has shown a big increase, in fact one dealer stated that they had fifty-four orders held over from last week end. This would indicate that merchants are anticipating a big demand for the opening of the Lenten season. Chicken halibut is reduced two cents per pound, now quoted at 14 to 15 cents and medium at 21 to 23 cents per pound. Whitefish is down one cent, bringing the price to 13 and 14 cents per pound. Cohoe salmon is quoted at 17 and 18 cents, a reduction of two cents per pound. Smoked fish is fairly active and boneless digbys are reduced to $1.50 per box.

Lard Market Easy

Toronto.

LARD.—The market for lard is ruling fairly easy but quotations are unchanged.

LARD—

1-lb. prints	....	0 25
Tierces, 400 lbs.	....	0 23

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Bacon Unchanged

Toronto.

PROVISIONS.—Smoked meats are in an easy position in view of the weak condition of the hog market. Quotations are unchanged.

Poultry Market Firm

Toronto.

POULTRY.—Receipts of poultry continue light and the market is firm and unchanged.

Shortening Down One Cent

Toronto.

SHORTENING.—A reduction of one cent per pound is announced on shortening. One pound prints are quoted at 17 and 18 cents and on the tierce basis 14¾ cents per pound. The market is easy.

SHORTENING—

1-lb. prints	0 17	0 18
Tierces, 400 lbs.	....	0 14¾

In 60-lb. tubs ½ cent higher than tierces, and in 20-lb. pails ¾ cent higher than tierces.

WINNIPEG MARKETS

WINNIPEG, Feb. 9.—The hog market continues steady. Cooked ham is lower. Creamery butter continues firm and lard and shortening remain unchanged. Cheese prices have advanced. Eggs are lower, while poultry remains firm. Owing to the increased express rates fish is expected to advance.

Butter Market Firm

Winnipeg.

BUTTER.—Creamery butter continues firm and best quality is quoted at 60 cents per pound. Dairy butter continues weak and is being offered at 34 to 36 cents per pound.

BUTTER—

Creamery, best table grade	....	0 60
Dairy, best table grade	0 34	0 36
Margarine	0 28	0 34

Cheese Prices Higher

Winnipeg.

CHEESE.—Cheese advanced during the week and Ontario large is now quoted 30 cents per pound. Ontario twins and triplets are quoted at 31 to 31¼ cents per pound.

CHEESE—

Ont., large, lb.	....	0 30
Ont., Twins, lb.	....	0 31
Ont., Triplets, lb.	....	0 31¼
Man. cheese, large, lb.	....	0 27

Egg Market Easier

Winnipeg.

EGGS.—Eggs are much easier this week. American fresh candled are quoted at 68 cents per dozen.

Cooked Ham Lower

Winnipeg.

COOKED MEATS. — Cooked meats have declined in price and best quality is now quoted at 53 to 55 cents per pound. Roast ham has also declined and is now quoted at 59 cents per pound. Head cheese and luncheon cooked meats are being quoted at lower prices. Jellied ox and pork tongues remain unchanged.

HAMS—

Best quality, skinned, 8-13 lbs.	....	0 55
Do., 13-16 lbs.	....	0 53
Roast Ham, lb.	....	0 59
Roast Shoulders, lb.	....	0 48
Head Cheese, 1-lb. tins	....	0 17
Jellied Ox Tongues, lb.	....	0 68
Pork Tongues	....	0 61½
Luncheon Cooked Meats, lb.	....	0 27

Fish in Active Demand

Winnipeg.

FISH.—The fish business has shown an improvement. Fresh halibut and salmon are arriving from the coast and halibut is quoted at 22 cents per pound. and salmon at 32 cents per pound. Owing to the increased express rates lobsters and oysters will show an advance in price.

Black Cod, lb.	....	0 13
Brills, lb.	....	0 08½
Herring, Lake Superior, 100-lb. sacks, new stock	....	5 25
Halibut, chicken, cases 300 lbs.	....	0 15½
Do., broken cases	....	0 16½

Lard and Shortening Steady

Winnipeg.

LARD.—The demand for lard and shortening has shown an improvement, but quotations remain unchanged.

Hog Market Unchanged

Winnipeg.

FRESH MEATS.—The hog market is unchanged. Selected live hogs are being quoted at $14.25 per hundredweight. Trading throughout the week was reported quiet. Choice steers were being offered at $8.25 while medium kinds ranged in price from $4.50 to $5.75. There were only a limited number of heifers and good quality ranged from $6.00 to $7.00. Sheep and lamb appeared to be firmer and good quality lambs were offered at $9.00 to $11.00 and good mutton from $6.50 to $7.50.

Smoked Meats Unchanged

Winnipeg.

PROVISIONS. — There has been no change in quotations on smoked ham and bacon. The demand is fairly steady.

Poultry Continues Firm

Winnipeg.

POULTRY.—Poultry continues firm under a very light demand. Chickens up to 3½ pounds are quoted at 36 cents per pound. Fowls of the same weight are quoted at 32 to 34 cents per pound. Turkeys are quoted at 54 cents per pound.

General Markets

Continued from page 46

Starches Steady

Winnipeg.

STARCHES.—There is no change in the starch situation this week and they are quoted as follows:

Cornstarch, 1-lb. pkgs., per lb...	....	0 10
Do., No. 1 quality, 1-lb. pkgs...	....	0 11½
Gloss, 1-lb. pkgs., per lb.	....	0 11¾
Celluloid, 1-lb. pkgs., per case..	....	4 65

Syrups are Unchanged

Winnipeg.

SYRUPS.—Corn and cane syrups are ruling steady. The demand is fairly active. There is no change on molasses this week.

CANE SYRUP—		
No. 2s	....	7 30
No. 5s	....	8 40
No. 10s	....	7 85
No. 20s	....	7 65
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	6 20
Cases, 5-lb. tins, white, 1 doz. in case	....	6 90
Cases, 10-lb. tins, white, ½ doz. in case	....	6 65
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 65
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 60
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 30
Cases, 10-lb. tins, yellow, ½ doz. in case	....	6 05
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	6 05
MAPLE SYRUP—		
Pure, 2½s, tins, case of 2 doz.	....	24 85
Pure, 5s, per case of 1 doz.....	....	22 65
Pure, 10s, per case of ½ doz...	....	21 05
TABLE SYRUP—		
Maple flavor, 2½s, tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case.....	....	8 30
3-lb. tins, 2 doz. case.....	....	11 70
5-lb. tins, 1 doz. case	....	9 50
10-lb. tins, ½ doz. case.....	....	9 20
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case.....	....	4 80
2s, 4 doz. in case	....	4 40
2½s, 4 doz. in case	....	4 10
5s, 4 doz. in case	....	4 10
10s, 4 doz. in case	....	4 05

Tea Market Active

Winnipeg.

TEA.—Reports from the primary tea market state that high grade tea is decidedly firmer and the market is extremely active. The local market has shown more confidence and activity.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 43	0 50
Do., second quality	0 43	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality ..	0 52	0 60
Broken Orange Pekoe, 1st qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Jams in Good Demand

Winnipeg.

JAMS.—The demand for jam has somewhat improved. Reports would indicate that retailer's stocks are getting into a narrow compass and a much better volume of business in this line is expected for the balance of the season, especially since it is expected that the new prices will help to stimulate consumption. Marmalade is also reported lower in price and is quoted at $9.25 per case of 4 pound tins.

JAMS—		
Strawberry, 4s, per tin	....	1 10
Black Currant, 4s, per tin ..	....	1 10
Raspberry, 4s, per tin	....	1 00
Apricot, 4s, per tin	....	1 09
Cherry, 4s, per tin	....	1 05
Peach, 4s, per tin	....	0 96
Compound (all flavors), 4s, tin	....	0 60

Mexican Tomatoes Arrive

Winnipeg.

VEGETABLES. — Mexican tomatoes have arrived on the market and are quoted at $8.00 for 30 pound boxes. Hot house rhubarb continues in good demand at 25 cents per pound. California head lettuce, celery and cauliflower show no change and are quoted at the following prices: lettuce, $5.50 per case, celery, $10.00 per case, and cauliflower, $3.50 per case. Carrots and turnips remain firm at $2.50 to $3.00 per cwt.

"National Fish Day" Sees Heavy Sales of Fish

Canada Has Her Fourth Annual Fish Day On Ash Wednesday This Year—The Object as Before to Increase the Sale and Consumption Of Fish.

By D. B. DRYSDALE

WEDNESDAY of this week, Ash Wednesday, marked the commencement of Lent. It also was the fourth "National Fish Day," which was introduced here with a double purpose.

The first and foremost purpose was, of course, to increase the sale of fish, and secondly, by advertising to a much greater extent than has formerly been done, to try and educate the people of Canada to make a greater use of what is one of the country's greatest natural resources. It was a great success for the producer, retailer and consumer alike.

There is very little use in saying anything concerning the nourishment given by this article of food, as pretty nearly everyone is well versed in it, even if they very seldom eat it, and for examples of its high food value you need not go past our cousins in England.

Big Increase in Sales

Last year National Fish Day was celebrated in the month of October but as it is always hard to have a very great variety on hand at this time, on account of soft weather, it was decided to hold it this year during the cold weather when transportation difficulties can be overcome.

There is no doubt as to the increasing consumption of fish, as all distributors and producers report a substantial increase in sales in each year.

Heavy Supplies Arriving

Winter caught whitefish are an easy fish to handle and as they are dressed before freezing, it does away with this usually unpleasant part of making a sale. The same applies to practically every line of frozen fish.

Great quantities of all kinds of fish were brought from the coast, to take care of the demand for this particular day. Many who held orders until the day before were disappointed by not being able to get the kind of fish they wanted, or by being short shipped, or some mistake being made in putting up the order, whereas if the goods had been ordered say two days ahead any of these errors could have been rectified by a wire.

Qualla in Big Demand

Pink and silver bright Qualla is arriving in carload lots every other day. There has been an unprecedented demand for this particular line of fish this season, possibly because it can be sold by the piece or as a whole fish or because of the substantial profit in it, or, last but not least, on account of its delicious flavor.

Tullibees have arrived in carload lots and are offered at 7½ cents per pound in box lots. In most instances where it is necessary to break a case of fish for small weights, there is an additional charge of one cent per pound to cover cost of handling and repacking.

Pickled lake herrings are in good demand especially in country districts. These fish are in kegs and barrels and will keep in the brine in which they are packed for a wonderfully long time.

Displays Chocolates Near Front Door

Goode & Mackay, at Walkerton, Ont., use a silent salesman for the display of chocolates near the front door. This is very effective, and attracts the eye of the customer immediately on entering the store. Sales of candy are fairly heavy in this store, averaging more than fifty pounds per week, and it is this display, placed well to the front, that creates this activity.

The Seal of Quality

FOLLOW this sign and you will always be assured of products which give satisfaction, and which will stimulate and hold trade, also keep your customers loyal to your store, for they will know that you handle and sell

Davies Quality Foods

Prepared under the supervision of inspectors appointed by the Government at Ottawa gives you the added assurance of absolute good product, free from infection.

Try some of these high-grade quality lines, which have already assisted in building up trade for numerous dealers throughout Canada.

Peerless Brand Cooked Hams
" " Bologna
" " Pickles
" " Roast Pork
" " Shortening
Dialstone " Smoked Meats

These are only a few of the Quality lines we offer you, full range of products and prices given upon request.

Our sales staff is at your disposal, and we solicit your enquiries and orders. Special attention given to orders received by mail. Write for our prices, or, if our salesman is in your vicinity we will have him call.

THE WILLIAM DAVIES COMPANY LIMITED

Toronto

Montreal **Sydney, N.S.** **Hamilton**

Brunswick Brand Sea Foods

Make this Brand of Fish Food your leader through the LENTEN SEASON

Display them on your Counters.

Display them in your Windows.

Display Brunswick Brand in your Advertisements.

Recommend Brunswick Brand to your Trade.

MR. GROCER, Educate your Clerks to the value of Brunswick Brand Fish Foods. The more information your clerks have about these Fish Products the more profits for you. All Canadian Products, excellent quality and reliable.

Be sure your Stock is complete. Now is the time for Big Sales.
Order from your wholesaler.

Connors Bros., Limited

Black's Harbor, N.B.

Winnipeg Representatives:
Chas. Duncan & Son, Winnipeg, Man.

You Can Always Count on repeat orders when

You fill your customers' requirements with two such high-grade lines as

Schneider's Guaranteed Bacon and Hams

Schneider's Guaranteed Bacon, Hams, Bologna, Pure Meat Sausage, etc., are all business builders and profit earners of the highest order. Their high quality never varies and they're all backed by the Schneider guarantee. Try a sample order. Let us quote you on cooked meats.

SCHNEIDERS SAUSAGES KITCHENER ONT TRADE MARK

J. M. SCHNEIDER & SON, LIMITED
KITCHENER, ONTARIO

SALT PLANT, WINDSOR, ONT.

Demand For Quality

Our widespread advertising creates a demand for the salt we sell you. The quality of our goods maintains the demand. Strength, purity and quality characterize—

Windsor Table Salt
(For general household use)

Regal Table Salt
(Free running—sold in Cartons)

Windsor Dairy Salt

Windsor Cheese Salt

Your orders for any or all of our products will receive our most careful attention.

Made in Canada

The Canadian Salt Co.

Limited
Windsor - - Ontario

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.
244 St. Paul St. West MONTREAL

Have No Hesitation

in choosing

'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS

SMITH & PROCTOR : HALIFAX, N.S.

SMITH AND PROCTOR

SOLE PACKERS

Halifax - N.S.

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-

GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & Co.

King Oscar BRAND SARDINES

The finest flavored, highest-grade sardines on the market. King Oscar brand are packed from carefully selected Norwegian-caught bristlings in pure oil, and their tempting flavor and exceptional quality will win steady repeats from your better class of trade.

Recommend them for making dainty, wholesome sandwiches, etc., for afternoon teas, socials, etc. You'll find the profits worth a little extra selling effort.

Canadian Agents :

John W. Bickle & Greening

Hamilton, Ontario

PRIDE OF CANADA Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Xmas Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co.. 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

OFFICES: 58 WELLINGTON ST. W., MONTREAL

Why You Should Feature KING GEORGE'S NAVY

makes steady customers of the men

Once a discriminating chewer gets KING GEORGE'S NAVY he will "stick" with it. That's why grocers who value a real tobacco department are never without a good stock of KING GEORGE'S NAVY. Are you one of them?

Handled by the Wholesale Trade

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Just a few words about Canadian Grocer

CANADIAN GROCER is Canada's national grocery weekly and has been published every Friday since 1886 by the MacLean Publishing Co., Toronto, who publish sixteen papers.

CANADIAN GROCER'S circulation is national, and has been audited by the Audit Bureau of Circulations.

CANADIAN GROCER is edited by a staff of editors who have had practical grocery experience.

CANADIAN GROCER'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

Write to any 100 retail grocery merchants in Canada asking them, "Do you subscribe to CANADIAN GROCER?"

If you will do this, you will use CANADIAN GROCER too, for it is better than any other medium in Canada, gets your proposals home to the men of value to you as sellers of your goods.

***CANADIAN GROCER*---Montreal, Toronto, Winnipeg**

A Superior Separated Milk Powder

Every wholesale grocer stocks it
Good grocers sell it in yellow tins

Phone College 2040

The Drimilk Co., Limited

Courtland, Ont.

Donald H. Bain Co., Winnipeg,
Western Distributors

Executive Offices : Spadina Crescent, Toronto
Eastern Offices : 332 Bleury Street, Montreal

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

KLAUS

GENUINE

Swiss Milk Chocolate

The Purest and Best

100 Different Varieties

A Big Seller with Your Best Trade

Order from Your Jobber

Or Direct from **ANDREW PATTISON**
248 ST. JAMES ST. - MONTREAL

MACDONALD'S

Increased Demand Brings An Increase of Profit

As the result of over sixty years' leadership, aided by successful advertising, Macdonald's is in greater demand now than ever.

It is now possible for the retailer to get larger returns from his stock of Macdonald's Tobaccos than from almost any other commodity on the market.

Because

—the always generous Macdonald profit is increased as the turnover is speeded up.

—there is an **extra** profit in the four to six plugs overrun in each 10 lb. caddy.

—little or no sales-effort is required to move Macdonald's.

So keep your stock of Macdonald's well displayed and see that the increased demand brings an increase of profit **TO YOU.**

12-T

The Tobacco with a heart

EVERY HOME NEEDS

KEATING'S

To have Keating's is to sell Keating's. It is the universal insecticide: fatal to every form of insect life, but harmless to human or animal life:

Flies	Ants	Bugs
Fleas	Wasps	Roaches
Mosquitoes	Beetles	Moths

No insect can live once it comes into proper contact with Keating's, and as even the most tidy home cannot escape the unwelcome visit of some member of the bug family, so the careful housewife will keep a tin of Keating's constantly on hand for immediate use.

Made by THOMAS KEATING, London, England
Established 1788

SOLE AGENTS FOR CANADA
HAROLD F. RITCHIE & CO., LIMITED
McCaul Street, TORONTO

Cow Brand Baking Soda

Canadian housewives have confidence in Cow Brand Baking Soda because they have learned that its great strength and purity always assure them of successful results in all their baking operations.
In every test, Cow Brand Baking Soda has proven its superiority, and its great strength makes it the most economical baking soda on the market.

Church & Dwight, Limited
MONTREAL

Marsh's Beverages are good Winter Sellers

Marsh's Grape Juice, Unfermented Port, Black Cherry Wine and Raspberry Vinegar are being used more than ever this winter. Keep your stock well displayed and suggest a case when your customers order. Try Marsh's Pure Apple Cider in Glass only.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Co., Limited
Toronto and Montreal

Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for Industries using

LICORICE

in any form.

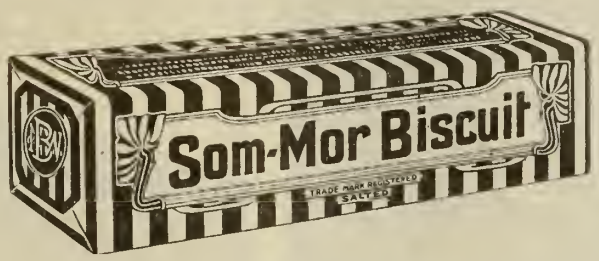
Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.

SOM-MOR Sales—

Quick and Profitable



Keep this line where your customers can see it—

Som-Mor
Graham Wafers
Fairy Soda (Plain and salted)
Ginger Snaps
Social Tea
Royal Arrowroot

—all in striped packages.

The Biscuits in the Striped Package are well and favorably known, and are always in demand.

The packages are attractive and sanitary, and preserve the high quality and freshness of the Biscuit.

Sell your customer one package and you are sure of repeated sales.

Quick turnovers—good profits

North-West Biscuit Co. Limited

Edmonton, Alta.

Winnipeg, Calgary, Saskatoon, Regina, Nelson, Vancouver, Victoria

Flour Is Your Best Friend

Every retail grocer who sells a bag of Purity Flour has a good friend working for him as a personal representative in the household where his flour has gone. Where home-baked bread, cakes and pies are made grocery orders are biggest because so many things enter into baking besides flour.

PURITY FLOUR

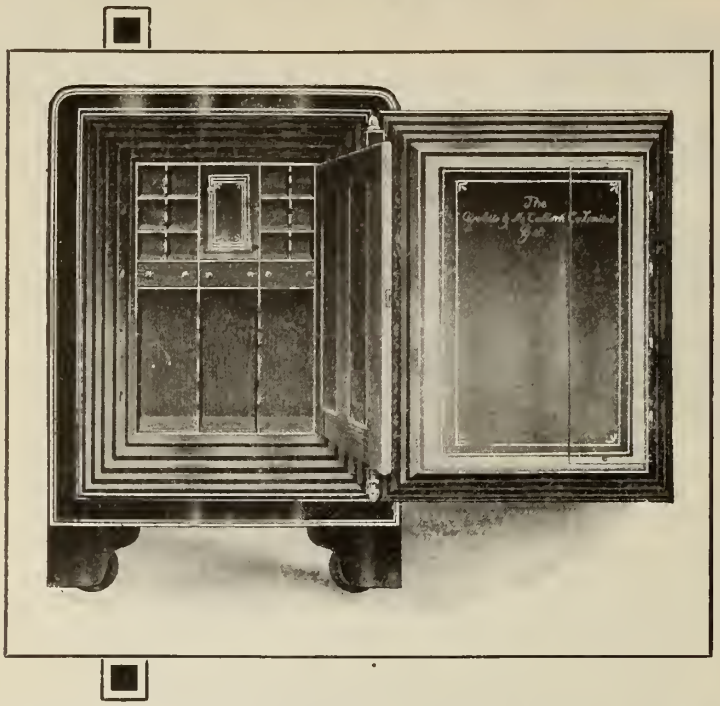
makes business for retail grocers who handle it. It will make business for you.

Western Canada Flour Mills Co., Limited

Head Office - Toronto

EASTERN BRANCHES:—Goderich, London, Hamilton, North Toronto, Ottawa, Montreal, St. John, N.B.

WESTERN BRANCHES:—Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg.



What does a "GALT SAFE mean?

Strength and Solidity

Galt safes will stand any fall to which they may be subjected and are not in any danger of being carried away with contents.

Forty Years of Fire Tests

Galt safes have passed through all of the big fires which have taken place in Canada during the last forty years, with contents always intact.

A Canadian Made Product

Galt safes are and always have been a product of highly skilled Canadian workmen.

Write for our catalog G-32, which illustrates and describes our full line of fire-proof and bankers' safes, vault doors, etc.

THE GOLDIE & McCULLOCH CO., LIMITE

Head Office and Works: **GALT, Ontario, Canada**

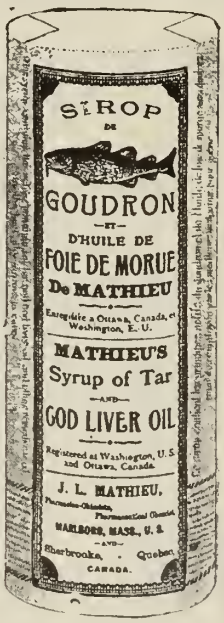
TORONTO OFFICE: Suite 1101-2, Bank of Hamilton Bldg.

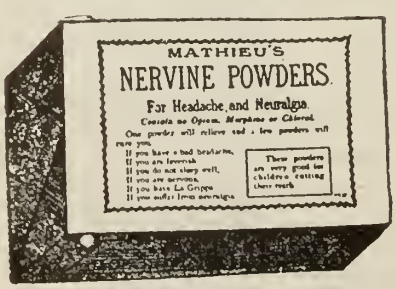
WESTERN BRANCH: 248 McDermott Ave., Winnipeg, Man.

QUEBEC AGENTS: Ross & Greig, 400 St. James St., Montreal, Que.

B.C. SAFE AGENT: C. L. Ford, 569 Richards St., Vancouver.

MARITIME SAFE AGENT: E. L. Stailing, Box 423, Halifax, N.S.





MATHIEU'S SYRUP OF TAR *and* COD LIVER OIL

A Winter Line that's Earning Good Profits for Canadian Grocers

Among the people coming into your store every day are many to whom Mathieu's Syrup of Tar and Cod Liver Oil and Mathieu's Nervine Powders would be a veritable blessing. It is up to you, Mr. Dealer, to bring the merits of Mathieu lines before them. Every sale will mean more to follow, because every user of these effective remedies will be a "booster" for your store.

J. L. MATHIEU CO., *Proprietors*
SHERBROOKE, QUEBEC

Pancakes Are Delicious

Made With Brodie & Harvie's XXX Self-Raising Flour

It has no equal for Muffins, Biscuits, Pies, Cakes, etc. Your customers will want Brodie's XXX

Make sure your stock is complete.

Order from your wholesaler

BRODIE & HARVIE, LIMITED - MONTREAL

Agents: Chadwick & Wright, 28 Duke St., Toronto. J. B. Renaud & Cie, Inc., Quebec, P.Q.

Canadian Made, High Grade, No Exchange, "Prices Lower and Values Higher," is Our Slogan

These four features make Cane's Lead Pencils an attractive line for the merchant who is anxious to give his customers the best value for the money.

Cane's Made-in-Canada Pencils are made for service in drawing and writing. To assist retailers in selling we put the pencils up in colored stands containing half a gross, tipped, and finished in six different colors with half gross additional to replace those that are sold from the display stand.

You can get Cane's from any wholesale grocer or advise us and we will ship through your wholesaler.

The price for gross of pencils in display stand is $5.25. Each pencil retails at 5 cents.

The Wm. Cane & Sons Co., Limited, Newmarket, Ontario

Your Stock Incomplete Without It

Your stock is as incomplete without Mapleine as it would be without vanilla.

Mapleine is just as staple, and a favorite flavoring with maple-loving people.

Mapleine

"The Golden Flavor"

—gives delicious maple flavor to icings, puddings, candies, all desserts;
—makes syrup equal in flavor to the finest maple;
—seasons meats, baked beans, sweet potatoes, pumpkin pie.

Order a dozen, a case or a deal from the first jobber who calls.

Small investment—good profit.

F. E. Robson & Co., 7 Wellington St. W., Toronto
Mason & Hickey, Box 2949 - Winnipeg

Sundried Apples

From now until further notice, we will pay

7½ cents per pound
F.O.B. Shipping Points

Cheques sent promptly.

W. H. Millman & Sons
GROCERY BROKERS, TORONTO, ONT.

C. A. MANN COMPANY

Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry

Special Attention to Grocers' Orders.
Satisfaction Assured.

LONDON, ONTARIO
Phone 1577

The
CROWN
Trade-Mark

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each, 48 cans	$11 50
Reindeer Brand, each 48 cans	11 00
Silver Cow, each 48 cans	10 60
Gold Seal, Purity, ea. 48 cans	10 45
Mayflower Brand, ea. 48 cans	10 45
Challenge Clover Brand, each 48 cans	9 85

EVAPORATED MILK

St. Charles Brand Hotel; each 24 cans	$7 25
Jersey Brand, Hotel, each 48 cans	7 25
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 00
Jersey Brand, Family, each 48 cans	6 00
Peerless Brand, Family, each 48 cans	6 00
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 00
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.,
Toronto, Ontario.

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	$4 80
98-lb. jute bags, per bag	6 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	6 50

THE CANADA STARCH CO., LTD.
Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
40-lb Canada Laundry	$0 09
100-lb. kegs, No. 1, white	0 09½
200-lb. bbls., No. 1, white	0 09½
40-lb. Edwardsburg Silver Gloss, 1-lb. chromo pkgs.	0 11¼
Celluloid, 45 cartons, case	4 50
Culinary Starch	
4 lbs. W. T. Benson & Co.'s Challenge Corn	0 09
(Prices in Maritime Provinces 10c per case higher.)	
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½
(20-lb. boxes ¼c higher, except potato flour.)	

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 11
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 09½
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 09½
40 lbs. Argo Corn Starch, 1 lb. packages	0 09½
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 13
(20 lb. boxes ¼c higher, except Potato Flour.)	

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5
5-lb. tins, 1 doz. in case	6
10-lb. tins, ½ doz. in case	6

KARO

24—2-lb. tins, per case	$5 30
12—5-lb. tins, per case	5 95
6—10-lb. tins, per case	5 65

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	$5 30
5-lb. tins, 1 doz. in case	5 95
10-lb. tins, ½ doz. in case	5 65
(5, 10, and 20-lb. tins have wire handles.)	

MAZOLA

	Per ca
No. 1, 24 tins, 1 lb	$ 7
No. 2, 12 tins, 2 lbs.	7
No. 4, 12 tins, 4 lbs.	13
No. 8, 6 tins, 8 lbs.	12

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1

MAGOR, SON & CO., LTD.

INFANTS' FOOD

	D
Robinson's Patent Barley—	
1-lb.	
½-lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODUCTS LIMITED

Ontario Prices.

KLIM

8 oz. tins, 4 dozen per case	$11
16 oz. tins, 2 dozen per case	10
10 lb. tins, 6 tins per case	23

COLMAN'S OR KEEN'S MUSTARD

	Per doz. ti
D.S.K., ¼ lb.	
D.S.F., ½ lb.	
D.C.F., 1 lb.	
F.D., ¼ lb.	
	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

Keen's Oxford, per lb.	0
In cases, 12 12-lb. bxs. to case	0

NUGGET POLISHES

	D
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1
White Cleaner (liquid)	$2
Card Outfits — Black, Tan, Toney Red, Dark Brown	4
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5

IMPERIAL TOBACCO CO. O
CANADA, LIMITED

Black Watch, 10s, lb.	$1
Bobs, 12s	1
Currency, 12s	1
Stag Bar, 9s, boxes, 6 lb.	1
Pay Roll, thick bars	1
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1
Forest and Stream, tins, 9s, 2-lb. cartons	1
Forest and Stream, ¼s, ½s, and 1-lb. tins	1
Master Workman, 2 lbs.	1
Master Workman, 4 lbs.	1
Derby, 9s, 4-lb. boxes	1
Old Virginia, 12s	1
Old Kentucky (bars), 8s, boxes, 5 lbs.	1

Of Interest to Every Canadian

Number One of a Series of Advertisements

Efficient service is the keynote of membership of

CANADIAN GROCER

—IN—

Canadian National Newspapers and Periodicals Association

—a highly constructive service—absolutely dependable and devoid of prejudice and personal bias. It means much to you!

The policies and principles back of this important service enable you to secure practical and impartial information of great value in business and in the home: and they assure a ready fund of literature of exceptionally high standard at all times.

To read the Association's Standards of Practice listed herewith is to understand what this Association means to you.

Standards of Practice

Canadian National Newspapers and Periodicals Association

THE Members of this Association shall dedicate their best efforts to the cause of business, and public service, and to this end shall pledge themselves:

1. To consider first the interests of the Subscriber.
2. To work for truth and honesty in all departments.
3. To eliminate, in so far as possible, their personal opinions from their news columns, but be leaders in thought in their editorial columns, and make their criticisms constructive.
4. To refuse to publish puffs, free reading notices, or paid write-ups, to keep their reading columns independent of advertising considerations, and to measure all news by the standard "Is it real news?"
5. To decline any advertisement which has a tendency to mislead, or which does not conform to business integrity.
6. To solicit subscriptions and advertising solely upon the merits of the publication.
7. To supply advertisers with full information regarding character and extent of circulation, including detailed circulation statements, subject to proper authentic verification.
8. To co-operate with all organizations and individuals engaged in creative advertising work.
9. To avoid unfair competition.
10. To determine what is the highest and largest function in the field which they serve, and then to strive, in every legitimate way, to promote that function.

This is Number One of a series of advertisements regarding an Association that typifies thorough-going Canadian stability. Read the forthcoming advertisements in the Magazines, and Agricultural, Business, Religious and Educational newspapers, and Technical newspapers.

Canadian National Newspapers and Periodicals Association

Office - 70 Lombard Street - Toronto, Ontario

"Made-in-Canada"

Two Popular "Canadian Made" Sellers

Junket
MADE with MILK

A delicious, economical and nutritious dessert that can be quickly prepared in a great variety of dainty desserts. It is put up in 10-tablet packages and retails at 15c—a very fine seller.

JUNKET POWDER

NESNAH

This is Junket in powdered form. Just the thing for quickly-made desserts. Retails at 15c with an excellent profit margin. Attractively packaged and comes in four different flavors.

Chr. Hansen's
Canadian Laboratory
Toronto, Canada

SELLING AGENTS FOR CANADA:
LOGGIE, SONS & CO.
32 Front Street West, Toronto

Try a sample order of these two high-grade lines. You'll find them quick movers.

THE COWAN CO., LTD.,

Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 30

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1
20—1c Milk Chocolate Sticks, 60 boxes in case	0

BRODIE & HARVIE, Ltd.

14 Bleury St., Montreal.

XXX Self-Raising Flour, 6 lbs packages, doz.	$5
Do., 3 lbs.	2
Superb Self-Raising Flour, 6 lb.	5
Do., 3 lbs.	2
Crescent Self-Raising Flour, 6 lbs.	5
Do., 3 lbs.	2
Buckwheat, Self-Raising, 1½ lbs.	1
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz.	1

SMALL'S LIMITED, MONTREA

FOREST CREAM MAPLE SYRU

Price Delivered	F.o.b. Factory	Ont. Mar
36—10 ozs., bottles	$ 8 10	$ 9
24—16 ozs., bottles	7 75	8
12—32 ozs., bottles	6 95	7
24—28 ozs., tins	9 90	10
12—80 ozs., tins	14 25	15
6—160 ozs., tins	13 85	14
1—5 gall. tins	13 50	14
In barrels, per gal.	2 50	2

FOREST CREAM PURE SYRU

36—10 ozs., bottles	$ 6 65	$ 7
24—16 ozs., bottles	6 15	6
12—32 ozs., bottles	5 35	6
24—28 ozs., tins	7 10	7
12—80 ozs., tins	10 30	11
6—160 ozs., tins	9 80	10
1—5 gal. tin	9 50	10
In barrel, per gal.	1 70	1

STANDARD SUGAR SYRUP

36—10 ozs., bottles	$ 5 75	$ 6
24—16 ozs., bottles	5 25	6
12—32 ozs., bottles	4 45	5
24—28 ozs., tins	5 45	6
12—80 ozs., tins	7 95	8
6—160 ozs., tins	7 50	8
1—5 gal. tin	7 05	8
In barrel, per gal.	1 20	1

FOREST CREAM MAPLE BUTTER

24—13½ ozs., tins	$ 4 65	$ 4
24—2½ lbs., tins	11 75	12
1—30 lbs., pail	4 80	
2—30 lbs., pails	9 80	10
In barrel, per lb.	0 14	0 1

FOREST CREAM AMBER HON

48—No. 1 Tumblers	$ 6 40	$ 6
24—No. 3 Tumblers	6 90	7
24—2½ lbs., tins	19 75	20

FOREST CREAM PEANUT BUTTER

48—No. 1 Tumblers	$ 5 30	$ 5
24—No. 3 Tumblers	4 75	5
24—2 lbs., tins	11 80	12
1—24 lbs., pail	4 55	
2—24 lbs., pails	9 75	10
In barrel, per lb.	0 17½	0

FOREST CREAM SALTED PEANUTS

1—15 lbs., pail	$ 2 75	$
2—15 lbs., pails	6 05	6
In bags of 85 lbs.	13 15	14
In barrel, per lb.	0 16¼	0

FOREST CREAM PEANUTS MAPLE SUGAR COATED

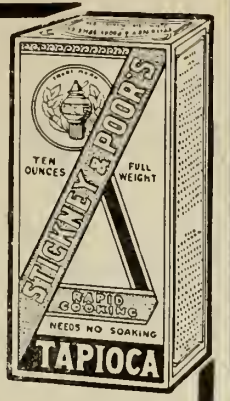
72—5c packages	$ 2 40	$ 2
48—No. 1 Tumblers	4 95	5
24—No. 3 Tumblers	4 45	4
24—1 lb., tins	8 45	8
1—12 lbs., pail	3 85	
2—12 lbs., pails	8 20	8

FOREST CREAM SALTED PEANUTS (BLANCHED)

72—5c packages	$ 2 40	$ 2
48—No. 1 Tumblers	4 40	4
24—No. 3 Tumblers	3 60	4
24—1¼ lbs., tins	8 50	9
1—15 lbs., pail	8 10	
2—15 lbs., pails	6 50	7

Ready in a Minute

No Soaking



Stickney & Poor's TAPIOCA

is an excellent piece of goods. Clean packed and absolutely pure. A good item for your trade.

A complete assortment of Stickney & Poor's Mustards, Seasonings, Spices and Flavorings should be conspicuous on every dealer's shelves. These products have been a household word for generations. Your customers have been brought up to know the satisfaction in using Stickney & Poor's goods.

Your Co-operating Servant,
MUSTARDPOT

STICKNEY & POOR SPICE COMPANY
1815—Century Old—Century Honored—1921
MUSTARDS SPICES BOSTON AND HALIFAX SEASONINGS FLAVORINGS

WHEAT GOLD
Breakfast Cereal
(The Better Breakfast Food)

Replenish your stock now of this popular porridge cereal

Check over your stock of WHEAT GOLD to-day and order your requirements now. There is a big porridge season ahead and this high-grade, quick-selling line will make it an exceedingly profitable one for you.

WHEAT GOLD is put up in one of the most attractive packages on the market. Its quality is just as distinctive. Order now.

New Prices

Wheat Gold Breakfast Cereal
Packages, 28-oz., 2 doz. to case, per case....$4.80
98-lb. jute bags, per bag 6.00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag 6.50

W. B. Browne & Co.
Toronto, Ontario

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & CO.
Hamilton and Winnipeg

SPRATT'S

Meat-Fibrine Dog Cakes and Puppy Biscuits are the daily menu of millions of dogs the world over.

Why not be "The Canine Caterer" for your town? Ask your jobber or write for samples, prices and supplies to:—

F. W. KENDRICK & CO.
313 Carter Cotton Buildings, Vancouver
or
HUGHES & CO.
109 Place d'Youville, Montreal

DOG MEAT FIBRINE CAKES

Spratt's Patent Limited
24-5 Fenchurch Street, London, E. C. 3, England.

Fresh Cars of

Marmalade Oranges
Golden Orange Navels

Florida Grape Fruit
California

Head Lettuce - Celery - Cauliflower
Canadian

Leaf Lettuce - Radish - Rhubarb

HUGH WALKER & SON, LTD.
"The House of Quality"
GUELPH Established 1861 ONTARIO

Florida Oranges and Tangerines
Florida Tomatoes
California Celery
Iceberg Lettuce
Cauliflower
Sweet Potatoes
Cranberries
Marmalade Oranges
"Stripes Brand" Florida Grapefruit
WHITE & CO., LTD.
TORONTO

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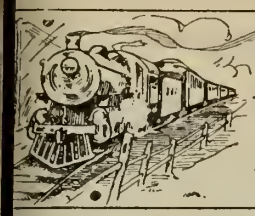
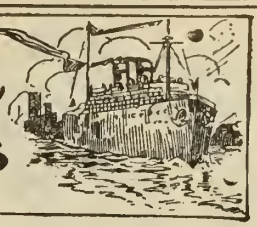


BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto

STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.

OPPENHEIMER BROS., LTD. Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

Canada Barrels & Kegs, Limited

Successors to

The Chas. Mueller Co., Ltd.

Manufacturers of Tight Cooperage

Waterloo, Ontario

A. F. VINCENTELLI & CO.

ANTWERP (BELGIUM)

The oldest Corsican Candied Peel and Fruit Manufacturers

CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS. Etc.

Information

We can keep you posted with all daily news and business Tips.

Canadian Press Clipping Service
143-153 University Avenue, Toronto

BETTER DEMAND FOR TEAS

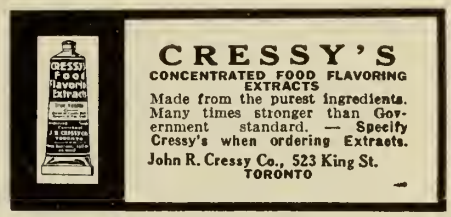
Inquiries for teas are showing a big improvement. Retailers, wholesalers and brokers are placing orders with more confidence than they have been for several months past. This, undoubtedly, is the result of the firmer and higher market that is manifest. The finer teas appear to have the preference as the Canadian public has developed a taste for the better grades. This has resulted in a scarcity of the finer grades but leaves little outlet for the stocks of common teas that had accumulated in the London tea market during 1920. Stocks in London warehouses amount to 170,932,289 pounds or 17,196,289 pounds more than a year ago.

FOR SALE

Choice Yellow Dutch Set Onions for spring delivery. Buyers would do well to get our prices before placing their orders. No order too large and none too small.

REID, EDIGHOFFER & SON,
Dashwood, Ont.

R.M. FLEXIBLE
BREAK? NO FEAR! IT'S AN R.M. FLEXIBLE
Before Burning
After Shaping on burner
GAS MANTLES.
THE MANTLES THAT YOU... CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co., Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY


CRESSY'S
CONCENTRATED FOOD FLAVORING EXTRACTS
Made from the purest ingredients. Many times stronger than Government standard. — Specify Cressy's when ordering Extracts.
John R. Cressy Co., 523 King St.
TORONTO

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

BARRELS

For all purposes. The best package for exporting. I can make them to suit your goods.

JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk Pickles, Mincemeat, etc.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITION WANTED

EXPERIENCED TEA AND COFFEE MAN REquires engagement as tea taster and buyer, 15 years in the trade. Thoroughly qualified as buyer and blender. At present employed, would like a change. Age 32. Box 450, Canadian Grocer, 153 University Ave., Toronto, Ont.

PERMANENT POSITION WANTED BY YOUNG married man, who is a salesman and not afraid of work. Having eight years' experience in general retail store, can give best of reference. Full information at Box 452, Canadian Grocer, 153 University Ave., Toronto.

SALESMAN WANTED

POSITION AS TRAVELLING SALESMAN IN in city or the Canadian West wanted by man with 5 years' practical experience in general store. Age 22. Apply Box 458, Canadian Grocer, 153 University Ave., Toronto, Ont.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

WANTED

WANTED — TO BUY, GROCERY IN GOOD town or small city, doing not less than twenty-five thousand annually. J. H. Burke, St. George, Ont.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

FOR SALE

FOR SALE—GENERAL STOCK AND FIXtures, consisting of groceries, dry goods, boots and shoes, etc., valued at about $7,000. Located in exceptionally good farming district, about twenty miles southwest of London. Proposed Provincial Highway passing this corner store. Low rent, living quarters in connection, natural gas for heating and lighting. Two railways, P.M. and M.C.R. Apply to Box No. 444, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—MEAT AND GROCERY BUSINESS. Ontario town. Population 25,000. Yearly turnover about $70,000, 80 per cent. meat. Small expenses. One of the best money makers in Canada. Owner retiring. Must sell at once. Apply Box 446, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—SECOND-HAND GAS MACHINE and cash carrier system (4 carriers). Apply E. M. Gladney & Co., Marmora, Ont.

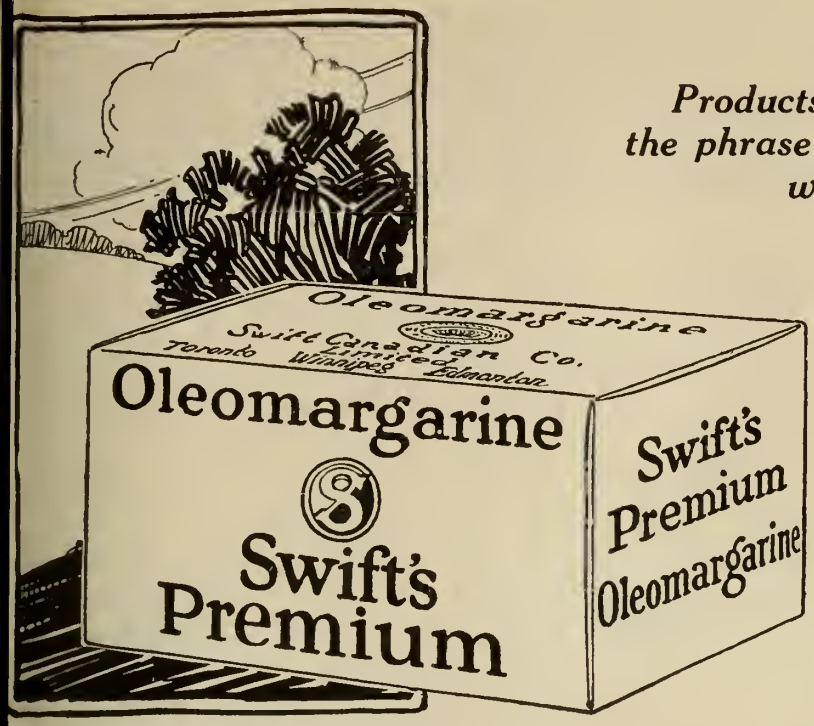
FOR SALE — PROFITABLE GENERAL STORE and peddling business. Established 1882. Expenses light. Close to railroads. C. Southon & Son, Lakeport, Ont.

FOR SALE—1 BRANTFORD MEAT SLICER in perfect condition. Regular price $325.00, for $200.00, F.O.B. Toronto. International Account Register, holds 192 accounts, $40.00. 1 Platform Scale, weighs up to 120 lbs., $25.00. Box 500, Canadian Grocer, 143 University Ave., Toronto.

MISCELLANEOUS

LEARN SHOW CARD WRITING AT HOME—A salesman who can make Show Cards can always earn more money and is always sure of his position. Professional Show Card Writer will teach speedy system by mail to a limited number. For particulars write Albert Edgar, 20 Edgar Building, Windsor, Ont.

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.



Products that help to make the phrase "Made in Canada" worth while—

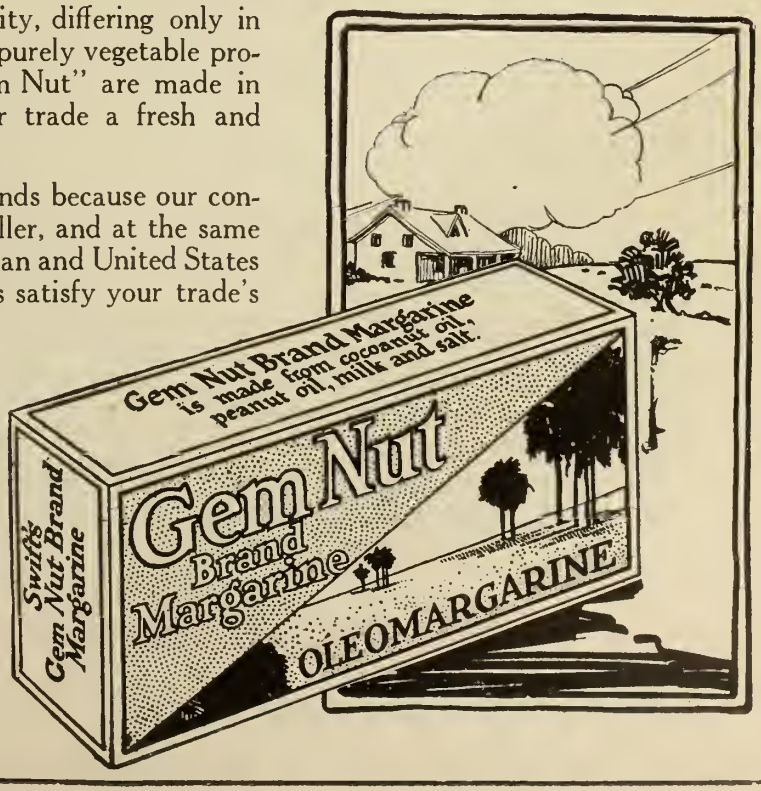
Swift's

"Premium" "Gem Nut"

Oleomargarine

COMPANIONS in quality and popularity, differing only in their ingredients, "Gem Nut" being a purely vegetable product. Both Swift's "Premium" and "Gem Nut" are made in Canada fresh daily --- thus assuring your trade a fresh and wholesome commodity of supreme quality.

It is profitable for you to feature these brands because our continuous publicity makes them a steady seller, and at the same time you save the exchange between Canadian and United States money on every pound you buy, as well as satisfy your trade's demand for a *quality* product.



Order from our Salesman or Direct

Swift Canadian Co.
Limited

$2500.00 IN CASH PRIZES

International DAYTON SCALES Word Contest

COME IN AND WIN—IT COSTS YOU NOTHING TO ENTER

Here is your problem: How many words can you make up from the letters D-A-Y-T-O-N S-C-A-L-E-S?

The prizes offer you a worth-while reward for the little extra effort it costs. If you are not at work already on your list, BEGIN NOW!

$300—First Prize $200—Second Prize $100—Third Prize
$75—Fourth Prize $50—Fifth Prize $20—Sixth Prize

30 Cash Prizes of $15.00 each; 25 Cash Prizes of $10.00 each; 111 Cash Prizes of $5.00 each; 200 Prizes of $2.50 each.

This Dayton Scale Word Contest is open to the Retail Merchants and their clerks in Canada and Newfoundland of the five kinds of stores that use any kind of scales, or meat slicers or cheese cutters—groceries, meats, confectioners, hardware and general stores.

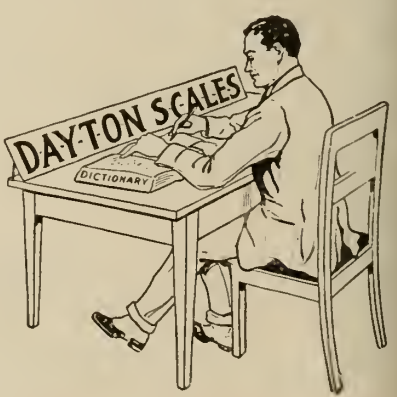
Just comply with a few simple rules.

You should earn a nice, fat check just as well as "the other fellow." Focus your thought on the words "D-A-Y-T-O-N S-C-A-L-E S." Work it out this way: day, ton, tones, cat, son, ale, candy, scanty, etc. Letters can be used only the number of times they appear in the two words. For instance, the letter "A" and the letter "S" may be used twice in any word. The other letters only once in any word.

GET YOUR LIST UNDER WAY

The rules are simple. If you have not already received our circular, write to us to-day. We will send you entry coupon cards to send in with your answer. Mail us your list with one of the entry coupons in time to reach us before March 15th, 1921.

Prizes will be awarded by an impartial committee of judges as soon after the close of the contest as possible. List of winners will be announced in trade publications nearest to June 1st.



International Business Machines Co., Limited

Contest Department, 300 Campbell Ave., Toronto

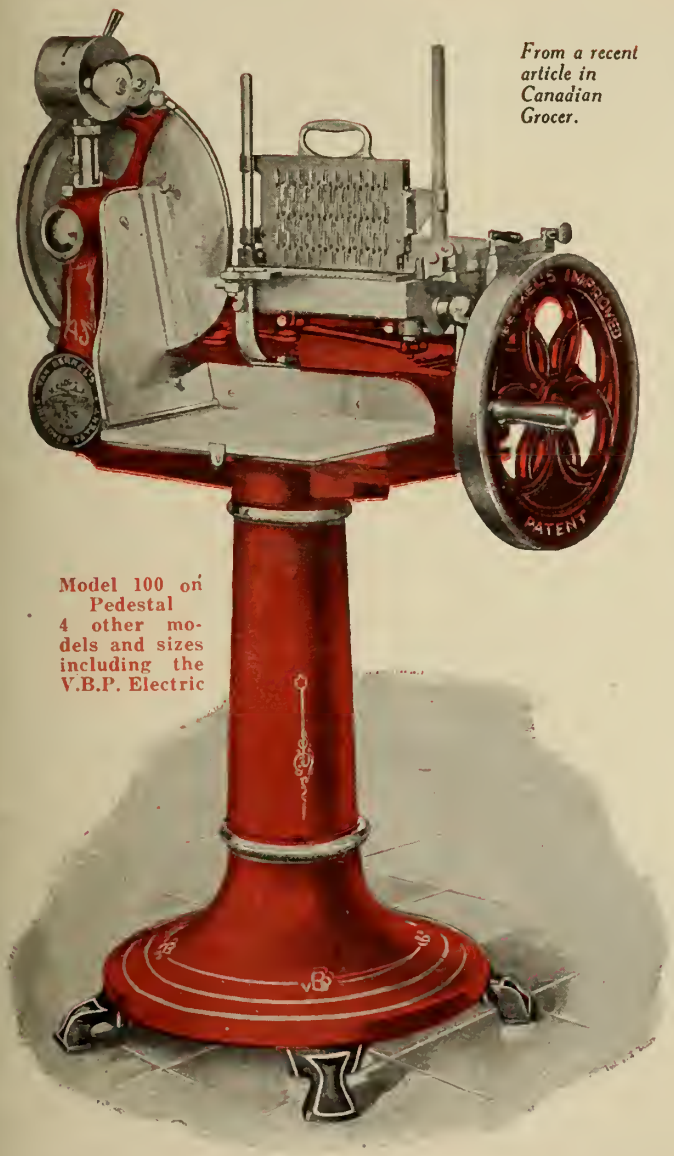
CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE: TORONTO, FEBRUARY 18, 1921 No. 7

Read what the Van Berkel Slicer did for this Guelph Grocery Store



Model 100 on Pedestal
4 other models and sizes including the V.B.P. Electric

From a recent article in Canadian Grocer.

Now Sell from Twelve to Fifteen Sides of Bacon Weekly

Hood and Bennalick, Guelph, Ont., believe that a meat slicer not only increases business in smoked and cooked meats, but provides a service that is appreciated.

"BEFORE I purchased that meat slicer we never sold more than two or three sides of bacon each week," remarked Mr. Hood, of Hood and Bennalick, Guelph, Ont., to a representative of Canadian Grocer recently, when discussing the value of a meat slicer in a grocer's business. "Our sales of bacon now average from twelve to fifteen sides weekly, and I think our turnover in smoked meats has been largely stimulated because of the meat slicer. We have had the slicer three years, and it certainly has more than paid for itself. There is no doubt about it, but a good meat slicer attracts business to the provision department of any grocery."

What this Van Berkel Slicer did for these merchants it will do for you. Write us for detailed information about this World's finest Slicing Machine and let us show you how the Van Berkel can speed up your provision sales and increase your profits. The Van Berkel is British made—London factory—no high exchange paid. Beware of imitations and false statements made by imitators.

The Hobart Manufacturing Company

149 Church St., Toronto

Winnipeg Branch: Ryan Bros., 110 James St. East Vancouver Branch: 424 Cordova St. West

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

Commencing Our Big Color Campaign

WHILE employing almost every known form of Advertising, we rely chiefly on those methods which enable us to show in COLOR what one Dye Soap will do. Posters, Window Cards and Street Car Cards—also attractive Cut-Out Displays—will carry the Aladdin idea broadcast. This campaign indicates our faith in the product, our belief in the power of advertising, and our optimism as to the immediate future.

CHANNELL
Limited
Toronto

Distributors of Aladdin Dye Soap
Manufacturers of O-Cedar Polish.

So Rich it Whips Like Cream

Borden's ST. CHARLES Evaporated Milk is so rich in butterfat that it will whip like cream. Many of your customers do not know this. Tell them the next time they order.

Tell them that ST. CHARLES MILK is rich, pure country milk—less the water which has been taken away by evaporation. Tell them it is safest for their children—for their cooking—for their table.

Once you get them to use Borden Brands Milk they will need no other milk supply.

The Borden Co., Limited
Montreal

Borden's Products—
Eagle Brand Milk
St. Charles Milk

Reindeer Coffee
Reindeer Cocoa
Malted Milk

Borden's
ST. CHARLES
Brand Milk
"With the Cream Left in"

CLARK'S CHICKEN SOUP

Made in Canada

By a Strictly Canadian Company

May we remind you, Mr. Grocer, that Clark's Chicken Soup offers you an excellent opportunity for increasing your business.

The present price of Chickens makes the home preparation of Chicken Soup a costly matter, whereas a can of CLARK'S, which is highly condensed and guaranteed to be of the very highest quality, will sell at a price within the reach of your most humble customer.

SEE THE CLARK LIST OF SOUPS AND OTHER GOOD THINGS

W. CLARK, LIMITED
MONTREAL

. . a new package that's winning big profits for grocers

Tillson's "Aluminum Brand" Rolled Oats

Each package contains a useful aluminum kitchen utensil . . . .

Here is an old established product with a new selling feature that is sure to make a hit with your customers. In each package there is a useful piece of aluminum kitchenware, as illustrated above, each one of which would cost at least 15c in any hardware store. Every case contains an assortment of twenty different utensils, each one of them desirable and most useful for everyday use.

You can sell your customers this new package containing one of these pieces for **forty cents** and it gives them the same quantity of oats as in other packages at a net cost of **twenty-five cents.**

Although on the market for only a short time it has already proven an unusually good seller. Place your order to-day. Ask your wholesaler for this package.

The Quaker Oats Company

MANUFACTURERS OF

CEREAL PRODUCTS

Peterborough, Ontario Saskatoon, Saskatchewan

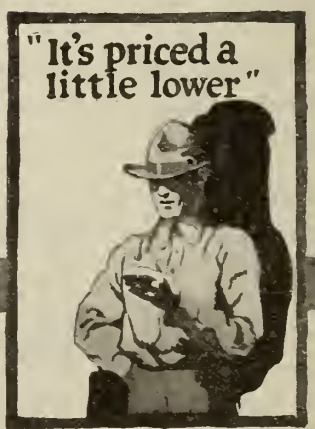
PACKED 3 WAYS

Aside from the fact that they're California-quality prunes; and aside from the fact that they're priced a little lower "in the bargain"—remember that Growers Brand Prunes are the most *convenient* prunes you can handle. They're packed three ways—all good. For example:

You can get these fine, full-flavored prunes in the regular 25-lb. and 50-lb. wooden boxes [all sizes]; in a special 5-lb. Growers Brand carton containing medium-sized prunes [60-70's]; and the same-sized carton containing a *blend* of the smaller-sized prunes [70-80's and 80-90's]. The cartons will make a special appeal to housewives who like to have prunes "in the house" all the time!

California Prune and Apricot Growers Inc.
5472 Market St., San Jose, Cal. 10,000 grower-members

Ask your jobber about Growers Brand Prunes—you'll find it worth your while! Never was there such a nation-wide demand for prunes! Never was there such an opportunity to "cash in" on a ready-made market. Never was there a more timely offering than Growers Brand. Besides, it's a "better buy" because—



Growers BRAND PRUNES

Canadian Representatives
SAINSBURY BROS
Offices: Toronto, Vancouver
Winnipeg Montreal, Halif

Have you heard about the P. & G. Corner?

No—it's not a corner on soap (though many grocers and housewives seem to think we have a corner on soap quality)—but an attractive new way to display your stock of Procter & Gamble Soaps so they practically sell themselves. It will save time for your selling force. We furnish the materials free.

If you are a Procter & Gamble grocer you also can have your pick of free printed matter, store cards and window trim materials that sell soap.

Ask us or any of our representatives.

Ivory Soap
Gold Soap
P and G The White Naphtha Soap
Lenox Soap
Pearline
Sopade
and

The Procter & Gamble Distributing Co.
of Canada, Limited
50 Bay Street, Toronto, Canada

CRISCO
For Frying - For Shortening For Cake Making

the net weight, package shortening that is taking the place of the greasy lard tub in up-to-date stores. .Strictly vegetable and pure. A profit maker. You'll use it in your own home.

"A voice roared out, hoarse, profane;--the Mate's voice: 'Thought you'd try it again, did you, you dashed beach-comber. I'll teach you, and when I find the dog that left that rope for you I'll give him a leaf out of the same book. You bloody waster! I'll teach you! I'll—!'"

This is an extract from Frank Packard's "Pawned," which commences in the February 15th issue of MACLEAN'S MAGAZINE.

At the period in the story that this is written the leading character is a beach-comber in the South Sea Islands.

Three months later, John Bruce is stretched at full length on a luxurious divan in the most sumptuous apartment of the Bayne-Miloy, New York's newest and most pretentious hostelry.

How had this wonderful metamorphosis been made? It is a mystifying, enthralling, intriguing story, the secret of which you can only get by reading every instalment of Frank Packard's wonderful yarn.

OTHER UNUSUAL FEATURES

"Are We Ashamed of Our Snow? No!"
By Charles Christopher Jenkins.
This tells the story of the conquering of the snow-drift problems by the railways of Canada.

"The Drama of Our Great Forests"
By Arthur Heming.
"Meeting of the Wild Men," filled to the brim and overflowing with forest-lore.

"Solons of the 80's"
By Col. Geo. H. Ham.
Some episodes of the 80's and 90's when he and his confreres were recording Canada's political history.

"Soldiers' Settlements Making Good"
By Agnes C. Laut.
The wonderful success which has met the work of the Soldiers' Settlement Board in the West.

"The Cross in the Sky"
By R. T. M. Scott.
A psychic story; simply, forcefully told, and tinged with war atmosphere.

"The Queer Toff in Number 13"
By Leslie Gordon Barnard.
A human story of a brilliant man who almost "pegged out" until a wonderful love drew him back.

"The City of Peril"
By Arthur Stringer.
The concluding instalment of this melodramatic serial by one of Canada's favorite authors.

REVIEW OF REVIEWS

A selection from all the most interesting and instructive periodicals garnered from all quarters of the globe—autobiographical, scientific, descriptive and literary. The best from more than 100 magazines and newspapers—to save *your* time.

MACLEAN'S
"CANADA'S NATIONAL MAGAZINE"

FEBRUARY 15th ISSUE For Sale on All News-stands **20c**

ESTABLISHED 150 YEARS.

1770 1921

By Royal Appointment.

The Three Esses

S. **STUFF.** "That's the STUFF to give 'em," was a slogan which was world wide during the war years. STUFF means the GOODS — the RIGHT GOODS—QUALITY. Day & Martin, Ltd., the House with a History, concentrate, at their London Works, on producing the STUFF.

S. **SATISFACTION.** A satisfied customer is one who is yours for "keeps." Day & Martin's Wax Shoe Polish in the tin with the "TAB" gives SATISFACTION every time.

S. **SERVICE.** Day & Martin's Distributing Agents throughout the Dominion, Hargreaves (Canada) Ltd., rightly pride themselves on the SERVICE which they give to the trade and so add this most important "S" to the other two.

"Here's the STUFF to give 'em!"

In the Tin with the "Tab."

Why not send to-day for a sample and prices to—

HARGREAVES (CANADA), LTD.
24, Wellington Street West, TORONTO.
VANCOUVER. WINNIPEG.

DOMINION BRAND TOMATO SOUP

Red, ripe tomatoes—pure spices—choice condiments —expert chefs—spotless kitchens—and the sum of all these is Dominion Brand Tomato Soup

Order your supply to-day

DOMINION CANNERS LIMITED HAMILTON, CANADA

Dominion Canners, Limited
Hamilton, Ontario

EDDY
ESTABLISHED A.D. 1851.

Why Eddy's Lead

No amount of publicity could, of itself, have won for Eddy's Matches first place in the estimation of the Canadian match buying public.

It took Quality as well as Publicity to do that. And it is this Quality, so evident in every box of Eddy's, coupled with constant consumer advertising that is keeping up Eddy popularity. The public knows that the name Eddy on the outside of the box is a guarantee of the matches within.

Link your store with the Eddy reputation. Let your customers know you sell Eddy's Matches and Eddy's **Indurated Fibreware** —the sanitary and durable utensils that never bulge or leak.

The E. B. Eddy Company, Limited

HULL : : CANADA

Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made actually paid you a profit, or have the profits gone glimmering, because of overmeasure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A

BOWSER ESTABLISHED 1885

OIL STORAGE OUTFIT

will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

LET US SEND YOU LITERATURE
PROVING OUR CLAIMS

S. F. BOWSER CO., LIMITED

66-68 Fraser Ave. - - - TORONTO, ONT.

Sales Offices in All Centres *Representatives Everywhere*

Satisfy Your Customers

More and more people every day are inquiring for Carnation Milk—our big advertising campaign teaches the people to buy their milk supply from you, the Modern Milkman.

Display these goods on your counter, in your windows—the results will speedily convince you of their selling qualities.

Carnation Advertising is free. Ask our representative or write for some of the following pieces:

Suggestions for Window Trims—Counter Cut-out—Counter Stand—Giant Carnation Carton—Story of Carnation Recipe Book—Carnation Streamers or Hangers.

Address—CARNATION MILK PRODUCTS CO., LIMITED - Aylmer, Ont.

Remember—your jobber can supply you

Carnation Milk

"From Contented Cows"

The label is red and white

Eureka Refrigeration Equipment

This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

NUTMEGS

prepared by a special process that holds the oil values and flavor.

Also Whole Nutmegs

in a handy package with the grater right on it.

STICKNEY & POOR'S

world-wide connections bring them the finest raw products that can be obtained. They are cured and prepared by spice experts. Their reputation for quality leads people to look for the name Stickney & Poor on the Mustards, Seasonings, Spices and Flavorings they buy for the kitchen and table.

The standard for a century.

Your Co-operating Servant,
MUSTARDPOT

STICKNEY & POOR SPICE COMPANY
1815—Century Old—Century Honored—1921
MUSTARDS SPICES — BOSTON AND HALIFAX — SEASONINGS FLAVORINGS

The Same Clean Fine Stock--Right to the Centre

You need not fear to show your customer the very heart of a Keystone Broom. The corn in the centre is just as clean—no seeds, no rough stems—as it is on the outside.

And each brand of the Keystone line is absolutely uniform in quality, having the same grade of stock throughout.

This we guarantee.

The Keystone line comprises the following brands: Nugget, Patricia, Klondike, Elgin, Evangeline, Jubilee, Great West, Sterling.

If you have never handled Keystone Brooms, send for a sample shipment to-day.

KEYSTONE BRAND

STEVENS-HEPNER CO., LIMITED
PORT ELGIN, ONTARIO

A Virile, Robust Fighting Fish

The Pinks packed under "Kiltie" BRAND are caught in the cool depths around the Queen Charlotte Islands

Caught in Deep Salt Water

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Johnson-Lieber Mercantile Co.
of Canada, Ltd.
MANUFACTURERS' AGENTS

Calling on Grocers, Confectioners, Hardware, Stationers, and Ship Chandlery in British Columbia.

850 Hastings St. West, VANCOUVER, B.C.

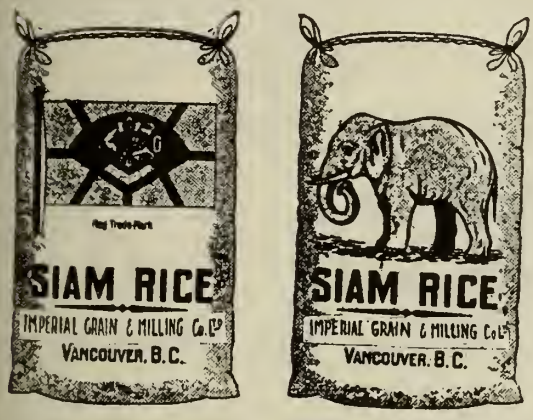
JOHN PRITTY, Ltd. Merchandise Broker and Manufacturers' Agent
Head Office: REGINA, Sask.

MR. MANUFACTURER—

Would you like to have an Energetic, Progressive firm represent you in Saskatchewan? Pritty has the reputation for "Putting it over." Wholesale and Retail trade canvassed for you. Personal attention to every account. Appoint "Pritty" for Saskatchewan. 100% efficiency.

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.



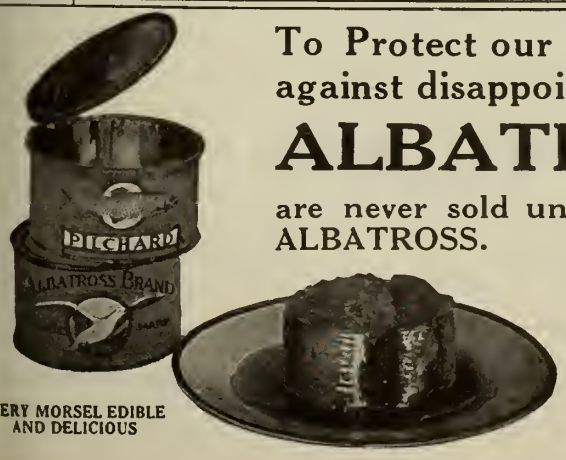
We are offering the best value in Rice on the Canadian market to-day.

BOXES AND CRATES
SUPPLIED BY
British Columbia Box Manufacturers

Combine Strength, Light Weight and Appearance

RAW MATERIALS, EQUIPMENT and SHIPPING FACILITIES equal to any demand.

Enquiries addressed to the Secretary
Box Manufacturers' Section
Canadian Manufacturers' Association
VANCOUVER
will receive prompt attention



EVERY MORSEL EDIBLE AND DELICIOUS

To Protect our enviable reputation, and our customers against disappointment, we must announce

ALBATROSS PILCHARDS

are never sold un-labelled, nor under any other brand than ALBATROSS.

Clayoquot Sound Canning Co., Ltd.
VICTORIA

AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia: Mason and Hickey
J. L. Beckwith, Victoria, B. C.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

When writing to Advertisers kindly mention this paper.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

When Answering Advertisements Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

DETAIL WORK

To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.

Fourteen Salesmen

Ten of our salesmen do retail selling exclusively, and four others work among the wholesale trade.

We can put your line on the market.

Scott-Bathgate Co., Ltd.,
149 Notre Dame Ave. E.
Winnipeg

The Home of the Scott-Bathgate Co., Ltd.

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

THERE'S NO VERMIN IN DOMINO

Insist on Domino or Jack Frost Package Rice. You would if you could see the roaches, flies, mice, rats and germ-laden dust that gather in bulk rice. It is protected from the mill to your store by modern sanitary precautions. They contain the best quality

CAROLINA AND BLUE ROSE RICE

There are no other package rices just as good. You can prove it yourself by examining their beautiful selected grain, white as snow.

RALPH GOLDSMITH CO., New Orleans, La.

Canadian Agent: **C. C. Mann, Board of Trade Bldg., Toronto**

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

J. K. McLAUCHLAN
Manufacturers' Agent and Grocery Broker
Warehouse and Distributing
45 Front St. East, TORONTO

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK and WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.
Concentrated representation within the Province of Ontario

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
REPRESENTING
J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
Correspondence Solicited Agencies Wanted
LAING BUILDING, WINDSOR, ONT.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

H. C. BRENNAN
Grocery Broker and Manufacturers' Agent
Booth Bldg. Ottawa, Canada

The **CROWN** *Trade-Mark*

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

Maple

OTTAWA - 1900 - PARIS

"Highest awards in all countries for past 90 years including 1919"

"In our opinion you certainly have a first-class line."
Woods & Stevens, New York.

"The name **SMALL** is standard for **Maple quality**, and price past 90 years. Advertised in street cars and leading farm and home papers. Stocked by jobbers world over."

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

HAVE YOU ORDERED YOUR SUPPLY OF THIS

"Genuine Turkish" Delight

DROMEDARY BRAND

Packed in 1, 5 and 10 lb. boxes. Write us for prices and discount.

Sole Canadian Distributors

SHEPHERD-MOTT COMPANY
73 Ottawa Street, MONTREAL

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

PEAS WANTED
Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

AGENCIES WANTED
We are open to market several good lines of food products.
Manufacturers interested in securing distribution—we invite correspondence.
We work the Retail and Wholesale Trade.
THE VLIT MANUFACTURING CO., LIMITED
R.C. Hannan, Manager (formerly with Lipton's). Montreal

When Writing to Advertisers Kindly Mention this Paper

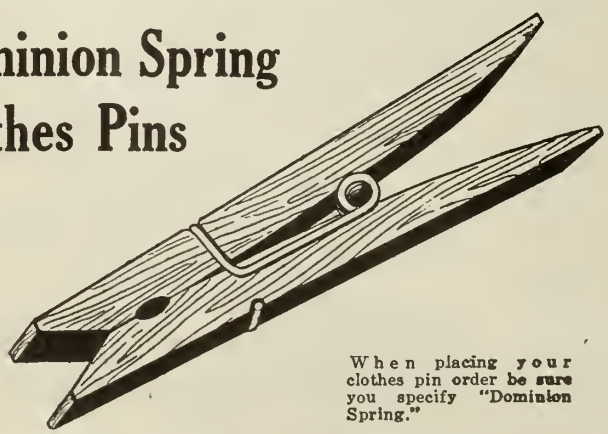
PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Xmas Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST. W., MONTREAL

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's Greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

Established in 1842

"Satisfaction Always": OUR MOTTO

We are in a position to continue the service to our numerous customers on

"Primus" TEA and COFFEE "Primus"

Several brands have been coming and going out of the market.

Some brands are advertised as new brands, but WE HAVE BEEN IN THE MARKET FOR A LONG TIME, AND WE INTEND TO STAY FOR A LONG TIME.

We have proven to our friends and customers that we have, at all times, given the best quality at the lowest market price, and we are more than ever prepared to continue our service for

TEA and COFFEE
under "Primus" Brand

THE BRAND "PAR EXCELLENCE"

Finest tea put up in packages.
Sealed packages only.

We will talk about COFFEE next week.

Sole distributors

L. CHAPUT, FILS & CIE, LIMITEE

Wholesale Grocers, Importers and Manufacturers

MONTREAL

"Member Audit Bureau Circulations"
"Member Associated Business Papers"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV. TORONTO, FEBRUARY 18, 1921 No. 7

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We will be glad to have your order for them.

F. W. Fearman Co., Limited
Hamilton, Ont.

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Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Is It a Good Man You Want?

Wishing and wanting won't get him for you. Advertising probably will. You ask what paper to use? Well, you can waste a lot of good money using wrong papers. The best one to use is CANADIAN GROCER.

This newspaper is probably read by the man you will engage. At any rate, if you want a man trained, the chances are that he sees and reads CANADIAN GROCER. If your advertisement tastes good to him, the chances are he'll answer it. Then it's up to you to land him.

But look for him where he's likely to be—behind some counter or desk in a retail or wholesale grocery house.

You never can tell what's in the mind of men to make them willing to change. Perhaps it's money; perhaps a cranky boss; perhaps climate; perhaps a girl. But it will be something or other.

Sometimes the first insertion of an advertisement finds the man. Sometimes you will have to keep on advertising.

Our part is not to guarantee you answers, or to promise any. We have no control over such things. But we can put your advertisement—and do—into about 6,500 grocery stores, wholesale and retail, all over Canada. This is our part. And surely 6,500 is enough.

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153 University Ave. Toronto, Ontario

THE "Canadian Pioneer," due at St. John, N.B., about February 25th, after a voyage of two months, is the first Canadian steamer to sail direct from Colombo and Calcutta to Canada.

Over 75% of the tea on board is consigned to us. In fact, about 35% of her whole cargo consisted of tea for us shipped by our buyers in the East.

This large shipment is chiefly Assam Tea, picked and cured at the most favorable time of the year from the best and most noted gardens.

We are proud of the fact that for the next few weeks (the whole lot is only a few weeks' supply) Red Rose Tea will consist of the first shipment of tea brought direct from the East by a Canadian-built and Canadian-owned steamer.

Red Rose Tea "is good tea"
Canadian Ships are good ships

T. H. Estabrooks Co., Limited

P.S. It may be of interest to importers who have not already been advised to know that the Canadian Merchant Marine expect to run a direct boat each month from the East to Canada.

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COLMAN'S MUSTARD
KEEN'S MUSTARD

If you supply your customers' requirements with either Colman's or Keen's Mustard you can rest assured of satisfaction. These incomparable mustards are the finest products that human skill and care can produce and they always live up to your highest recommendation.

Look over your stock to-day and order from your wholesaler.

Magor, Son & Co., Ltd.

191 St. Paul St. W. MONTREAL

30 Church St. TORONTO

"Meadow Cream" SODAS

are always delightfully Fresh and Crisp.....

It will pay you, Mr. Grocer, to stock this brand, put up in tins and air-proof cartons from six oz. package up.

The W. J. Crothers Co., Limited

KINGSTON, ONTARIO

CANADIAN GROCER

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Are Wholesale Grocers a Combine?

Attorney-General of Ontario Proceeds in Action Against Wholesalers' Association, Alleging a Combine in Restraint of Trade—Evidence Being Heard This Week Before Mr. Justice Orde

By Staff Correspondent of Canadian Grocer

Toronto, Feb. 17 (Staff Correspondence)—Up to the time of going to press the evidence taken in the case of the Province against the Canadian Wholesale Grocers' Association. etc., was pretty much a duplication of that before the Board of Commerce—now non-existent—a year or so ago at Hamilton. The witnesses called by A. W. Roebuck, the counsel for the Attorney-General, have familiar names. Frank Fearman and Joseph Harris, of Hamilton, have been on the stand and again related their knowledge of affairs of the wholesalers' associations. The name "Porter" was incidentally introduced into the evidence, same as last year. It will be remembered he was the man employed by the Canadian General Electric Co., who interested himself in the affairs of one W. H. Jolly, both of whom became the outstanding features of that investigation.

A. C. Pyke, secretary of the wholesalers' association, occupied the stand most of the first two days and was asked a great many questions about the work of the organization. The evidence up to date appears below:

TORONTO, Feb. 14.—A. C. Pyke, secretary of the Wholesale Grocers' Association of Canada, was the first to testify before Mr. Justice Orde in the non-jury assizes this week in the action brought by the Attorney-General for a declaration that the Wholesale Grocers' Association of Canada is an illegal combine in the restraint of trade. The Attorney-General asks for an order to have this alleged combine dissolved. The defendants named are T. H. Kinnear, A. H. Paffard, H. C. Beckett, Hamilton, H. W. Chamberlain and A. C. Pyke, officers of the association, and Thomas Kinnear & Co., W. H. Gillard & Co., Castle, Ltd., Ottawa; E. W. Gillett Co., Minneapolis; Armstrong & Paffard, W. C. Macdonald Registered, St. Lawrence Starch Co., and the Canada Starch Co.

A. W. Roebuck is appearing for the Attorney-General, Robert McKay, K.C., for the Wholesale Grocers' Association of Canada, and I. F. Hellmuth, K.C., for the manufacturers concerned. The entire first day was taken with the evidence of Secretary Pyke, and he again took the stand on the resumption of court on Tuesday morning. Examined by A. W. Roebuck, Mr. Pyke's evidence was chiefly concerned with the minutes and resolutions passed at various meetings of the wholesalers, appertaining to the naming and maintaining of prices on certain manufactured lines, and the eligibility of an applicant for membership.

Plaintiff's Statement

The plaintiff in his statement sets forth the claim that before a wholesaler can become a member of the association, he must swear that he carries on a strictly wholesale business, stocking a full assortment of groceries, does not do business on the co-operative plan, that he will not sell to consumers, or to any aggregation of consumers, joined together for the purpose of buying, that he has no plan by which he pays dividends to stockholders on the basis of their purchases, and that he is not interested in any way in the profits of any retail business. It is further alleged that the purpose of this is to restrict the wholesale grocery business to members of the association, and to fix the prices of a number of commodities. The association, it is also claimed, refuses to handle goods of firms selling to retailers, and that they combine to exclude competition in certain lines. W. F. Morley, Robert Dowson, representing the York Trading Company, have, it is asserted, been refused membership in the association.

Agreements are said to exist between the association and the L. Schepp Co., of Toronto, the Bowes Co., the Chisholm Milling Co., T. A. Lytle Co., W. J. Bush Co. of Canada, William Braid & Co., of Vancouver, and Creamette Co., of Hamilton, to the effect that these firms will sell only to legitimate wholesalers.

No Cause for Action

The defendants deny that there is any agreement to restrict or restrain trade, or that there is any cause of action. Their agreements with manufacturers, they claim, are legal and proper, and have already been passed upon by the Board of Commerce.

"What status has the Attorney-General in this action?" asked Mr. Justice Orde.

"On behalf of his Majesty's subjects it seems a rather extraordinary proceeding for the Attorney-General to bring a civil action to show that what these people have done is a crime," observed his Lordship, when Mr. Roebuck admitted that the action was civil and not criminal.

"It is the regular procedure in the United States where the rules of practice are the same as our own," said counsel.

"I don't admit that for an instant," replied his Lordship. "Have similar cases been brought in Canada—in England?"

"No," admitted counsel. "But surely a crime does not preclude the person injured from suing in the criminal court."

His Lordship still seemed unconvinced that it was the duty of the Attorney-General to take action in the matter other than in a criminal court.

Board of Commerce Ruling

Robert McKay submitted that no wrong of any kind had been committed, especially any public wrong that could lead to an action by the Attorney-General. "The whole matter, if it amounts to anything, comes clearly under the jurisdiction of two statutes passed in 1919, the Board of Commerce Act and the Fair Prices Act," he said. He declared that Mr. Roebuck was wrong in

stating that actions such as this were the regular procedure in the United States.

The Board of Commerce, submitted Mr. Hellmuth, was made a court of record, and its decisions were thus effective and binding.

Secretary's Evidence

The secretary of the association in his evidence stated that "The Canadian Wholesale Grocers' Association is incorporated—the Wholesale Grocers of Ontario is one of its branches, and is not incorporated." It was founded in February, 1918. It had been preceded by the Ontario Wholesale Grocers' Guild, but had nothing whatever to do with it. It preceded the Canadian Association, of which it became a branch when the latter was formed.

Mr. Roebuck produced copies of resolutions and other documents of the association, which Mr. Pyke had given him.

"What constitutes the eligibility of a member of the association?" asked Mr. Roebuck.

The secretary read the constitution of the association, which says:

"In determining the eligibility of members the term wholesale grocery business shall be construed to mean a person, firm or corporation, who assembles in his warehouse a full line of groceries and distributes them to the trade, but who has no retail counter and who does not sell to consumers."

"If the wholesaler held stock in a retail corporation, would that debar him from membership?" Mr. Roebuck asked.

"I am not prepared to say what interest in a store would debar him," Mr. Pyke answered.

"If a wholesaler conducted a retail store would that debar him?"

"Yes."

"What procedure is necessary to become a member?"

"Applications are considered by the executive committee and, if approved, applicants are admitted."

"Does a membership in the Ontario Association automatically mean a membership in the Canadian Association?"

"Yes."

"Who are the officers of the Canadian Association?"

"Hugh Blain is president."

Lists of officers of both associations were here submitted.

"I believe the Canada Food Board defined a wholesale grocer?"

"I don't remember it."

"Is this definition in different terms then in your application for membership?"

"Very likely."

"In the minutes of a meeting on May 6, 1919, first paragraph refers to applications for membership, stating that unless they are endorsed by the executive they must be cancelled."

"That is the origin of the rule."

"Mr. Blain proposed that it be held over until the charter was granted, didn't he? Why was this?"

"I don't recall the argument."

"Was the legality of it questioned?"

"I don't remember."

The Maintenance of Prices

Referring to manufacturers naming prices at which the product should be sold, Mr. Pyke said:

"The wholesale grocery trade of Toronto, Hamilton and London unanimously endorses the principle of a manufacturer naming prices and terms on his proprietary goods on a basis that is fair to the manufacturer, wholesaler, retailer and consumer and refusing to sell to any wholesale house who is not willing to maintain such prices and terms." This was part of a resolution put in as an exhibit by Mr. Roebuck.

This was admitted by him to be at a meeting of an incorporated body forming part of the Ontario Association.

"Was the object of the meeting, the maintenance of prices?"

"It says so in the very first sentence. We say that the manufacturer should set the price at which the wholesaler should sell."

"Have the members of your association any purpose to serve in maintaining prices?" Mr. Pyke did not understand the question.

"Did you forward a copy of the resolution to W. C. Macdonald?"

"W. C. Macdonald is mentioned in the resolution as having their policy approved. It is a resolution of appreciation."

The York Trading Co.'s Case

"You no doubt are acquainted with the York Trading Co.?"

"They were not accepted in the association. They did not measure up to what we believe constitutes a wholesaler. They were a body of retailers, clubbed together to buy for themselves. The Board of Commerce decided that they were not wholesale grocers."

"Have you heard of the General Wholesalers, Ltd.?"

"I know of them, but very little. They did not apply for membership."

"Do you know A. A. Adams, of Hamilton?"

"No, I have had no communication with him."

"Do you know Harris?"

"He was not accepted. A. A. Adams said that he preferred to sell only the large grocer."

"I am giving a list of wholesale grocers. Have you ever given names of wholesalers not members of your association?"

"If asked for a list of wholesalers I include others than members of the association. If asked only for the names of the members of the association I only give them."

TUESDAY SESSION

When the case against the wholesale grocers resumed on Tuesday morning, the secretary, A. C. Pyke, again took the stand, and Mr. Roebuck continuing, Mr. Pyke again defined a wholesale grocer.

"My definition of a wholesale grocer is contained in the constitution," reiterated Mr. Pyke.

"I was trying to make my definition cover everybody doing a wholesale business," suggested Mr. Roebuck. "Are there few or many who buy from the manufacturers and sell to the retail trade?"

"I couldn't answer that. I have no record," replied Mr. Pyke. "We maintain that the wholesale grocers have a right to refuse to buy from manufacturers who sell direct to the retail trade."

"Do you maintain as an association that you have that right, Mr. Pyke?"

"We favor that principle, but the wholesale grocer as an individual has that right."

His Lordship here stated that the views of members of the association as to their rights were not so much the point as to what they decided to do. "It cannot matter what right members of the association claim if they have done nothing to assert it," he added.

Mr. Roebuck next read a letter from the T. A. Lytle Co., Toronto, advising Mr. Pyke that they would sell their products through the wholesale grocers.

Consumer Must Pay More

The witness was then cross-examined by Mr. McKay.

"Will you state," he began, "what would be the effect if manufacturers' lines were sold direct to the retail trade instead of through the wholesaler?"

"The wholesaler will lose interest in the goods if they cannot be sold at a profit. A cut in price to retailers means a cut to the consumer, and many dealers not fortunate enough to obtain the cut, will have to sell at a loss. Interest is lost. The manufacturer suffers, and has to start anew to get his goods on the market. Eventually the consumer will have to pay more for them."

Questioned as to the action of the T. A. Lytle Co. and the W. J. Bush and Co. that witness stated that both Mr. Lytle and a representative of the W. J. Bush Co. had come to his office stating that the cost of distribution was excessive, and they had decided that the most economic distribution was through the wholesale grocer. A circular was sent out to the trade following this interview.

I. F. Hellmuth, K.C., cross-examined Mr. Pyke subject to his objection on behalf of the W. C. Macdonald Tobacco Co., that the matter was out of the court's jurisdiction. "Has there ever been a written agreement between the

Macdonald company and the association?" he asked.

"No."

"In fact it has always taken up a very independent stand?"

"Very," agreed Mr. Pyke.

Masters in Their Own House

"The Macdonalds—or rather the people who control the company, the Stewarts, have never receded from the position that they were masters in their own house?"

"Never."

"You do know that the E. W. Gillett Co. sell grocers who are members of neither the Wholesale Grocers' Association nor the Wholesale Grocers of Ontario—their definition of a wholesaler disagreeing from yours?"

"Yes."

Mr. Pyke accepted the statements of Mr. Hellmuth that the manufacturer without the wholesale grocer would have a very much greater cost of distribution than he has by handling his goods through the wholesale grocer, whose travellers would have hundreds of lines of goods to sell instead of two or three. The wholesale grocer, in turn, could not do without the retailer. Mr. Hellmuth instanced the prosecution of the five firms in the United States who were endeavoring to control food by dealing directly with the consumer.

"Could this state of affairs occur with the present system of manufacturer to wholesaler to retailer to consumer?"

"I don't think so."

"Do you stand for abnormal profits for manufacturers?"

"We do not."

15 Per Cent. Gross Profit.

"Fifteen per cent. discount is the highest gross profit of the wholesale grocer?"

"Yes."

"What is the cost to the wholesaler?"

"I ascertained by a questionnaire in 1919 that it was nine per cent?" "I think that is under the present cost."

Mr. Roebuck objected to the admission as evidence of statement of Mr. Pyke that Dr. R. J. McFall, the cost of living commissioner in 1919, that the wholesale grocers were not making undue profits. "This was after exhaustive search into the sworn statements which the wholesale grocers were compelled to give," stated the witness.

"What proportion are the proprietary lines of the wholesale grocery trade?" asked Mr. McKay.

"About 25 to 30 per cent."

"The mechanism of the wholesale grocery business is for the distribution of general lines, sugar, rice, tea, etc., as well as for the proprietary lines?"

"Yes."

Economic Distribution

Manufacturers had stated to him, Mr. Pyke averred, that without the machinery of distribution which the association employed the cost of their commodities would increase 10 to 20 per cent. The association practically is the machinery, employing over 1,000 salesmen in the province. Starch was instanced. The consumption of starch is seven ounces per head a year; the cost of distribution without the wholesale grocer would be terrific.

"What do you say of the brokerage system of distribution?" asked Mr. Roebuck.

"I believe the wholesale system is by far the most economical."

"Are there not individuals in Toronto who with a very small overhead—a mere stenographer—who take orders for the retailers and fill them from the manufacturers?"

"Parasites?" interjected Mr. Hellmuth.

"I do not know of any," stated Mr. Pyke.

"I think the complaint against Mr. Morley—" began Mr. Roebuck.

"Who's complaining of him?" asked Mr. McKay.

"My learned friend has complained of him frequently," said Mr. Roebuck, but Mr. MacKay denied this.

Mr. Morley, said Mr. Pyke, picked out the larger retailers and didn't bother with the smaller retailers, with whom the wholesalers were obliged to deal.

"If everybody did business as Mr. Morley does," suggested His Lordship, "the smaller retailers would go out of business."

York Trading Methods

"Do you know the method of distribution of the York Trading Co.?"

"No, I do not."

"If the wholesale grocers' is the cheapest method of distribution, any agreement with anybody—manufacturer or anybody—should be unnecessary.

"It should be," agreed Mr. Pyke.

"And if it is necessary there must be something wrong with the wholesale grocer?"

"By no means," said Mr. Pyke.

F. D. Fearman Testifies

F. D. Fearman of Fearman Bros., Hamilton, Ont., was the next witness. This firm has been in the wholesale grocery business since the spring of 1919. Prior to that time they carried on a manufacturers' agents' business. "In this latter business, in most instances, we bought goods from the manufacturers and sold them," Mr. Fearman stated in answer to Mr. Roebuck.

"Are you a member of the wholesale grocers' association?"

"Yes."

"How did you determine your profits in conducting this manufacturers' agents' business?"

"We got jobbers' profits and a commission from the manufacturers.

"If we sold to a jobber he got the jobber's profits and we got the manufacturers' commission. If we sold to the retailer we got both profits."

"When did you apply for membership in the association?"

"In November, 1919. We first approached officers of the association in the September previous. We did not become members until December."

Bought From Wholesalers

"Up until this time how did you get your goods?"

"Sometimes from the manufacturers and sometimes from wholesale grocers."

"Why from wholesale grocers?"

"Because certain manufacturers would not sell to us."

In what proportions were you buying from other wholesale grocers, large or small?"

"In small proportions."

"Whom did you buy from?"

"From H. P. Eckhardt, John Sloan, and Medland Bros., Toronto."

"Did you have an interview with Hugh Blain or W. P. Eby in regard to your becoming a member of the association?"

"I made personal application to Mr. Eby." In further answer to Mr. Roebuck witness stated that it was afterwards that he went to the Attorney-General.

Mr. Fearman cited several companies with which he had correspondence, in regard to getting goods. He mentioned the Dunn Hortop Co., Gillett Co., St. Lawrence Starch Co., Canada Starch Co., Quaker Oats Co., W. C. Macdonald Co., and the Battle Creek Toasted Corn Flake Co.

"When did you commence handling the Gillett goods?"

"In February, 1929."

Are Still Refused

"Are you on the selling list of W. C. Macdonald?"

"No. They still refuse to sell to us."

"How about the Battle Creek Toasted Corn Flakes?"

"This company refused to sell us."

"Had you ever purchased the products of the W. K. Kellogg Co.?"

"Yes."

"Did you enter into any contract with W. K. Kellogg?"

"No."

"On certain proprietary lines in 1920, your profits were greater than in 1919?"

"Yes."

Here Mr. Hellmuth questioned the witness. "If it was not for the abnormal advance in prices in 1919, your profits would not have been so great?" he queried.

"No," was the answer.

"Prior to 1919 Fearman Bros. were not known as wholesalers?"

"No."

Evidence of Joseph Harris

Joseph Harris, of Hamilton, Ont., was the next witness called. He stated in answer to Mr. Roebuck that he followed the wholesale grocery business in Hamilton. He carried about 125 lines.

Continued on page 41

Suggestions to Help Sale of Oranges

The Time to Sell Oranges for Making Marmalade is at Hand—Messina Oranges This Season Are the Best in Years—Suggesting Recipes as an Aid to Sales

THE first orange known to civilization was the Seville or perhaps better known to most merchants as the bitter or marmalade orange. It was originally brought into Spain by the Moors, early in the eighth century, nearly seven hundred years before the sweet orange made its appearance in Europe. Since then it has been largely cultivated throughout Southern Europe, and to some extent in America.

But it is the Messina oranges that are generally preferred by the Canadian housewife as the best adapted for making marmalade. They have a bright red color, fairly smooth skin and the flesh is less fibrous than some of the other varieties. The Seville orange has a pale color, usually very rough and contains less juice than the Messinas. During the war period and in fact right up until last year, Messinas have been difficult to obtain, and the few bitters that came through were usually of a very poor quality. Perhaps for that reason the making of orange marmalade in the homes was to some extent curtailed.

Best Messinas in Years

The Messinas that are arriving this year are the best quality we have seen for a number of years. Clean, bright skin, heavy with juice and are showing comparatively no waste. Sugar is also lower in price. These are factors that should induce housewives to make large quantities of marmalade this season.

The season for bitter oranges is a short one. Probably not more than one or two shipments arrive. This means that the merchant who wishes to reap the full benefit of selling supplies for making marmalade must necessarily get on the job early. Some merchants are already doing this, as witnessed by a window display that appeared during the past week in the store of Michie & Co., Ltd., Toronto, Ont.

Suggesting Recipes

The center of the window was composed of three full cases of Messina oranges, and on either side were large piles of orange pulp in tins. On top of each pile of cans was placed a glass display jar filled with the pulp, so that prospective buyers could see just what the contents of the cans looked like.

"This should be a splendid year for selling marmalade oranges," stated A. H. Chapman, window trimmer for Michie & Co. "The quality this year is the finest we have had for several years and from the inquiry we have had already, the sales should far exceed that of other years."

In order to stimulate the interest in the making of marmalade, Michie & Co. have printed on orange colored paper four recipes for marmalade. These recipes are given to the customers, and sometimes slipped under the string of a parcel that is to be delivered.

Window display of Michie & Co., Ltd., Toronto, featuring marmalade supplies.

Loaning Fruit Slicers

The idea of supplying purchasers of oranges for making marmalade with a recipe is a splendid selling idea, but it is by no means a new one as there are merchants who have been using this idea for many years past. T. A. Rowat & Co., London, Ont., have had marked success in selling marmalade supplies and their sales on bitter oranges have shown a handsome increase every year. This firm also gives recipes for making marmalade to customers when purchasing fruit, and have been doing so every year since 1905. Sales of bitter oranges run well into forty cases a season, besides the hundreds of cases of sweet oranges, lemons and grapefruit. Another feature in pushing the sales on oranges is to loan the customer a fruit slicer. Rowat & Co. have six fruit slicers and they are in such demand during the orange season that there is usually a waiting list of a half dozen or more customers.

Grocer Introduces Subject

A merchant recently stated to Canadian Grocer that it was not until the tail end of the season that his customers commenced to make inquiries about marmalade oranges and by that time there were only the cull left and that he only sold one or two cases during the season. This year, however, this merchant decided to use different selling tactics. He dressed the window with the oranges and also placed a basket full in a prominent place in the store. Then instead of the usual custom of waiting for the customer to ask about them, he and his staff introduced the subject to the customers, telling them about the excellent quality of the fruit and that the season was a short one. The first day he sold one case of bitters, besides sugar, lemons, sweet oranges and grapefruit which were necessary to go with the particular recipe they were using.

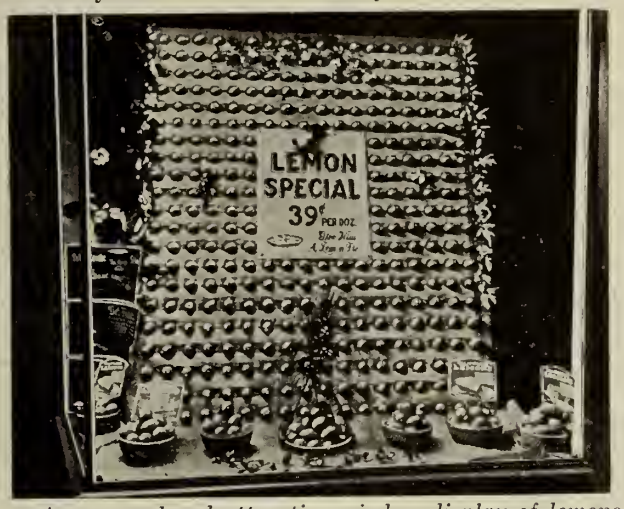
Making Oranges a Specialty

The merchants who are making a big success of selling marmalade supplies are the ones that are treating this subject as a special line. They are using aggressive selling methods, telling their customers by selling talk and by displays, or in some other manner getting the customers interested in the subject, which eventually results in greater sales year after year.

WINDOW DISPLAYS OF LEMONS THAT SELL

Manager of the McLean Grocery, Moose Jaw, Sask., Has Had a Good Deal of Success in Selling Lemons—Large Quantities Are Sold by Novel Window Displays

LEMONS are considered by some merchants as just a side issue—a necessary article to be carried in stock because some customer will occasionally ask for them. It is not so, however, with the McLean Grocery, Moose Jaw, Sask. Lemons with this firm are a feature and by special window displays large quantities are disposed of throughout the entire year.



An unusual and attractive window display of lemons in the store of the McLean Grocery, Moose Jaw, Sask.

Recently these merchants put in a window display of lemons that, for originality and attractiveness, is the best display of its kind we have ever seen. It created a great deal of interest and caused sales of lemons to increase considerably during that week.

"This display was very attractive, neat and easily arranged," stated J. W. Hanley, manager of the McLean Grocery to Canadian Grocer. "We were over to the wholesale when they were unloading a car of fruit and got the strips of lumber which are used between the piles of boxes to allow air to circulate between the cases. These strips we nailed together to form a trellis, and covered almost the entire back of the window and nearly to the ceiling. The strips were then covered with crepe paper and a lemon placed in every section. This showed up fine. The color of the paper blended with the lemons so nicely that the display was very striking. The cost of this display was a mere trifle, being just the price of the crepe paper, as the strips of wood were given to us by the wholesale."

Federal Minister Of Fisheries Is Now Suggested

Montreal, Feb. 15.—(Special.) A suggestion relative to the appointing of a federal Minister of Fisheries to promote the fishing industry along the same lines as pursued by the Minister of Agriculture in his department was discussed at some length at the fish dinner held on Wednesday night, February 9, in St. Lawrence Hall in celebration of the fourth annual fish day of Canada. The dinner was held under the auspices of the Canadian Fisheries Association and Fish Traders in Montreal.

The suggestion as to ministerial recognition of the fishing industry was voiced by A. H. Brittain, past president of the association, who referred to the fishery resources as one of Canada's greatest assets capable of indeterminable development. He saw no reason why the sixty million dollars it represented should not be increased to one hundred and sixty millions.

The following were among those in attendance: J. A. Paulhus (chairman), Dr. F. C. Harrison, J. H. Conlon, J. J. Harpell, S. A. Mason, F. W. Wallace, secretary Canadian Fisheries' Association; A. H. Brittain, J. T. O'Connor, F. T. James, Toronto; D. J. Burns, S. Mason Andrews, R. D. Hodge, John Green, H. G. Commor, J. A. Bellavance, H. Rayment, Henry Wolman. Geo. Woolmer, W. A. Coker, H. Mitchell, H. Gilbert, Geo. Birse, W. F. Rayment, H. Marchall, F. Reynolds, J. Leach, Albert Cawthorne, M. Stanford, H. Welham.

Oranges for Making Marmalade

Our first shipment of Messina bitter oranges has arrived. They are exceptionally fine this year. Clean smooth skin and heavy with juice. Would advise early buying as the quantity is limited and the season short.

Messina Oranges per doz.——

Navel Oranges

We sell the famous ——— brand. Sweet, juicy and seedless. Medium size at special price of ——— per dozen.

Florida Grapefruit

Thin skinned and just chock full of juice, with very few seeds. Three sizes: 2 for 25 cents; 3 for 25 cents; 4 for 25 cents.

Have you seen those fine Lemons we're selling?

Just right for marmalade or for that lemon pie. They're fine flavored, juicy, have a clean, smooth skin, and seedless. You pay no more for this variety than you do for the poorer grade. Special for this week end ——— per dozen.

Recipes for making marmalade and a fruit slicer supplied with all orders of fruit.

Phone 4500

JONES & CO.

Suggestion for an advertisement for selling marmalade supplies that the merchant can readily adapt for his own use.

INCREASING HIS MARMALADE SALES

A. Snyder, Roncesvalles Avenue, Toronto, Concentrates on One Brand of Marmalade, And At This Time of Year Sells a Lot of it—Window Displays Help

ROUND about this time of the year there is bound to be a big demand for preserved fruits, jams, and especially marmalade. It may be, perhaps, that some of the customers will be making their own marmalade, but whether this is the case or not, the opportunity is right now to push the sales on marmalade.

According to some merchants, marmalade has not been blessed with heavy sales during the past few months. This is accounted for partly by the fact that people have not been buying heavily on any one line, and perhaps because the price has been slightly higher than other years. But the principal reason is that marmalade never is in extensive demand until the latter part of the winter and during the spring months. Then, again, the price since the first of the year has been considerably reduced, which is another factor that should boost the sales on marmalade at this season.

Same Price as Two Years Ago

A. Snyder, Roncesvalles Ave., Toronto, Ont., is not allowing this opportunity to pass him by and is forcing the point home to his customers that marmalade is now practically the same price as it was two years ago. Then, too, he is suggesting it to his customers by selling talk and by displays in the windows and in the store.

Mr. Snyder believes that a window display to be most effective should be filled with a large quantity of the special line that is being pushed. It should also be arranged in an attractive manner. A recent window display of marmalade contained about two barrels of the four-pound tins, and the same quantity of jars of different sizes. This made a forceful selling argument, and one that few people passing the store could fail to be impressed by. This display was all of one brand and when Mr. Snyder was asked by a Canadian Grocer representative why he concentrated his selling on that one brand he replied:

Knows of None Better

"In my opinion that brand is the best made, or at least I know of no other that is any better, and I have been selling it for some time. Customers now come in and ask for it. I also buy it in large quantities, usually in ten barrel lots, and in buying in that quantity I get a special discount. This I would not be able to get if I divided my marmalade sales among several brands."

"Don't you think you could build up just as large a business on some other brand?" he was asked.

"Undoubtedly," replied Mr. Snyder, "providing the brand was as good a quality. It is just a matter of getting behind it."

Food Products Association Discuss Their Building

TORONTO, Feb. 15 (Special).—At a general meeting of the Food Products Association, Ltd., in the C.M.A. rooms here on Monday, the proposed type of new Pure Food Building to be erected on the C. N. E. grounds was discussed. A plaster paris model made by the architects was exhibited and explained by Mr. Chapman who prepared it for the C. N. E. Board.

A general discussion took place and a number of criticisms and suggestions were made. The executive committee was finally requested to present these criticisms to the Exhibition Board. This was done on Tuesday, the following day. At this conference it was decided to hold another general meeting on Thursday at the offices of the C. N. E. to endeavor to come to a common understanding. A report of this meeting will appear next week.

H. N. Cowan, the chairman, presided at the meeting on Monday and among the food manufacturers represented were the following:

W. H. Dunn, the Borden Co., Montreal; H. C. Scully, Christie Brown & Co.; E. W. Langley, Langley, Harris & Co.; Thos. Shortiss, Quaker Candy Co.; W. G. Patrick, W. G. Patrick & Co.; E. A. Kennedy, Wm. Patersons, Limited, Brantford; George Hortop, Dunn-Hortop, Limited; M. Lennox, Gunns, Limited; S. H. Moore, the T. Upton Co., Hamilton; R. H. Sim, Swift Canadian Co.; Charles Miller, Red Rose Tea Co.; J. O. Elton, of Thos. J. Lipton; L. E. Thomas, the J. H. Wethey Co., St. Catharines; Dr. L. E. Pollock, City Dairy Co.; Alan F. Telfer, Telfer Bros.; E. M. Woolcock, Oxo, Limited; W. Geo. Varty, Walter M. Lowney Co. of Canada; C. H. Ralph, the Bowes Co.; George Watson and C. S. Anger, the Heinz Co.; S. B. Trainer, Canadian Milk Products Co.; C. J. Bodley, C. J. Bodley, Limited; R. P. Smith, Wm. Neilson, Ltd.

WILL ESTABLISH SWEET POTATO SYRUP PLANT

Washington, Feb. 15.—A sweet potato syrup plant is to be established by the Government at Fitzgerald, Ga. Under a laboratory process worked out and patented for the public by Dr. H. C. Gore, Bureau of Chemistry, Agricultural Department, the commercial possibilities in manufacture of a fine, brown, "highly palatable" syrup from a heretofore waste product are to be explored.

Fitzgerald has already a sweet potato curing and storing establishment. The equipment will be shipped from Washington for the syrup plant, and comparative cost data will be obtained.

There Are Many Ways

of serving marmalade. It is incomparable as an appetite teaser served on toast or hot muffins for breakfast. It makes dainty and delightful sandwiches in combination with a lettuce leaf for afternoon teas. As a filling for puddings and cakes it is unsurpassed.

Marmalade comes in a variety of flavors such as Orange, Pineapple, Grapefruit and Ginger.

Orange marmalade is made both sweet and with a bitter twang. We especially recommend ———— brand, because it is not too sweet nor yet too bitter.

The four-pound tin is the most economical to buy.

Phone 4500 and your order will have our most careful attention.

Jones & Company

Suggestion for an advertisement for marmalade.

This Merchant Knows How He Stands

A Remarkable Business Record is Analyzed—If All Men Knew How to Conduct Business as This Man There Would Be No Need of Advice

By HENRY JOHNSON, Jr.

AN inquiry:

Dear Sir: What book do you recommend as a good text book on costs, turnover and inventory?

Answer: I know of none. The general merchandise field, especially the grocery business, is still virgin. I am one of the explorers, and kept so busy writing current news, happenings and accomplishments that I fear I shall never gather the stuff into a book. That seems to be the case with the rest of the investigators. Best way seems to be to study the trade press and make your own texts out of what you find therein.

I have a detailed statement from a Canadian grocer which, with its letter of transmission, I think best to run right here:

———, Quebec, Jan. 7, 1921.

Dear Sir: I take quite an interest in your comments on business methods, also letters from other merchants. I cannot say I approve of some of your ideas when applied to a country store such as I put in my time trying to manage. You disapprove of carrying a large stock. This I think should be governed by the locality and character of business done. Your ideas are okeh in town or city but not in a general country store.

In my business I try to keep everything that is wanted, so some stuff is sure to be slow selling, but it saves people sending elsewhere for it.

I started here January 25, 1909, with $1,200. I bought the store I am in for $1,400. Paid $500 down, gave a mortgage for $900 and had $700 to start business. I took over the other man's stock, consisting of groceries only, a little over $200. I had had no experience in a store except to buy for my own use.

First year I did $5,832.86; in 1910 it was $10,904.29; in 1911, $11,548.63; in 1912, $15,397.37; in 1913, $16,842.72; in 1914, $17,476.78; in 1915, $13,265.08; in 1916 $14,227.26; in 1917, $18,955.57; in 1918, $21,063.59. The last two years I am enclosing statement of business done and the profits.

I own the real estate and pay myself $15 per month rent for the store. Real estate is not taken into the business as I consider this personal. Rent for store is charged to expense, also wages for one clerk (and two for about two months, July and August this year), also my own wages of $100 per month in 1919 and $145 per month in 1920, also $40 per month to my wife for help in the store. This is all charged to expense as shown in statements. Other money drawn as profits is charged to Stock. All freight and express is charged to Merchandise. I deliver nothing so there is no charge for that. I draw my wages and what profits I think the business will stand out of the business and place it to my personal account; and then it has nothing more to do with the business.

If you think the above may be of use to other dealers, you may publish it and I shall be glad to have your comments.

A Reader.

Keen, Detailed Analysis

Statement Dec. 31, 1919

Mds. sold during the year.....$28,883.40

Little To Do But Commend

Perhaps it would not be correct to say that if all men knew as well how to use their mother wit as this man knows how to use his, there would be no need for business advisers, but it certainly is not incorrect to say that if all men in business could utilize what they are told as intelligently as A Reader does, merchants would progress and improve rapidly everywhere. For from the day he started until now, this man has done everything exactly right, according to his circum-

Continued on page 42

KEEN, DETAILED ANALYSIS

Statement, Dec. 31st, 1919.

Mdse. sold during year			$28,883.40
Inventory, first of year		8,350.00	
Merchandise bought during year		24,278.83	
		$ 32,628.83	
Less inventory end of year	$8,813.97		
Less allowance for decline in prices	313.97	3,500.00	24,128.83
Merchandise profits			4,754.57
Interest and discounts			188.75
Tie and timber account			192.88
Gross Profits			5,136.20
Less expense		2,499.03	
Less bad debts		131.38	2,630.41
Net Profits			2,505.79

Balance Account

Cash on hand and in bank	690.55	
Merchandise Inventory	8,500.00	
Expense items on hand	300.00	
Accounts Receivable	1,527.52	
Stock		9,104.69
Accounts payable, not due		1,913.11
	11,018.07	11,018.07

Loss and Gain

Expense	$2,499.03	Merchandise	$4,754.57
Bad Debts	131.38	Interest and Discount	188.75
To stock	2,505.79	Tie and woo	192.86
	$5,136.20		$5,136.20

Statement, December 31, 1920

Merchandise sold			$35,106.05
Inventory first of year		$ 8,500.00	
Merchandise bought during year		30,437.52	
		38,937.52	
Less inventory at end of year	$10,142.91		
Less allowed for declines	1,042.91	9,100.00	29,837.52
Merchandise gross profits			5,268.53
Interest and discount			286.92
Collected on bad debts			23.55
Tie and wood account			43.74
Gross profits			5,622.74
Less expense			3,288.89
Net profits			2,333.85

Balance Account

Cash on hand and in bank	437.52	
Merchandise on hand	9,100	
Expense items on hand	417.00	
Accounts receivable	1,279.43	
Stock		10,438.81
Accounts payable, not due		795.19
	$11,234.00	$11,234.00

Loss and Gain

		Merchandise, balance	$5,268.53
		Interest and discount	286.92
Expense	$3,288.89	Bad debts received	23.55
To stock	2,333.85	Tie and wood	192.86
	$5,622.74		$5,622.74

CANADIAN GROCER
MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by
THE MACLEAN PUBLISHING COMPANY, LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. TORONTO, FEBRUARY 18, 1921 No. 7

The Golden Rule

THE Associated Advertising Clubs of the World have handed out some good, sound advice, some of which has previously been published, but is worth repeating at this time. Goods and services, states the Club, no longer sell themselves. They must be sold. Good salesmanship is the order of the day. It is a help-the-buyer kind. It puts Service on a par with Profit. Its aim is to attract buyers by making buying attractive. Merchants and all sellers are not merely getting business, they are building it on foundations of integrity. Just recently the president of a national business spent thousands of dollars to apologize to the public for misstatements in advertising published in hundreds of newspapers by his company. He said policies of truth telling and fair treatment must be maintained by his company at any cost because he valued the confidence of the public and the goodwill of his business too much to have it impaired by wrong practices.

Legitimate business believes in "playing fair" and "dealing square." It aims to safeguard the interests of the purchasers in all transactions. With the spirit of Service as a guiding force, business is worthy of your faith on which its activity relies. There is the hub of the whole matter.

Some say there has been a breaking down of faith by the recent scramble to "get while the getting is good." Even if that is so, we must dismiss from our minds that phase of reaction from war endeavors and declare for new, high standards. To-day, let us start putting our shoulders to the wheel, all together. Let us Work a little more, Think a little harder, Buy without forebodings—and Sell with a Conscience. We must keep a clear eye out for the other fellow's interests as well as our own.

The one rule that assures a full measure of prosperity is the Golden Rule. It is simple, sure, safe. Work this rule and let it rule your work.

PLEASED CUSTOMERS

NO business can be made a success unless its customers are so well pleased with the goods and the service which they get that they will continue as customers and try to get other customers for you.

Any business—be it a little store on some cross-roads corner, or the greatest establishment in the world—cannot build up its business or keep its business on dissatisfied customers. It costs more to get a customer than your immediate profit on that customer. Getting a new customer is an investment. The profit you make on the business that you do with that customer is a dividend. You do not and cannot immediately get back your principal. You must depend upon repeat orders and continual patronage to earn enough dividends to pay back your investment.

Editorials in Brief

AIM first to sell satisfaction, and the goods that give it will re-sell themselves.

* * *

CATERING to the business of housewives is as essential to a man in a residential district as wheels are to an automobile.

* * *

PUSH, patience, perseverance and persistence are noised about as the essentials to success. They might add "luck," and put a "p" in front of it.

* * *

WHETHER you are retailing in the country or the city, the show windows are a form of salesmanship which you can keep within arm's reach of the passerby every hour of the day.

* * *

SOME merchants resist travellers and try to keep them on the outer side of the fence. They treat them like a bad disorder that should be shunned. If the merchant would be friendly with salesmen and get them to describe the best stores and the brightest merchants on whom they call, they would be a continual source of valuable information.

* * *

FOR ages merchants have been complaining about slow collections, yet in recent years a new idea has taken hold. Formerly it was thought to be unwise to press a customer too much on paying a bill. Nowadays many merchants insist on accounts being paid promptly at certain intervals, and the public to a large extent expects to find stores conducting business on this plan.

* * *

LET your customer know that a personal interest attaches to him—a real personal interest that is not measured wholly by his orders and his dollars—and you will win in return that close personal association and active support that builds up business.

* * *

EVERY salesman and assistant should decide now to make the most of his opportunities in 1921. It is the man who takes a big interest in his work who invariably forges to the front. No matter how good a business may be, the stranger must judge it by its letterhead. A poor letterhead makes a weak impression. The grocer deals with the best people in the community and it is poor business on his part to use cheap stationery.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIMES

The city council of St. John, N.B., decided to hold a plebiscite on the question of daylight saving on Monday, February 28, the period covered to be about the same as last year—May 22 to September 11 — although those dates were not definitely decided upon.

QUEBEC

The Murai Trading Co., Ltd., have discontinued their import and export business in Montreal. Mr. Murai has decided to confine his business activities to the banking business only.

H. C. Organ, one of the directors of the Trade Sundries Manufacturing Company, Montreal, has been on a business trip to the Maritime Provinces during the last week.

ONTARIO

Fred Fry, Toronto, has sold to Joseph Torres.

Dominion Stores have opened a new branch at 1373 Bathurst Street, Toronto.

Caven & Charles, Dundas Street West, Toronto, have sold their business to John Charles.

Thomas Chinn has purchased the business of Mrs. Ward at 124 Wychwood Avenue, Toronto.

T. S. Kendrick has purchased the business until recently carried on by Chas. LeRoy at 238 Annette Street, Toronto.

B. G. Crabtree, president of the Ottawa Retail Association, Grocers' Section, is ill at his home but it is hoped that he will be around again in a few days.

Russell E. Smith, Hamilton, Ont., who has been Ontario representative for the Welch Co., Ltd., St. Catharines, Ont., has resigned his position with that firm and has joined the sales staff of Wagstaffe, Ltd., Hamilton, Ont.

S. G. Bendon, of S. G. Bendon Utility Co., Montreal, is in Ontario this week on a business trip. He visited Toronto, Hamilton, Kingston and other centers. He was a visitor at the Toronto office of Canadian Grocer on Tuesday.

A chain of four stores opened in Ottawa last week for the sale of groceries. These are operating under the name of the Thrift Stores and are located at different parts of the city as follows: 36 York Street, 489 Rideau Street, 362 Elgin Street and 525 Bank Street.

The Executive of the Drummers' Snack Club of Ontario has announced that the annual picnic of the commercial travellers of the province will be held at Victoria Park, Kitchener, Ont., on July 29 and 30. It is expected that between 6,000 and 7,000 travellers will be in attendance. The annual outing has been held for several years at Georgetown.

Leslie Turnbull, aged 24, only son of William Turnbull, of the wholesale grocery firm of Edward Adams & Co., London, Ont., died very suddenly while at work in the warehouse on Thursday last from heart failure. He had been in poor health ever since returning from France, where he served with the 1st Artillery Brigade.

A. J. Porter, R. W. Pomeroy, Jos. Henderson and B. A. Mitchell were re-elected directors of the Canadian Shredded Wheat Co. at its annnual meeting in Niagara Falls last week. A. J. Porter was elected chairman of the board and A. Mason was elected president of the company. Jos. Henderson is vice-president and Frank L. Monin secretary-treasurer. A dividend of 8 per cent. on common stock was declared and 6 per cent. on preferred. A satisfactory sum was placed to surplus.

W. H. HALFORD JOINS NEW JAPAN TEA FIRM

Montreal.—W. H. Halford, who has represented in Montreal for the last fourteen years the firm of Murai Trading Co., Ltd., and who for that time was the managing director of the firm, has now associated himself with the K. Ito's Tea Firing Co., Ltd., of Muroyama, Ise, Japan, who are growers, firers and packers with several plantations in Japan. Mr. Halford will be the sole representative of this firm in Canada. As agent for this firm he will also handle black tea from Ceylon and India as well as from the London tea market.

OTTAWA RETAILERS WANT TRANSIENT TRADERS' ACT AMENDED

At a meeting of the Ottawa branch of the Retail Merchants' Association a motion was passed requesting the Dominion Executive to initiate action whereby the Transient Traders' Act may be amended to provide that the license fee for this class of trader be increased from $250, as at present provided under the act, to $1,000. It was claimed that one such trader came from Toronto, and, putting up at an Ottawa hotel, solicited trade from private residences in the city and did a big business, the money going to Toronto. The meeting wanted the transient trader's license to be made so high that this individual and others like him would do their business in Toronto, where they paid their taxes.

DEATH OF JAS. McLAUCHLAN OF McLAUCHLAN & SONS CO., OF OWEN SOUND, ONT.

James. McLauchlan, of McLauchlan & Sons Co., Ltd., Owen Sound, Ont., and father of Joseph K. McLauchlan, manufacturers' agent in Toronto, passed away at his home in that town on Sunday last, following a few weeks' illness. He was born in Kirkcudbright, Scotland, in 1834, and came to Canada when a lad of 18, settling at Hamilton. He moved to New Orleans about 1860, but returned to Canada after a comparatively short time. He lived in Brantford and Paris and moved to Owen Sound in 1871, where he founded the business now carried on by the McLauchlan & Sons Co., Ltd. He was mayor of the town for two years, and for forty years a member of the board of education and chairman for a term. He was also one of the founders of the public library. As a Conservative he contested the riding of North Grey against the late John Clark and the late Hon. William Paterson in 1896. He was a past master of St. George's Masonic Lodge, past principal of Georgian Chapter, a charter member and past preceptor of Offanto Preceptory and a noble of Rameses Temple, Mystic Shrine. For several years he was chairman of the biscuit and confectionery branch of the Canadian Manufacturers' Association. He is survived by one daughter and five sons.

WILL ASK CANNERS 60 CENTS FOR TOMATOES

St. Catharines, Feb. 15.—The St. Catharines Vegetable Growers' Association has decided that it must have at least 60 cents from the canneries for tomatoes or the growers will grow exclusively for the markets. This action was taken because of a decision of the canners to put up a limited pack this year and to pay but 40 cents per bushel to the growers. Last year the price was 50 cents.

CALENDARS FOR 1921

Laporte-Martin Ltee, wholesale grocers, Montreal, have issued an attractive calendar for 1921. The illustration is of a maple forest showing trees tapped, with the old-fashioned log cabin in the centre clearance. The whole idea indicates Spring. The calendar shows that the Laporte-Martin Company was established in 1870. Sundays, holidays and saint days are shown in red ink, whereas other figures are in black.

Order For The Coming Freeman's dry

Freeman's Butchers' Refrigerator

You Can't Afford A Faulty Refrigerator

No grocer or butcher can afford to use a box that will not keep fresh every scrap of meat placed in same. We build refrigerators to any size or style. Each box is equipped with the Freeman Cold Storage Door fitted with spring hinges and patent fasteners. Write for our latest catalogue.

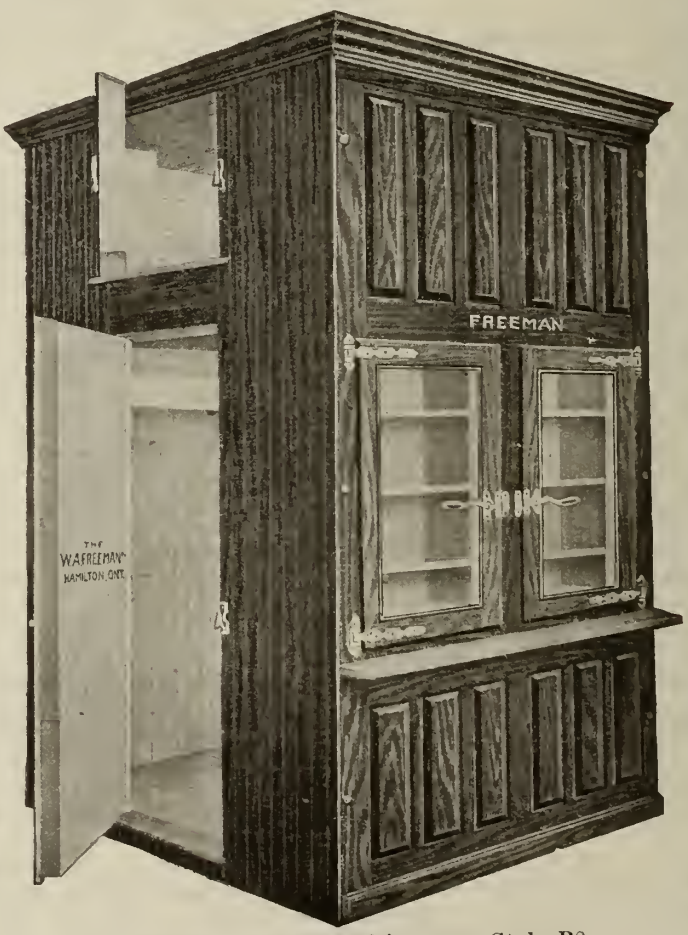
We also supply wrapping paper, paper bags, twine, skewers, flour, spices, cutlery, butchers' coats and aprons, and machinery of all kinds.

Don't Wait For The Hot Weather Rush

To-day we are in the best possible position to serve your refrigerator needs. A month hence the spring rush will be upon us and conditions not so favorable.

Every Freeman Dry Air Refrigerator is guaranteed to be absolutely dry and sanitary. By actual test it has been proven that a Freeman Refrigerator uses less ice per cubic foot than any refrigerator working under similar conditions.

Prices gladly given on application.

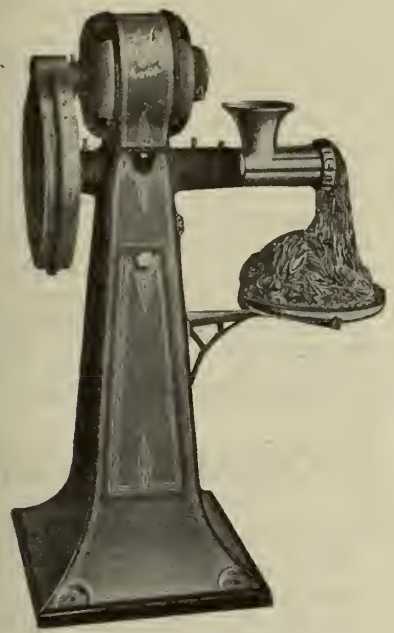


Freeman's Dry Air Refrigerator, Style B8

W. A. FREEMAN
HAMILTON,

Season's Needs

air Refrigerators



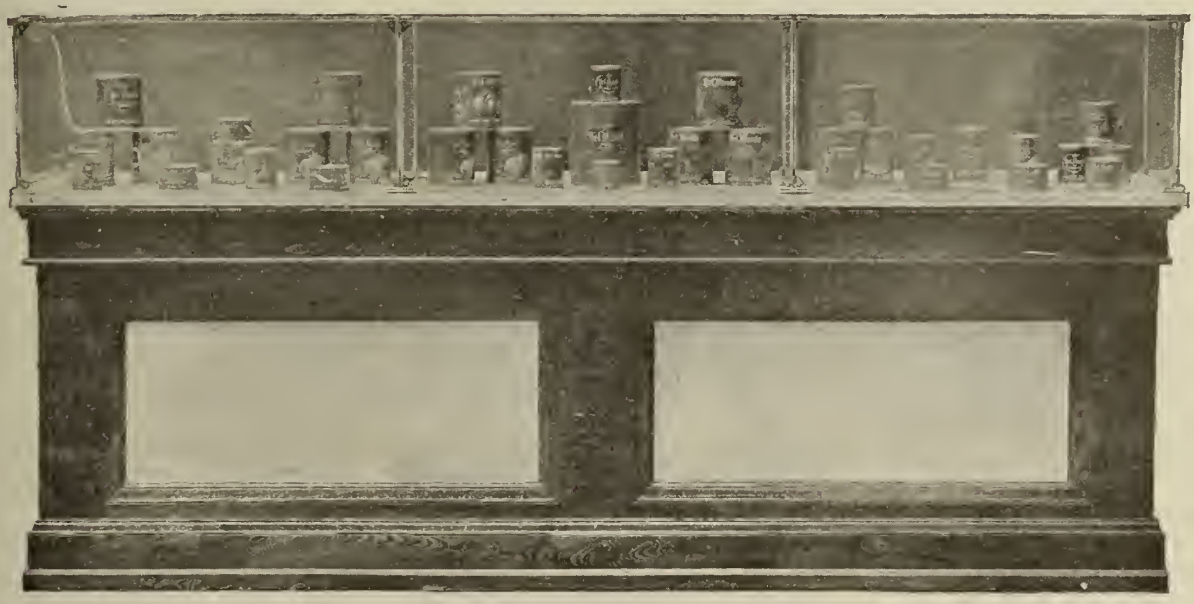
Freeman's Meat Grinder, Pedestal Type

Electric Meat Grinders

Freeman's Electric Meat Grinders in either counter base or pedestal type, because of their great overload capacity, are the most powerful machines on the market. Sturdy, efficient, sanitary, their possession marks the progressive butcher—they are profit makers, too. Write us for prices.

Glass Cases and Display Counters

The type illustrated below is only one of the many which we build for Grocers', Butchers' and Confectioners' use. A post card will bring our representative, who will be glad to give full particulars.



Freeman's No. 12 Counter with Dosi Top

COMPANY, LTD.

ONTARIO

New Stock Issue Is Now Offered by Dominion Stores, Ltd.

Dominion Stores, Ltd., chain grocery stores of Canada, is offering to the public a new stock issue aggregating $300,000. In doing so attention is drawn to the fact that gross sales during four months, March, April, May and June, 1920, amounted to $725,268.36. In the month of July gross sales totalled $237,564.41. These earnings are from 57 stores, and new stores are constantly being added.

Directors of the company are: Wm. J. Pentland, general manager of Dominion Stores, Ltd.; Robert Jackson, Concord, N.H., and president of the L. H. Shattuck Co., Inc.; Robert W. Jameson, treasurer Dominion Stores, Ltd.; Wm. M. Jackson, Toronto, and E. B. Thompson, of Campbell, Thompson & Co., Toronto. Robert Jackson is the president of the concern and Morley Smith is secretary.

A. Dionne, Son & Co. Celebrate Fifty Years in Business

Montreal (Special).—The staff of the grocery store of A. Dionne, Son & Co., 581 St. Catherine Street West, Montreal, celebrated last Saturday night, February 12, the fiftieth anniversary of the opening of their store by a dance and euchre party. As it happened, in the fiftieth year of their business this firm is just opening up a second story to their store, which is to be occupied in a short time. The fittings have, however, not been placed in the new department and the staff was able to hold a dance upstairs above the present store. The evening began by a euchre party and a supper. Following this, a presentation was made by the staff to Auguste Dionne, the founder of this grocery business. Mr. Dionne was the recipient of a silver glasses case and a walking cane commemorating the fiftieth anniversary of the founding of the business. After the presentation a dance was held on the spacious floor which soon will be turned into one of the departments of the enlarged store.

OPENING OF NEW FACTORY AT WINDSOR

Canadian Toledo Scale Company Being Organized—Convention of Salesmen

Windsor, Ont.—The formal opening of the new Toledo Scale Canadian factory will be held here February 21, 22, and 23, and will be celebrated by a convention of the Canadian sales force. The Toledo Scale Company have had a factory at Windsor for a number of years, but find a larger factory necessary. They purchased some time ago the factory formerly occupied by the Remington Arms Company.

A new Canadian Company is being formed to be known as the Canadian Toledo Scale Company, Limited. Application has been filed with Ottawa for letters patent under the Dominion Companies Act covering this new organization of which there will be a Canadian managing director. The new factory being occupied contains about 40,000 sq. feet of manufacturing space, and the ground includes 55 acres of land. Export trade to British colonies will be looked after by the Canadian company.

At the convention the Canadian salesmen who are members of the 1918, 1919 and 1920 One Hundred Per Cent. Clubs, will be the special guests of the company and all other members of the Canadian organization will be present. The questions up for discussion are manufacturing, sales, service, and advertising and there will be an exhibition of the important new types of scales.

SOLD SPECIALS FOR ST. VALENTINE'S DAY

T. A. Rowat & Co., of London, Ont., did a splendid business over the week-end in Valentine specials, including candles, little lamps, candies and cakes. In addition to a very attractive window display the firm had a silent salesman right up at the front of the store, just inside the door, filled with the lamps, shades and candles. A number of them were placed also on the glass top.

Right out where people could not help seeing them they made a direct appeal and commenced to move rapidly. Many people who had not thought of their requirements along these lines for St. Valentine's Day were reminded as soon as they saw the goods and made their purchases right there.

Standard Weights For Table Salt In Small Bags

The executive of the Canadian Wholesale Grocers' Association met in Toronto last week and dealt with several questions of importance to the trade. A discussion took place on the increases in freight and express rates, as compared with the fact that no changes have taken place in postal charges. Hugh Blain, president of the association, was strong in his disapproval of the present system of parcel post. The matter was left to the president and secretary to decide upon some action in the matter.

The question of standard weights was also taken up and it was decided to ask the Dominion government to establish standard sizes of table salt in small bags and also endeavor to have all rice packed net weight instead of gross.

It was decided to hold the annual meeting in June this year, but the place of meeting was not decided, it being left to the president to decide.

New Goods

The Acadia Sugar Refineries of Montreal have placed on the market a new "Tea Block." This form of granulated sugar is unique on the market since it is made in the form of an oblong which is thinner than the ordinary tea block. The sales manager of this refinery claims that when the sugar is moulded in this shape it is dissolved more easily and more quickly than in the thicker lumps. This "Tea Block" is to be packed in cartons of two and five pounds each. They are also sold in twenty-five and fifty-pound boxes.

Cheese Scarce and Prices Firm

Heavy Export Orders Have Left Market Bare—Some Dealers Predict a Famine—Prices to Retail Trade Firm

TORONTO, Feb. 16—Cheese is very scarce and firm in price and dealers are in a quandary as to where to buy further supplies. Much of the surplus cheese has been exported, leaving the domestic market bare of stocks, and the cheese that is now being made is of a fodder flavor and is very limited in quantity. The scarcity is so great that some dealers are predicting a cheese famine before the new season's make comes in. One broker said that he could place four or five cars at once but he did not know where he could get them. Another dealer stated that he just received an order for one car, and the buyer was willing to pay 29 cents per pound, but it is practically impossible to gather together a car load.

"Those wholesalers and retailers who were fortunate enough to put in their supply early are practically the only ones who have a supply of cheese," stated a dealer, "and there is no question but that cheese is very scarce at the moment and is likely to become more so before the new comes in."

Prices to the retail trade are firm but have not advanced recently as most of the cheese now being sold was bought at prices below those now being obtained in a jobbing way.

NEWS FROM WESTERN CANADA

Grant and Frear have bought out J. B. Gilfillan at Ioco, B.C.

R. Mitchell has sold his business at Marpole, B.C., to F. A. Parkhurst.

G. G. Cordelli has sold his business at Hammond, B.C., to T. C. Preston.

B. W. Grant succeeds D. C. Hadley in the business at 1711 Robson St., Vancouver.

J. R. Watson is now owner of the business at Port Haney known as Carter & Howe.

A. M. Delmont succeeds M. Routhier in the business at 3rd and Arbutus St., Vancouver.

McPhatten and McGregor have bought out A. G. Page at 15th and Kingsway, Vancouver.

J. Watt's business at Hollyburn, B.C., will now be known as the Hollyburn General Store.

J. W. Gilmer has moved his business from 920 Granville St. to 1181 Granville St., Vancouver.

From Alta Vista, B.C., comes word that H. S. Tebbutt has bought M. J. Pratt's business at that point.

W. Colquhoun, of the McLean Grocery Company, of Regina, was a business visitor to Winnipeg last week.

The business known as the B. P. Grocery, Ltd., at 1260 12th East, Vancouver, has been taken over by J. A. Russell.

Walker and Bartlett is the new firm style for the business formerly conducted by J. Walker at 1083 Granville St.

Wilson & Co. will now be the firm style under which the business of Lashwood and Sheiley at 52nd and Victoria Road will trade.

The business of Davidson and Young at 1295 Venables St., Vancouver, will in future be conducted as Davidson and Charters.

Dr. A. C. Caldwell, of the Wentworth Orchard Co., Hamilton, Ont., was on a business trip to Winnipeg last week and renewed acquaintances with their Western representatives, Donald H. Bain Company.

T. B. Jones, manager of the Moose Jaw branch of Codville Company, Limited, was in Winnipeg last week on a business trip.

J. C. Hodgson, of the E. D. Smith and Company, Ltd., Winona, Ont., was a visitor in Winnipeg last week and called upon their Western representatives, Watson and Truesdale.

One of the pioneer grocers of the "Hill" in Vancouver passes into history with the sale of Gruchy and Carlaw's business to Mr. Crossley. Mr. Gruchy and Mr. Carlaw have been at 5th and Granville St. since the district was little more than a wood lot.

Retailers' Director Will Speak To Vancouver Grocers

Vancouver, B.C., Feb. 14.—A return visit has been arranged for Rev. W. J. Hindley, director of education of the Washington State Retailers' Association, under the auspices of the Retail Merchants' Association. Dr. Hindley spoke to the Westminster retailers on February 9. He went to Chilliwack on the 10th, and across to Nanaimo on the 11th.

The retailers of Pentieton have asked that the doctor pay them a visit up there, and the Nelson, Vernon, and Kelowna merchants have intimated that a stop over at these centres will also be in order.

Dr. Hindley gave an address at the last year's National Retail Merchants' Association convention in Vancouver, and those who heard him say the things that many merchants feel, but few can voice, are going to make an extra effort to hear him again. His function in Washington is to "sell" the retailer to his community, and also to "sell" his position in the community to the retailer. After Dr. Hindley had spoken in Vancouver last year every retail merchant went out of the convention feeling that "his was no mean calling."

On the 22nd Dr. Hindley will address the grocers' section of the R.M.A. in Vancouver.

Considerable opposition was expressed before the charter and amendments committee of the city council of Edmonton, Alta., to the proposal that the stores of Edmonton close on either Wednesday or Saturday afternoons. A prolonged discussion took place on the question, both merchants and clerks entering heatedly into the debate. It was agreed that a committee of retail merchants and one of retail clerks should get together and try to reach some agreement about the closing hours of stores, and the fixing of a half holiday, if that was desirable.

Redbo Limited, a company that has recently been organized in Winnipeg, has acquired the business and assets of Ansley-Hallberg-Lewis, Ltd., manufacturers of Burdick's marmalade and Redbo food products, by issuing stock in Redbo Limited in exchange—share for share. The president of the new concern is John A. Hallberg. R. H. Ansley is vice-president, Allan P. Newgard secretary, and L. D. Smith, Winnipeg, A. H. Pfrimmer, Myrtle, Man., W. A. Hallberg, Winnipeg, and I. L. Newgard, Grafton, N.S., directors.

Short Course For Retailers

University of Manitoba Will Have Its Fourth Annual One-Week Short Course for Retail Merchants and Retail Salesmen From February 28th to March 4th—An Interesting Program

THE University of Manitoba will offer its fourth annual one week short course for retail merchants and retail salesmen, February 28 to March 4, 1921. The program will include lectures and conferences on merchandising, salesmanship, advertising, accounting, show card writing, conference on hardware, dry goods, groceries, boots and shoes. In addition to the Manitoba speakers, several very well-known experts have been secured, viz., Paul Findlay, retail merchandiser of the California Fruit Growers' Exchange, Los Angeles, Cal.; Robert C. Line, formerly professor in marketing of the University of Minnesota, now owns and manages three fine retail stores in Montana, and Judge Frank Wilson, director of community development, University of Minnesota.

Every effort is being made to make the 1921 course one of great value to the retail trade of Western Canada.

W. J. Spence, registrar of the University of Manitoba, and Mr. J. H. Curle, secretary of the Manitoba Board of the Retail Merchants' Association of Canada, attended part of the eighth annual short course for retail merchants at the University of Minnesota on Wednesday and Thursday, February 2 and 3. They found opportunity to study the features which made the strongest appeal to the large number of merchants present. Many merchants travelled long distances. Group conferences were popular after the regular lectures or addresses.

The wholesale houses of Minneapolis and St. Paul provided entertainment in the form of banquets for the visiting merchants.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

A MOVEMENT is on foot to control the balance of this season's Cuban sugar crop formulated by American and Cuban sugar interests, and which, it is asserted, has the assent of the Cuban Government. The plan contemplates the placing of the entire crop for marketing in the hands of four sugar men and three bankers, to which proposition 75 per cent. of the producers, it is understood, have agreed. Any such attempt as this to control the crop will have a tendency to artificially raise prices, as it interferes with the law of supply and demand. In the meantime this rumor has stimulated heavy buying of raws and several large transactions have gone through at advanced prices. The United States refined is also higher and three of the largest refiners have withdrawn from the market. This condition is reflected on the Canadian market and refiners are now showing a firmer attitude and it looks as though the price cutting has run its course.

Generally speaking, there is a steadier tone to grocery commodities and business continues fairly active. Collections, too, are satisfactory, although some merchants report a slowing up, which is attributed to unemployment.

Corn syrups are reduced in price during the week, also molasses in bulk. Starches declined slightly.

Jams are moving more freely since the decline in quotations and canned vegetables have somewhat strengthened under an active inquiry.

The tea market continues with a firm tone under a strong demand, especially for the medium and finer grades. The finer grades are scarce and buyers are finding it difficult to procure their requirements.

Cereals and flour are steady under a fair demand for domestic consumption. As most wholesalers have now cleared up their supplies of prunes bought at opening prices, quotations are reduced on the later shipments which were purchased at the lower level.

The hog market is weak and quotations both in Toronto and Montreal are lower. Lard and shortening are reduced in price. Butter has an easier tone, while cheese is in a strong position.

QUEBEC MARKETS

MONTREAL, Feb. 16.—The most striking feature of the general grocery markets this week is the declines in the prices of molasses and corn syrups. The sugar market is standing very firm with a better movement among the trade. There are further reductions made this week in the quotations on rice as a result of an effort to stimulate the demand. White pepper, allspice and ground cloves are lower. Corn and laundry starches are reduced in price one half cent per pound. The canned goods are very firm with no change in price. Although there are some lower quotaitons on evaporated apples the market is standing firm at a price set one week ago by the majority of the manufacturers. Raisins are very scarce and as a result there is a bigger demand for currants. The feature of the vegetable market is the further decline in the price of potatoes with a new low level reached, and still good supplies arriving on the market.

Canned Goods Firmer

Montreal.

CANNED GOODS. — There is practically no change in the market for canned goods this week. Prices are remaining firm with a tendency towards an advance on quotations. Some time ago reductions were made by some of the local wholesalers and as a result the demand has been such that stocks have been depleted in some lines. Carnation brand evaporated milk is reduced 25 cents and is now quoted at $7.25 per case.

White Beans Lower

Montreal.

CEREALS.—The market for rolled oats is firm this week and there are no changes in quotations. Canadian white beans are reduced in price to $3.30 per bushel. Other cereals are unchanged.

Oatmeal, gran., fine standard	....	4 75
Rolled Oats, 90 lbs.	3 55	3 60
Pearl Hominy	4 00	4 25
Cornmeal, Gold Dust Brand	....	3 90
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 12
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00
Split Peas, per bag	....	5 75

Lower Prices on Cotton Rope

Montreal.

COTTON ROPE.—Lower prices are quoted this week on cotton rope. Cotton bed cords in two dozen bundles of thirty feet each are quoted at $2.60, but there is a discount of 10 per cent. put on the price this week.. Cotton rope is reduced four cents per pound.

Evaporated Apples Firm

Montreal.

DRIED FRUITS.—Although there are some lower quotations made on dried apples by some evaporators and consequently by some of the wholesalers, the market for evaporated apples is standing firm. On Wednesday of last week there was a meeting of the representatives of the apple evaporators of Ontario and Quebec and it was there decided to pool their stocks and keep the market firm at the present quotations. A few of the other manufacturers who did not enter the pool are now on the market offering dried apples at lower prices. The supplies are limited, however, and it is not to be expected that this will weaken the market to any extent. The best quality of evaporated apples are firm in price. Raisins are very scarce and firm, both California and Turkish. This condition

f the market has resulted in a bigger emand for currants.

Grapefruit in Demand

Montreal.

FRUIT.—A very good demand for oranges continues as a result of the low prices. This season may be termed grapefruit season" on account of the emand for that fruit through this month nd next. There is a big movement of rapefruit just now and prices are reasonably low. There is a fair supply of pples but the quality is not very good s the best Canadian apples have been ought up for export.

APPLES—		
Do., Fameuse, per lb.	8 00	15 00
Do., Wealthy, No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	7 00	7 50
Do., Greening	....	8 00
Do., Baldwin	7 50	8 00
Do., Ben Davis	6 00	6 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	7 00
Lemons, Messina	2 50	4 75
Do., 176s and 200s	....	10 00
Val. Navel Oranges, 126-250s	4 75	5 00
Do., Florida, 150-216s	4 75	5 00
Tangerines	....	4 25
Pears, Keiffers, per box	....	4 50
Tokay Grapes, per box	....	5 00
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	16 00
Cranberries, per bbl.	....	16 00
Malaga Grapes, per keg	....	10 00

Buckwheat Flour Higher

Montreal.

FLOUR.—Prices on spring wheat flour are unchanged this week, but there is a much stronger feeling to the market owing to the higher prices being paid lately for wheat. First patents are selling at $10.70 and second patents at $10.20. A firmer feeling also prevails for winter wheat flour. The first patent winter wheat flour is selling at $10.50 and second patent at $10.25. There is, however, a sharp advance this week in the price of buckwheat flour. The price is advanced 50 cents to $5.50.

Hops and Rosin Lower

Montreal.

MISCELLANEOUS—There is a reduction of 2 cents per gallon on vinegar this week. Proof vinegar is now selling at 50 cents per gallon. Babbitt's cleanser advanced 15 cents per half case and is now quoted at $3.75. G. rosin is reduced in price this week and is now quoted at 4⅞ cents per pound. There is a big demand in the province of Quebec for rosin since the people in the country points in this province to a great extent make their own soap. Hops are again reduced in price and are quoted at 35 cents per pound. Within the last two weeks there have been many declines in the price of hops and the price is practically half of what it was six weeks ago.

Shelled Walnuts Higher

Montreal.

NUTS.—There is a big demand for nuts at the present time. Shelled walnuts are advanced in price and are now quoted at 56 and 57 cents per pound. Walnuts in shell are very firm in price. The peanut market is also standing firm with a good demand. Shredded cocoanut is slightly reduced in price this week and is quoted at from 33 to 35 cents per pound according to quality.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	....	0 48
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 38
Chestnuts (Italian)	....	0 18
Cocoanut (shredded, bulk)	0 33	0 35
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 17	0 19
Peanuts, Jumbo	0 16	0 18
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot, Walnuts	0 24	0 25
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 56
Do., Bordeaux	....	0 53
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Starches Are Lower

Montreal.

PACKAGE GOODS.—There are many changes this week in quotations on package goods. Most of these deal with cereals and corn starch. Quaker Two Minute Oat Food is reduced from $2.75 per case to $1.80 per case. Fine cut oatmeal is reduced 25 cents per case to $5.75. Pearl and grit hominy is reduced 40 cents per case to $3 per case. Puffed rice pancake flour is reduced from $3.70 per case to $2.90. Celluloid starch, packed in 45 packages to the case, reduced 20 cents to $4.30 per case. Prepared corn starch is reduced ½ cent per pound, selling at 10½ cents. Potato flour is also reduced ½ cent per pound to 12½ cents.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2-oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50	....	4 25
Corn Flakes, 36s	....	4 16
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 60
Do., 18s	....	2 00
Oatmeal, fine cut, pkgs., case	....	5 75
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	3 25
Hominy, pearl or granu., 2 doz.	....	3 00
Health bran (20 pkgs.), case	....	2 85
Pancake Flour, case	....	3 60
Do., self-rising, doz.	....	1 60
Wheat Food, 18-1½s	....	3 25
Wheat Flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs	....	6 75
Porridge Wheat, 36s, case	....	6 40
Do., 20s, case	....	6 50
Self-raising Flour (3-lb. pack.) doz.	....	2 95
Do. (6-lb. pack.), doz.	....	5 80
Do., Buckwheat flour, per doz.	....	1 50
Corn Starch (prepared)	....	0 10½
Potato Flour	....	0 12½
Starch (laundry)	....	0 08½
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Shredded Wheat	....	4 95
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 15
Celluloid Starch, 45 pkgs., case	....	4 30
Package Cornmeal	....	3 00
Malt Breakfast Food (36 pkgs.)	....	9 50
Quaker Two-Minute Oat Food	....	1 80
Puffed Rice Pancake Flour	....	2 90
Egg Noodles, case 24	....	2 65
Macaroni (Quaker)	....	2 65

Further Declines on Rice

Montreal.

RICE.—Some of the local wholesalers have made further reductions in rice quotations this week. These declines in rice are simply efforts on the part of dealers to stimulate business. The rice market is still in an unsettled condition.

RICE—		
Carolina, extra fancy	....	....
Do., (fancy)	....	0 10
Honduras, fancy	....	0 06
Rangoon "B"	....	0 08
Rangoon "CC"	....	0 05
Broken rice, fine	....	0 05
Texas rice	....	0 05½
Siam	....	0 06
Tapioca, per lb. (sed)	0 07½	0 09
Do. (pearl)	0 07½	0 09
Do. (flake)	0 07½	0 09
Honduras	....	0 07
Siam	....	0 14½

NOTE.—The rice market is subject to frequent change and the price basis is quite nominal.

Sugar Market Steady

Montreal.

SUGAR.—The sugar market is unchanged this week. During the week the raw sugar market has firmed up considerably with some advance in price. It is more evident than ever that Canadian prices on granulated sugar will stand steady at the $10.50 basis for some time. There is a better demand for sugar than there has been for some time on account of the steadiness in the market and buyers are making heavier purchases than they have been in the habit of doing lately.

Granulated Sugar, per cwt.	....	10 50
Do., barrels	....	10 50
Granulated, gunnies, 20/5	....	10 90
Do., gunnies, 10/10	....	11 00
Do., cases, 20/5-lb. cartons	....	11 10
Do., cases 50/2-lb. cartons	....	11 25
Yellow, light, per cwt.	....	10 10
Do., medium, per cwt.	....	10 10
Do., dark, per cwt.	....	9 90

Corn Syrups Lower

Montreal.

SYRUPS.—Further declines are recorded this week in the molasses market. Molasses in the city of Montreal is reduced 10 cents, now quoted at 85 cents per gallon and for points outside the city it is quoted at 80 cents per gallon. Corn syrups are also reduced in price. Barrels of 700 pounds each are quoted at 7 cents per pound, half barrels at 7¼ cents per pound. White corn syrup in cases of two dozen lots is quoted at $5.60 per case of two pound tins. This is a reduction of 30 cents per case. Proportionate reductions are made on one dozen 5 pound tins and on half dozen 10 pound tins.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07
Half barrels, about 350 lbs.	....	0 07¼
Quarter barrels, about 175 lbs.	....	0 07¾
2 gal., 25-lb. pails, each	....	2 35
3 gal., 38½-lb. pails, each	....	3 45
5 gal., 65-lb. pails, each	....	5 50
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	5 60
5-lb. tins, 1 doz. in case, case	....	6 25
10-lb. tins, ½ doz. in case, case	....	5 95
	Price for Island	of Montreal
Barbadoes Molasses—		
Puncheons	....	0 85
Barrels	....	0 88
Half barrels	....	0 85
Puncheons, outside city	....	0 80
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	7 75
3-lb. tins, 2 doz. in case, case	....	10 75
5-lb. tins, 1 doz. in case, case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

White Pepper is Lower

Montreal.

SPICES.—The spice market has been very quiet for some time. As a result, some lower quotations are made this week by dealers. White pepper is reduced to 40 cents per pound. Pure cream of tartar is now quoted at from 55 to 60

cents per pound and the high test is quoted from 65 to 70 cents per pound. Allspice is reduced 2 cents per pound.

Allspice	....	0 22
Cassia (pure)	0 32	0 36
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 18
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	....	0 63
Cream of Tartar (French, pure).	0 55	0 60
Do., American high test	0 65	0 70
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 31
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 30
Do., white	....	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Better Demand for Tea

Montreal.

TEA.—The tea market is in a firmer condition today than it has been for some time. There is a better movement of stocks on hand, but it is not likely that there will be any advance in prices. The Japan tea market is quiet with only calls for supplies to meet immediate requirements.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Lower Prices on Potatoes

Montreal.

VEGETABLES.—About the only interesting feature of the vegetable market this week is the still lower quotations on potatoes. The price has now dropped to as low as $1.10 per bag but the average price runs about $1.25. The first supply of tomatoes are arriving. The initial quotation will be about $10 per crate of six baskets. The crates weigh about 35 pounds net. Celery is arriving in very fair quantities and is selling at $5 per crate.

Beets, per bag	0 75	0 90
Cabbage, Montreal, bbl.	....	1 50
Chicory, doz.	....	0 50
Celery, per crate	....	5 50
Carrots, per bag	0 75	1 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 10	1 25
Do., sweet, hamper	4 00	5 00
Pumpkins, per doz.	....	2 00
Spinach, box	....	0 75
Turnips, per bag	0 75	1 00
Spanish Onions, per case	5 00	5 50
Yellow Onions, per cwt.	1 00	2 50
Red Onions, per cwt.	1 00	1 50
New Tomatoes, per crate	....	10 00

ONTARIO MARKETS

TORONTO, Feb. 16.—The markets in general grocery commodities show few price changes. Cereals are steady with a lower price on marrowfat peas. Canned vegetables are moving freely but fruits are quiet. Canned lobster shows a better movement since the prices were reduced. Prunes are quoted lower. Heavy shipments of oranges are arriving daily and prices on the larger sizes are slightly higher but the smaller sizes are somewhat lower. There has been a good demand for Messina oranges and the last shipment for this season has arrived. The honey market is weak. Shelled almonds on spot are slightly firmer under a good demand. Starches are down also corn syrups and New Orleans molasses in bulk. Sugars are slightly advanced to meet the increase in freight rates. Teas continue firm with tendencies for higher levels. Potatoes are easy and lower.

Beans are in Demand

Toronto.

BEANS.—There is a good movement noted in beans, but mostly in small lots for immediate requirements. The market is holding steady at unchanged quotations.

Ont., 1-lb. to 2-lb. pickers, bus.	3 00	3 25
Do., hand-picked, bus.	....	3 25
Limas, Calif., per lb.	....	0 12
Madagascars, per lb.	....	0 10

Marrowfat Peas Lower

Toronto.

CEREALS.—The cereal market appears to have a steadier tone. The only price change is on marrowfat peas, which are now quoted at 5¼ to 6 cents per pound.

	Single Bag F.o.b.	Lots Toronto
Barley, pearl, 98s	....	6 50
Barley, pot, 98s	5 00	5 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	5 70
Cornmeal, Golden, 98s	....	3 75
Oatmeal, 98s	....	4 90
Corn Flour, 98s	....	5 75
Rye Flours, 98s	....	6 00
Rolled Oats, 90s	....	3 50
Rolled Wheat, 100-lb. bbl.	....	7 25
Cracked Wheat, bag	....	6 00
Breakfast Food, No. 1	....	6 25
Do., No. 2	....	6 25
Rice Flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 50
Flaxseed, 98s	....	7 00
Peas, split, 98s	....	6 75
Blue Peas, lb.	....	0 10
Marrowfat green peas	0 05¼	0 06
Graham Flour, 98s	....	5 25
Whole Wheat Flour	....	5 35
Wheat Kernels, 98s	....	00
Farina, 98s	....	6 20

Canned Goods Steady

Toronto.

CANNED GOODS.—There is a good demand noted for canned vegetables and prices are fairly steady, although there is still a certain amount of irregularity in quotations. Lobsters are moving better since prices were reduced. Jams also show a better movement, but fruits are quiet.

Prunes Are Lower

Toronto.

DRIED FRUITS.—Prunes are down one to two cents per pound. This last reduction makes prunes about six cents per pound below the opening prices, something which usually does not happen, as the opening prices on any commodity are generally considered to be the lowest of the season. The demand for prunes is steadily increasing.

Candied Peels—		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 18
Do., Vostizza	....	0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 25
Dromedary, 9 doz. to case	....	7 25
Fard, per lb.	....	0 30
Halowee dates, per lb.	....	0 13
Figs—		
Smyrna layers, 4 crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 12
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 19
50-60s, 25s	....	0 16
60-70s, 25s	....	0 15½
70-80s, 25s	....	0 12
90-100s, 25s	....	0 09
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 30
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 29
Valencia	....	0 23
Evaporated Apples	0 12	0 13½

Heavy Shipments of Oranges

Toronto.

FRUIT.—Heavy shipments of oranges feature the fruit market. Quotations on large sizes are up 50 cents per case, but the smaller sizes are down 50 cents. The last shipment of Messina bitters for this season have arrived and are offered at $5.50 per case. Florida oranges

e quoted at $6.50 per case for all zes. Hothouse rhubarb is selling at .50 per dozen bunches.

anges, California Navels—		
126s	....	6 50
150s, 176s, 200s, 216s, 250s	5 00	6 50
288s	....	4 50
Messina Bitters	....	5 50
apefruit—		
36s, 46s	4 75	5 00
54s	....	5 50
64s	....	6 25
70s, 80s, 96s	....	6 50
100s	....	6 50
ananas, Port Limons	....	0 09
mons, Cal.	....	4 75
Do., Messinas	4 00	4 75
apes—		
Almeria, bbls.	....	18 00
ples, Ontario—		
Spies, No. 1s	....	7 00
Spies, No. 2s	....	6 00
Baldwins, No. 1s	....	6 00
Baldwins, No. 2s	....	5 00
Greenings, No. 1s	....	6 00
Greenings, No. 2s	....	5 00
B. C., in boxes	....	3 85
anberries, ½ barrels	....	13 50
ngerines, Florida	5 00	5 50
t House Rhubarb, doz.	....	1 50

Honey Market Weak

oronto.

HONEY.—The market for honey continues weak. There appears to be still large quantity of honey in producers' nds, and as the consuming demand has en light dealers are not anxious to ock heavily. Dealers report that they n now buy honey at country points r as low as 18 cents per pound, which five or six cents lower than during the ll. Quotations to the retail trade are wn another cent per pound this week, aking the price in 60 pound tins 22 nts and ten pound tins 23 cents.

oney Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
oney, extracted, Ontario, No. 1, white clover, in 30 and 60 pound tins	....	0 22
10 pound tins, per lb.	....	0 23
5 pound tins, per lb.	....	0 24

Macaroni Steady

oronto.

MACARONI.—There is an active demand for macaroni and quotations are steady to firm. This increased activity is partly attributed to the Lenten season, many people apparently turning to the use of macaroni in place of meat.

ACARONI—		
Cases, 30 pkgs. 16 oz., per case	4 45	4 50
Cases 24 pkgs., 10½ oz., case	....	2 15
Cases (bulk), 20 lbs., per case..	....	2 60
Cases (bulk), 10 lbs., per case.	....	1 30
Cases (bulk) 5 lbs., per case..	....	0 70

Shelled Almonds Higher

oronto.

NUTS—Shelled almonds are advanced vo cents per pound, now quoted at 42 47 cents. Shelled walnuts are also a strong position, with a tendency for igher levels. Exchange is an important factor in the nut situation at present, as the French franc is steadily advancing in value. Spot stocks of shelled uts are not large and the demand, especially for walnuts has been fairly heavy.

lmonds, Tarragonas, lb.	0 22	0 23
alnuts, Bordeaux, lb.	....	....
alnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
lberts, lb.	....	0 14
ecans, lb.	0 28	0 30
coanuts, Jamaica, sack	....	8 50
coanut, unsweetened, lb.	....	0 32
Do., sweetened, lb.	....	0 35
Do., shred	....	0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 32	0 34
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 55	0 60
Do., Manchurian	0 45	0 50
Peanuts, Spanish, lb.	....	0 12
Brazil nuts, lb.	....	1 10
Pecans, lb.	....	1 15

Starches Down One Half Cent

Toronto.

PACKAGE GOODS.—Laundry and culinary starches are reduced on-half cent per pound. Celluloid starch is down 20 cents per case. Package cereals are steady and unchanged.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	5 60
Do., 20s, square, case	....	5 60
Do., 18s, case	....	2 00
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas., 36s, case..	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 10½
Do., No. 2, lb. cartons	....	0 09
Laundry Starch	....	0 08½
Do., in 1-lb. cartons	....	0 09¼
Do., in 6-lb. wood boxes	....	0 12¼
Do., in 6-lb. tin canisters	....	0 13
Celluloid Starch, case	....	4 20
Potato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	6 30
Cornmeal, 24s	....	3 40
Farina, 24s	....	3 50
Barley, 24s	....	3 50
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	3 50
Buckwheat flour, 24s	....	3 50
Two-minute Oat Food, 24s	....	2 75
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 70
Do., pearl, case	....	3 70
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do.. Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65

Blue Rose Rice 8 Cents

Toronto.

RICES.—Blue Rose rice is now quoted at 8 cents per pound in bag lots and one-half cent higher in broken lots. Other quotations are unchanged.

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.	0 08	0 08½
Siam, broken, per lb.	....	0 07½
Siam. per lb.	....	0 09
Japans, per lb.	0 07	0 07½
Chinese, XX	....	....
Do., Simiu	0 12½	0 13½
Do., Mujin, No. 1	0 11½	0 12½
Do., Pakling	0 11	0 13
Rangoon	0 07	0 07½
White Sago	....	0 08½
Tapioca, per lb.	....	0 08½

Spices Steady to Firm

Toronto.

SPICES.—The spice market generally is ruling steady to firm, with no change in quotations.

Allspice	0 20	0 22
Cassia	0 30	0 35
Cinnamon	....	0 55
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Herbs — sage, thyme, parsley,		
Pastry	0 28	0 35
Pickling Spices	0 25	0 28
Mace	0 90	1 00
Peppers, black	0 26	0 30
Do., white	....	0 36
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 45
Do., 80s	....	0 50
Do., 64s	....	0 60
Do., ground	....	0 40
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Carraway seed, whole	....	0 30
Tumeric	....	0 23
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 55
American high-test, bulk	....	0 55
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Salt Unchanged

Toronto.

SALT.—There is no change in salt. The market is steady under a fair demand.

Fine, 3½s, per bbl.	7 35	7 10
Fine, 7s, per bbl.	7 00	6 75
Fine, bbl. 280 lbs., bulk	4 30	4 05
Fine, bags, 50 lbs.	0 93	0 88
Dairy, bags, 50 lbs.	1 13	1 08
Coarse, bags, 50 lbs.	0 93	0 88
Ice Cream, bags, 200 lbs.	2 55	2 90
Cases, 24 pkgs.	2 90	2 90

Corn Syrup Down 30 Cents

Toronto.

SYRUPS.—A reduction of 30 cents per case is announced on all size tins of corn syrups and one-half cent per pound in bulk. New Orleans molasses in bulk is reduced in price. Half barrels containing 25 gallons is quoted at 46 cents per gallon. No. 10 kegs, 8½ gallons, are $5.00 per keg. No. 5 kegs, 4½ gallons, are $2.75 per keg. These reductions on molasses have been made more to stimulate the demand than of any material change in market conditions.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 07
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case	....	5 60
Cases, 5-lb. tins, white, 1 doz. in case	....	6 25
Cases, 10-lb. tins, white, ½ doz. in case	....	5 95
Cases 2-lb. tins, yellow, 2 doz. in case	....	5 00
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 65
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 35
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 50
Molasses—		
Fancy, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal	....	0 56
Do., half bbls., gal	....	0 46
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doze. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Sugar Market Firemer

Toronto.

SUGAR.—Refined sugar is steady at the refiners' price basis. The refiners are showing a firmer attitude and it looks as if the price cutting has run its course. A readjustment of freight rates, to meet the higher rates which came into effect some months ago, but which the refiners did not put on, will probably take place

this week. In Toronto this freight differential will amount to about seven cents per bag.

St. Lawrence, extra granulated, cwt. ...	10 71
Atlantic, extra granulated	10 71
Acadia Sugar Refinery, extra granulated	10 71
Dom. Sugar Refinery, extra granulated	10 71
Canada Sugar Refinery, granulated	10 71

Differentials: Canada Sugar, Atlantic, St. Lawrence. Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 6c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 65c; No. 2, 75c; No. 3, 85c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, carton 50/2s, 70c Yellows same as above.

Teas Fairly Active

Toronto.

TEAS.—There is a good strong demand for teas, especially for the medium and better grades. Retailers are placing orders more freely, both for immediate and future delivery. Importers are also buying more heavily, but some state that they are having difficulty in getting orders accepted as frequently the market has advanced several points before their orders reach the market. Both spot and primary markets have a firm tone with a tendency for higher levels.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Potatoes Again Lower

Toronto.

VEGETABLES.—Potatoes continue to be easy, with prices down to $1.05 to $1.20 per bag. The market has a tendency for still lower levels. Other Canadian vegetables are also easy with a limited demand. Southern vegetables are moving fairly well.

Cabbage, Can., per bbl.	....	1 25
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	1 00	1 25
Onions, 100-lb. sack	1 50	1 75
Do., Spanish, large crate	....	5 75
Potatoes, per bag	1 05	1 20
Sweet Potatoes, hampers	....	2 75
Mushroms, 3-lb. basket	....	3 25
Cal. Head Lettuce, 4 doz. crate..	....	5 50
Cauliflowers, standard crate	....	6 00
Celery, Calif., crate	7 50	8 50
Tomatoes, Florida, 6-bkt. crates	10 50	11 50

Blueberries, 2s, 2 doz. case.....	....	7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	7 00	7 65
Pears, 2s, 2 doz. case	8 30	9 00
Plums, Greengage, 2s, 2 doz. case	....	6 45
Light Syrup—		
Lombard, 2s, 2 doz. case.....	....	5 05
APPLES—		
Raspberries, 2s, 2 doz. case....	10 50	11 00
Strawberies, 2s, 2 doz. case...	9 75	10 00

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case.....	....	13 85
Peaches, 2½s, 2 doz. case	....	13 25
Do., sliced, 1s, 4 doz. case....	....	15 00
Do., halved, 1s, 4 doz. case ...	....	15 00
Do., 2s., 2 doz. case	....	10 00
Corn, 2s, 2 doz. case	3 80	4 20

CANNED VEGETABLES

		Per case
Asparagus Tips, 1s, tins, 4 doz. case, per doz.	....	2 75
Beans, Golden Wax, 2s, 2 doz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case..	....	4 75
Pears, 1s, 4 doz. case	....	17 00
Pineapples, sliced, 2s, 2 doz. case	8 00	8 75
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz., case....	....	3 00
Sauer Kraut, 2½s, 2 doz. case..	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz. case.....	4 00	4 60
Spinach, 2½s, 2 doz. case	6 75	7 25

Mild Coffee Advances

Winnipeg.

COFFEE.—There has been an advanc on mild coffee, especially Colombia, Bo gotas and Maracaibo. These advance amount to about 3 cents per poun Shipments of these coffees will be lat in arriving. The primary market on Ri and Santos is firmer. Spot stocks i many instances are now being sold a prices below replacement value. Thi condition has created more confidence i the market, and with the primary mar kets higher there is a tendency that loc prices will also show advances in th very near future.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Snatos, lb.	0 42	0 44

WINNIPEG MARKETS

WINNIPEG, Feb. 16.—The grocery business has shown a decided improvement during the week and retailers are ordering in large quantities. The sugar market remains steady. Canned goods on the whole are showing a much firmer undertone. Shelled pecans have advanced. Wholesalers have been making special offers on prunes which have caused a better demand. The rice market continues weak and Japans and Siams are being quoted at slight reductions. Tea market continues firm. Columbia, Bogota and Maracaibo coffees have shown advances. The primary market on Rio and Santos coffees is also firmer. The spice market is showing a firmer undertone.

Cereals Are Steady

Winnipeg.

CEREALS.—There are no changes in quotations on cereals but the market is ruling steady. Wholesalers report a better buying movement and orders for larger quantities have been received from the retailers.

PACKAGE CEREALS

Rolled oats, 20s, round cartons..	4 75	6 00
Do., 36s, case, square :kts.....	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case...	....	3 80
Puffed Wheat, 3 doz. case, case..	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case..	....	3 75
Cream of Wheat, 3 doz. case, case.	....	9 00

BULK CEREALS

Rolled Oats, 80s, per bag.....	....	2 60
Do., 40s, per bag	....	1 33
Do., 20s, per bag	....	0 76
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran, or stand., bag	....	5 00
Wheat Granules, 98s, per bag.	....	6 00
Do., 16-6s, per bale.....	....	7 00
Peas, whole, green, 100-lb. bag, per bush.	....	4 75
Do., split, yellow, 98s, per bag	....	8 45
Do., split, yellow, 49s, per bag	....	4 30
Beans, fancy, hand picked, 100 lb.. bag, bushel	....	3 90
Do., Lima, 100-lb. bag, per lb..	....	0 14
Barley, Pot, 98s, per bag.....	....	4 25
Do., pearl, 98s, per bag.....	....	5 75
Cornmeal, 98s, per bag	....	3 20
Do., 24s, per bag	....	0 83
Do., 10-10s, per bale	....	4 25
Buckwheat grits, whole, 98-lb. bags, per bag	9 00	9 50

Canned Goods Firmer

Winnipeg.

CANNED GOODS.—Canned goods are showing a much firmer undertone, under a fairly heavy demand.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.....	2 70	2 75
Finnan Haddie, 1s, 4 doz. case..	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz..	....	3 35
Do., ½s, 4 doz. case, doz.....	....	6 00
Oysters, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—		per case
Sockeye, 1s. tall, 4 doz. case..	....	22 00
Do., ½s flat, 8 doz. in case..	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case ...	....	16 25
Cohoe, 1s, tall, 4 doz. case....	....	18 00
Do., ½s, flat, 8 doz. case....	....	16 00
Pink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case...	....	11 00
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)

		Per case
Apples, 6 tins in case, per case..	3 00	3 85

Dried Fruit Unchanged

Winnipeg.

DRIED FRUIT.—There is very litt change in the dried fruit market. On of the features is that wholesalers hav reduced quotations on some lines, esp cially prunes, which in turn is improvin the demand.

DRIED FRUIT

Evaporated Apples, per lb.	....	0 18
Currants, 90-lb., per lb.	....	0 22
Do., 8 oz., pkgs., 6 doz. case, lb.	0 15½	0 16
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26
Do., Package, 3 doz. case, lb..	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per oarton	....	1 00
Loganberries, 4 doz. case, pkt. ...	....	0 35
Peaches, standard, per lb.	0 28	0 30
Do., choice, per lb.	0 27½	0 28
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	1 56	1 62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.....	....	0 30
Do., Cal., cartons, per carton	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 23
40-50s, 25s, per lb.	....	0 19
50-60s, 25s, per lb.	....	0 18
60-70s, 25s, per lb.	....	0 16
70-80s, 25s, per lb.	....	0 15
80-90s, 25s, per lb.	....	0 13
90-100s, 25s, per lb.	....	0 13
In 5-lb. cartons, per carton ...	....	1 25
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27

Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 ozs., 3 doz. to case, per lb.	....	0 23½
Do., bulk, seedless, 25-lb. boxes, per lb.	....	0 27½
Apricots, choice, 25s, lb.	....	0 45
Do., 10s, lb.	....	0 47
Do., Standard, 45s, lb.	....	0 40
Do., choice, 10s, lb.	....	0 42
Do., fancy, 45s, lb.	....	0 50
Do., fancy, 10s, lb.	....	0 52

No Change in Flour

Winnipeg.

FLOUR.—The flour market remains practically unchanged. Manitoba No. 1 is quoted at $11.35 per barrel with 98-pound jute sacks at $5.67½.

Fruit Unchanged

Winnipeg.

FRUITS.—The fruit trade is reported fairly steady. Navel oranges are quoted at $5.50 to $6.50 per case. Bananas, 12 cents per pound. Delicious apples, $5 per box. No. 2 Baldwins and No. 2 Greenings are quoted at $7 and $6.50 per barrel. California lemons, $6 to $6.50 per case.

Better Demand for Jams

Winnipeg.

JAMS.—The demand for jams has somewhat improved. Retailers' stocks are getting very low and better volume of business is expected as no doubt the lower prices will help stimulate consumption.

JAMS—		
Strawberry, 4s, per tin	....	1 10
Black Currant, 4s, per tin	....	1 10
Raspberry, 4s, per tin	....	1 00
Apricot, 4s, per tin	....	1 09
Cherry, 4s, per tin	....	1 05
Peach, 4s, per tin	....	0 96
Compound (all flavors), 4s, tin	....	0 60

Shelled Pecans Higher

Winnipeg.

NUTS.—Shelled pecans have advanced considerably during the week. As previously mentioned, it was reported that the crop was very light and this has been borne out by an advance of 20 cents per pound. Pecans are now quoted at 1.30 per pound. Shelled walnuts remain very firm. The demand exceeds the supply, due largely to spot stocks being very low and the increased demand by the public. Shelled almonds show very little change and the demand for this line is not quite so active.

NUTS, SHELLED—		
Almonds, per lb.	0 43	0 45
Spanish Peanuts, No. 1, per lb.	....	0 12½
Pecans, per lb.	....	1 30
Walnuts, per lb.	....	0 55
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 25

Rice Quotations Lower

Winnipeg.

RICE.—The rice market is weak and millers are quoting both Japan and Siam at slight reductions.

Cream of Tartar Lower

Winnipeg.

SPICES.—The latest reports from the primary market show that quotations on cream of tartar are lower but spot stocks are not as yet affected. Other lines of spices have shown no change during the week.

Allspice, Jamaica, best quality, lb.	....	0 2[illegible]
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 75
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica, No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, extra large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, per lb.	....	0 50
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 28
GROUND SPICE		
Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 30
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 80
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75

Sugar Market Steady

Winnipeg.

SUGAR.—Wholesalers report an improvement in the demand and the market is standing very firm at the basis quoted below:

Extra granulated, bags, 100 lbs.	....	12 05
Do., gunnies, 5/20 lbs.	....	12 45
Do., gunnies, 10/10 lbs.	....	12 55
Do., cartons, 20/5 lbs.	....	12 65
Do., cartons, 50/2 lbs.	....	12 80
Yellow, No. 1 light, bags 100 lbs.	....	11 65
Do., golden, bags, 100 lbs.	....	11 55
Powdered Sugar, bbls.	....	12 40
Do., boxes, 50 lbs.	....	12 60
Do., boxes, 25 lbs.	....	12 80
Icing, bbls.	....	12 50
Do., boxes, 50 lbs.	....	12 70
Do., boxes, 25 lbs.	....	12 90
LUMP SUGAR—		
Soft Lumps, boxes 100 lbs.	....	12 80
Do., boxes, 50 lbs.	....	12 90
Do., boxes, 25 lbs.	....	13 10
Do., cases 2 cartons	....	13 85
Do., cases, 40 half cartons	....	14 60
Small Lumps, boxes 100 lbs.	....	12 70
Do., boxes, 50 lbs.	....	12 80
Do., boxes, 25 lbs.	....	13 00
Do., cartons, 50/2 lbs.	....	14 10
Hard Lump Sugar, bbls.	....	13 00
Do., boxes, 100 lbs.	....	13 00
Do., boxes, 50 lbs.	....	13 10
Do., boxes, 25 lbs.	....	13 25

Teas Continue Firm

Winnipeg.

TEA.—The situation in tea in the primary market continues firm on all grades. Locally the demand for tea is fairly active and quotations are unchanged.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 43	0 50
Do., second quality	0 43	0 45
Pekoes, first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 52	0 60
Broken Orange Pekoe, 1st qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Vegetables Are Quiet

Winnipeg.

VEGETABLES.—There has been no change in the vegetable market. Mexican tomatoes are in fair demand and are quoted at $8 for 30-pound boxes. Hot house rhubarb is quoted at 25 cents per pound. Other lines of vegetables show no change.

WHOLESALERS' CASE

Continued from page 25

"How many customers have you, Mr. Harris?"

"I have 450 customers."

"Can you fill opening orders, that is, for retailers just setting up in business?"

"I can to a certain extent. I haven't space to carry full lines."

"Do you know the St. Lawrence Starch Co.?"

"I do." Later in his testimony Mr. Harris stated that the St. Lawrence Starch Co. had told him that they could not accept business from him, as already they had more than they could take care of.

Questioned by Mr. Roebuck as to a conversation with W. H. Jolly, a traveller for the W. K. Kellogg Co., Mr. Harris stated that Mr. Jolly told him that if he, that is Mr. Jolly, sold to either Fearman Bros. or him, Mr. Jolly could back a truck up to Beckett's door and take away all his cornflakes.

Examined by Mr. Roebuck as to a transaction with Wagstaffe's Limited, of Hamilton, witness stated that he had placed an order with this firm, and the same was accepted.

"Did you receive the goods?"

"No, the goods were delivered to a customer of mine through Balfour-Smye, of Hamilton."

"Could you conduct your business without the co-operation of manufacturers?"

"Not very well."

Cross-examined by Mr. Mackay, witness was asked what articles in bulk did he handle.

"Only tea."

"Do you think then that you can be styled a wholesale grocer?"

"Yes, sir."

"But if a retailer was about to open a store, you couldn't fully supply him, could you?"

"I have furnished new stores with a good deal of stock."

"But you couldn't supply a complete line?"

"No. Few wholesalers do."

"You do not employ travellers?"

"I do not solicit outside of Hamilton. I have one other traveller."

Mr. Hellmuth asked the witness if he was buying from various packers involved. Mr. Harris stated that he was buying from the Canada Starch Co. but the St. Lawrence Starch people had told him that they could not take care of any more business. He had never applied to the W. C. Macdonald Co. for goods nor was he purchasing from the Gillett Co.

THIS MERCHANT KNOWS HOW HE STANDS

Continued from page 29

stances and environment; and where he says he does not agree with me, he states only a half truth. What he means is that I have not been able so to cover every merchandising fact as to meet the every need of the general merchant. Within the limits at my disposal, I fear I never shall do that, except as now in piecemeal fashion.

As to large stocks. I disapprove of the carrying of more than is necessary to meet the needs of your business while regarding the normal minimum turnover in the various lines as carefully as possible. Environment must enter this problem everywhere. No man who is located at the foot of James Bay can keep his stock up and turn it as freuently as can the man in the same line in Toronto, nor can the man in Nome operate the same ratio of turnover as he who works in Nashville.

Further, let my contention be understood. I counsel the minimum stock in each line that will enable you to care adequately for your legitimate trade, leaving out all speculative purchasing. So the general merchant must take each department separately. For example:

Consider the Correct Turnover

Assuming a city, the various departments in a department store, which is the city counterpart of the country general store, the lines turn this way: Hardware, 2½ to 6 with an average of 3 to 4 for a strictly city store. Drugs, 3 to 4; domestics, 3½ to 4½; dress goods, 2½ to 3; china and glassware, 1 1-3 to 1¾; millinery, 5 to 6; shoes, 2½ to 3½; ready-to-wear, 4 to 6; carpets and rugs, 2 to 4½.

It is worth while to note that with the exception of hardware, drugs and millinery, the country store can equal at least the lowest ratio given in each line I have mentioned—and it can approach closely to the low line in the others. Why?

Because all goods which have distinct seasonal demand can be turned about as often one place as another because the merchant must buy ahead for each season. Aside from seasonal goods, the merchant can speed his turn and yet keep the stock his customers want in exact proportion as his location is near to primary markets. Thus hardware can be turned 5 or 6 times in the cities where wholesalers are available, and groceries can be turned up to 22, 24 and even 30 times in such places.

Of course, as our big authority, Parlin, so aptly says, we must "Sell what the people want; sell it in the way they want; keep the kind of store they want" if we are to succeed at all. Therefore, we must have the stock so our people shall not have to send away for it. Having done that, our aim must ever be to keep the minimum stock needful to accomplish this primary mission of the merchant.

RECIPES FOR MAKING MARMALADE

ORANGE MARMALADE, NO. 1

Slice six Messina oranges rather thin, taking out all the seeds. Measure by cups into a bowl, adding three cups of water for each cup of sliced fruit. Let this stand covered for twenty-four hours. Then turn into a preserving kettle and boil for ten minutes. Return to the bowl for another twenty-four hours. Measure the pulp into the preserving kettle, adding one cup of sugar for each cup of fruit, cook gently until it is clear and thick. About forty minutes is the usual time. Sweet oranges may be used in place of the Messina oranges or the two may be mixed in any desired proportion according to whether a sweet or a bitter flavor is desired.

ORANGE MARMALADE, NO. 2

Four bitter oranges, six lemons and two small grapefruit. Slice fruit thin and add equal bulk of water. Let stand twelve hours and boil one hour. Add one pound of sugar for each pound of pulp. Stir until sugar is dissolved and set aside for twenty-four hours, then bottle. Marmalade made by this recipe always jellies particularly well.

GRAPEFRUIT MARMALADE

Three grapefruit, five lemons. Slice very thin and put aside the seeds. To one pound of sliced fruit add three pints of cold water and let stand for twenty-four hours. Put a little water on the seeds. Boil fruit until tender and set aside twenty-four hours. To one pound of boiled fruit add 1¼ pounds sugar. Add water in which seeds have been soaked and boil gently until clear.

An ordinary tea cup can be used to measure a half pound.

In measuring liquid, a pint can be treated as a pound, or two tea cups to a pint.

Suggested recipes that the merchant could use to advantage to stimulate sales on marmalade supplies.

Necessarily, some items will be slow selling. You will have little demand for caviar, fancy sardines, ripe olives, canned plum pudding, and what you have is apt to turn only once or twice a year—yet all this must be represented in the store where wants are intended to be supplied. The thought is to keep track of actual turnover, analyze it and buy the minimum of all goods that will enable you to keep suitable stocks in all lines.

Departmentize and Analyze

It will be distinctly instructive and helpful if my present correspondent will carry on his work of analysis to the segregation of his various departments and report on what his turnover is in each. That will help him and also help the rest of us to know. For we must base all the argument on facts or we shall get nowhere.

What, then, is my friend doing right now? That's the interesting question to settle first. I do not find that the figures show he has or does carry too heavy a stock. In the years 1919 and 1920 his sales totalled about $64,000 and his stock was about $9,200 average. His gross margins seem to have averaged 16.8 per cent. so the cost of the goods sold for $64,000 was $53,240.00. Divide that by 9,200 and you will have turnover of 5.78 plus, or just over 5¾ turns. Without knowing exactly the location of his town, I should assume that such turn as an average was mighty satisfactory.

But there is so much to this statement that I shall have to continue my analysis of it next week. From that I believe my friend will realize that I certainly do "think the above may be of use to other dealers."

SYSTEM OF GRADING BUTTER TO BE ENFORCED

At a meeting of the Agricultural Committee of the Ontario Legislature Hon. Manning Doherty announced that a system of grading butter would be put into force in the province which would involve the enforcement of the Dairy Standards Act. Amendments would be brought down this session, he said, and then the act proclaimed. "Unless we are prepared to go ahead and grade these products," he declared before the committee, "we might as well junk the whole machinery for dairy improvement."

A California retailer, Robert C. Ross, sold 173 pounds of coffee in one day in Cotati, and his town has only 600 population. He advertised: "Next Saturday, special children's program (5 reels). One ticket given free with each pound of Ross' special coffee purchased this week. No tickets sold." The theatre was packed. He says, "We placed coffee in homes formerly supplied by peddlers, advertising the packing in our bags with our imprint; and sales were increased in other lines. General good feeling was created and a new avenue of advertising opened which we are following up."

J. A. Matteson, manager of Johnson Lieber Mercantile Co., Ltd., Vancouver, is receiving the congratulations of his friends. On the 16th he was married to Miss Irene Revell, prominent in musical circles in Vancouver. California will be visited by them on the honeymoon trip.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Feb. 16.—The Japan rice market appears to be firming. Prices on rice now quoted to the trade are lower than they could be replaced at. Spices are adjusted downward. Jams are selling more freely at the lower prices. Strawberry jam fours are quoted at $11.50 per dozen, plum at $9 and marmalade at $9.25. Jams in 16-ounce glass at $4 per dozen. Some millers have recently advanced flour quotations, but the level of flour prices generally has not been changed. B. C. beans are selling freely and the quality is good. As most wholesalers have now exhausted their supplies of prunes bought at opening prices, quotations generally are lower. Evaporated and condensed milk prices are down 40 cents to $1 per case. Local new laid eggs are 42 cents per dozen and the market has slightly stiffened in sympathy with Seattle market. New Zealand butter is quoted, at 58 cents and Ontario cheese 32 cents.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 16.—Retail grocery business is reported normal for this time of the year, but other lines are somewhat slack. New laid eggs are lower, now quoted at $16 per case. Corn syrups are down 30 cents per case and starches are down ½ cent per pound. Local potatoes are down $2 per ton and some B. C. potatoes are selling at the same price. Dairy butter is reduced 5 cents per pound, now quoted at 35 to 40 cents per pound. Keillers' marmalade, fours, is reduced to $10 per dozen. Wholesalers generally are preparing for stock taking and are clearing out many lines at reduced prices.

Beans, B.C.	....	5 75
Rolled oats, 80s	....	2 50
Rice, Siam	....	6 00
Japan, No. 1	....	7 17
Tapioca	....	7 50
Sago	....	7 50
Sugar, pure cane, gran., cwt.	....	12 77
Cheese, No. 1, Ont., large	0 30	0 31
Alberta cheese, twins	....	0 30
Do., large	....	0 29
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s	....	15 90
Eggs, new laid, local, case	....	16 00
Wax and Green Beans, 2s, case	4 60	4 85
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	....	4 25
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	10 00	10 30
Raspberries, 2s, Ont., case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 16
Do., 25s, lb.	0 15½	0 17½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 10
Do., 70-80s	0 11½	0 13
Potatoes, local, ton	38 00	40 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., Feb. 16.—The outstanding feature this week is the slump in eggs, which have fallen from 78 cents to 55 cents per dozen. Fruit dealers report business very encouraging considering changing prices. Business in other lines compares very favorably with same period last year. Molasses is now quoted at 80 cents per gallon. American clear pork is lower. Hams are down one to two cents per pound. Lemons are up 50 cents per case, now quoted at $6.50. Oats are easier, now selling at 92 cents per bushel.

Flour, No. 1 patents, bbl.	....	13 75
Cornmeal, bags	....	3 25
Rolled oats, per bag	....	4 25
Rice, Siam, per 100 lbs.	8 50	11 50
Tapioca, 100 lbs.	....	13 00
Lard, pure, lb.	0 22½	0 23
Sugar, standard, granulated	....	10 60
Do., No. 1, yellow	....	10 00
Molasses, gal.	....	0 80
Cheese, Ont., twins	....	0 30
Eggs, fresh, doz.	....	0 55
Lard, compound	....	0 19
Lard, pure, lb.	....	0 24
American clear pork, per bbl.	....	45 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 38
Do., aver. 12-18 lbs.	....	0 38
Do., aver. 18-25 lbs.	....	0 37
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 56
Do., dairy	....	0 45
Raspberries, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 80
Corn, 2s, standard, doz.	....	1 92
Peas, standard, doz.	....	1 97
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 15½
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	2 00
Beans, white	....	3 50
Do., yellow eye	....	7 60
Bananas, lb.	0 10½	0 11½
Lemons, Cal.	....	6 50
Oranges, all sizes	....	7 00
Grapefruit, Florida, case	....	8 00
Do., Jamaica	....	5 00
Apples—		
Baldwins	3 50	7 00
Spys, No. 1	....	8 00
Do., No. 3	....	4 00
Oats, per bush.	....	0 92

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

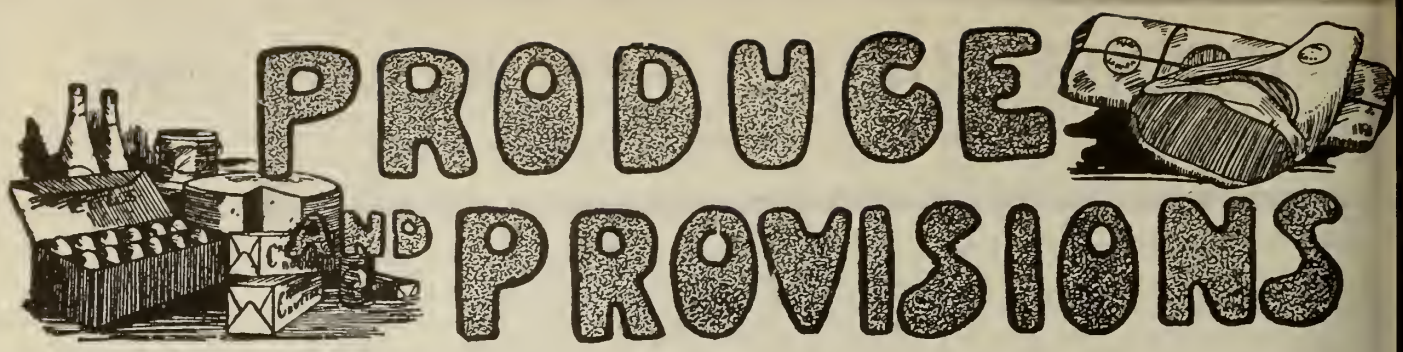
St. John, N.B., Feb. 16.—Business continues fairly good with a general downward trend in prices in many lines. Manitoba flour dropped 20 cents per barrel. Molasses is easier at 75 cents per gallon. Fresh eggs are selling in good quantities at 55 to 60 cents per dozen. Pure lard declined to 21 and 21½ cents per pound, and compound to 17 and 17¼ cents. Another reduction of $2 is made on American clear pork. Dairy butter is easier at 50 to 53 cents per pound. A cut of 50 cents is made on lemons, and grapefruit is down $1 per case. Potatoes are steady at $2.50 to $3 per barrel.

Flour, No. 1 patents, bbls. Man.	....	12 95
Cornmeal, gran., bags	....	4 10
Do., ordinary	....	2 95
Rolled oats	....	9 50
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	12 00	14 00
Molasses	....	0 75
Sugar—		
Standard, granulated	....	10 60
No. 1, yellow	....	10 10
Cheese, N.B.	0 30	0 31
Eggs, fresh, doz.	0 55	0 60
Lard, pure, lb.	0 21	0 21½
Do., compound	0 17	0 17¼
American clear pork	44 00	47 00
Tomatoes, 2½s, standard case	....	4 40
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	....	0 65
Do., dairy	0 50	0 53
Do., tub	0 48	0 53
Potatoes, per bbl.	2 50	3 00
Corn, 2s, standard, case	....	3 85
Peas, standard, case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	6 50	7 00
Oranges, Florida	6 50	7 50
Do., California	6 00	7 50
Bananas, lb.	....	0 12
Grapefruit, case	6 50	7 50

WHEAT PRODUCTION ALL OVER THE WORLD THIS YEAR

Ottawa, Feb.—A cablegram received from the International Institute of Agriculture gives the production of wheat in Argentina as 184,000,000 bushels, compared with 214,000,000 last year, and a pre-war five years' average of 149,000,000. The wheat crop of Australia is estimated at 147,000,000 bushels, against 44,000,000 last year, and the pre-war average of 90,500,000 bushels.

Condition of the new winter crops have been generally favorable in Western Europe, North Africa and Japan, but rain has been lacking in India.



Increasing Poultry Production in Canada

Interesting Address by Prof. F. B. Elford, Ottawa, at Second Day's Session of Canadian Produce Association — Convention Next Year Will Be Held in Winnipeg

By Staff Correspondent of Canadian Grocer

MONTREAL, Feb. 14.—The second day of the convention of the Canadian Produce Association, which was held in Montreal on Tuesday and Wednesday of last week, began by all the members boarding a special car attached to the Montreal-Ottawa train and travelling twenty miles to St. Anne de Bellevue, where MacDonald College is located. The morning was spent in an inspection of the different departments of the college, all of which were of great interest. The cow stables were first visited and then the horse stables. While these were of great interest to those attending the convention, it is not surprising that considerably more attention was given to the hog pens and the poultry department. A specialist in each of these departments addressed the members of the association and described the different experiments and systems used in checking results. The different incubators, many of them with their capacity of eggs just in the last stages of hatching, were of great interest. The trap nests also attracted much attention.

Greater Poultry Production

After luncheon the address of welcome was delivered to the assembly by Dr. F. B. Harrison, principal of MacDonald College. Following this an address was given by Professor F. B. Elford, of the Department of Dominion Poultry, Ottawa, on "The Possibilities of Poultry Production in Canada." This address dealt with the advances made in the poultry business and the possibilities for a greater production in Canada with wider markets. This last phase of the address was enlarged upon by another address by Professor W. A. Brown, Chief of the Poultry Division, Ottawa, on "Increasing Consumption of Eggs at Home and Abroad." Mr. Brown dwelt chiefly on the figures showing the greater demand for eggs both in Canada and in foreign markets.

The difficulty experienced by produce merchants in meeting the demands of the consumer for genuine new-laid eggs was emphasized by the speaker. "The consumer," he said, "should in the long run be the dictator of the production. There is a great demand on the part of the consumer for the very best of eggs, but the percentage of eggs of that class coming in is infinitesimal, and what actually reaches the consumer is a great volume of medium grade eggs." Prof. Brown discussed the grading of eggs or the dividing of them into brands so that the public would know just for what to ask and know what they were getting without any fear of being misled. He pointed out that the ideal condition of having but one grade, that of nature, was almost unobtainable in Canada on account of the breadth of our Dominion.

Merchants Share Confidence

"Would it not be a better policy if the merchants were to take the public into their confidence with regard to the exact egg situation in Canada?" asked the speaker. "At present there exists a great gap between the quality nature gives and what the public hesitatingly accepts."

Criticizes Government Report

A discussion was opened by J. W. Atherton on the Government Daily Market Report. This address was followed by one by A. W. Bayman, of the Canadian Packing Company, Limited, Ottawa. While the criticism of these reports was rather severe from the standpoint of those interested in the produce trade in Canada, it was entirely constructive, advising that, for the benefit of the trade and the people in general, these reports should be more accurate and not so localized as at present. It was pointed out that there is a danger that the Canadian Press, following these Government reports, will mislead the people as to prices and production. From the standpoint of the produce merchant it has been found that these reports are of little or no value.

J. W. Atherton, of the St. Thom Packing Co., in opening the discussi on the subject of the Government week market report, stated that for some ti past there has existed a difference opinion as to the value and accuracy the weekly market reports. There a 5,500 copies of the weekly market let issued, as well as 350 copies of the dai market wire, sent by mail. In additi to this a daily market wire is hand to the Canadian Associated Press a given distribution through the pre throughout the whole of Canada. O of the principal objections to the repor is that they lose their value, owing the delay in getting them into the de ers' hands, and therefore are not of mu use as far as prices are concerne There are some who maintain the pric quoted are always on the top side, a never on the low. If this is so, t reports do not represent the true co mercial value of the product, having tendency to raise prices at count points, and are not fair either to t buyers or the trade. They work to t disadvantage of all concerned.

Too High Prices Quoted

There is also another point to be co sidered. If prices are quoted high than the market warrants, and the reports get into the hands of the cou try storekeepers, they cause trouble. prices are quoted too high in these r ports, they may have a tendency cause some of the dealers to bring American eggs at prices that Canadi eggs should be bought for.

One buyer, who is a large gather stated that the reports sent to the partment of prices being paid in t country were not always correct, givi as his reason that the inspectors vis ing the different egg plants made i quiries of the owner, or manager, t price he was getting for eggs, forwar ing the information thus obtained Ottawa. In some instances the deal

Annual convention of the Canadian Produce Association in Montreal last week. Brig.-Gen. Gunn, H. R. Gray, president in 1920, and James T. Madden, sec.-treas., will be observed in the front row.

gives the impression he is receiving more than the other fellow. If those in the trade do not give reliable information or leave the inspectors to send in a report that is mere guesswork, how can they expect to get true market conditions?

Why Not Number Ones?

In many of these weekly market letters only specials and extras are quoted for Ontario eggs. Why not number ones? The report of the total stocks in storage and comparisons are very valuable.

Would it not be a good idea for them to get their information from the secretaries of the various produce associations? They should be in a position to give the prevailing prices from day to day. The department secures the stocks of produce from the Bureau of Statistics, the produce section of the Montreal Board of Trade and the Toronto Produce Exchange. Why not secure the market reports and prices in the same way.

Co-operative Handling of Farm Produce

The last address of the convention was given by Auguste Trudel on the "Co-operative Handling of Farm Produce." Mr. Trudel is in close touch with this subject since he is general manager of the Farmers' Co-operative Society of Quebec. The speaker said in the course of his address:

"In our province the Farmers' Co-operative Society has directed their own activities mainly in the handling of their own produce, and I am glad to say, speaking in the name of one of the most important of these organizations in our province, that, although at first it was looked upon as an unwelcome friend, today its usefulness is generally recognized.

"For my part, the true spirit of co-operation must be felt between societies as well as between individuals. We cannot ask farmers' associations not to do their best to protect their interests in marketing their produce or to take means, if necessary, to make known in foreign markets the high quality of their goods if they find that, for the sake of their own future, it is important to do so. In my opinion the most important work that this society has accomplished since its foundation is the establishing of a grading system of our farm products. As a result it is generally admitted by the regular bidders at our auctions that we have practically transformed the quality of the butter of this province as well as improved its uniformity.

"Seeing the good done in the dairy products, we are applying the same system to all the farm produce which we handle. We so thoroughly believe in this system that we are extending it to the live stock branch and are now convinced that it will have a like effect in all departments."

Mr. Trudel went on in his address to show the growth of the Farmers' Co-operative Society of Quebec, speaking particularly of the receipts of eggs and the general greater production in the province. He spoke of shipments of eggs that are being received from farmers 350 miles east of Montreal which are all graded "new-laid" and instead of the quantity diminishing, in the last six years it has increased tenfold.

Improved Transportation

J. F. Singleton, chief of markets division at Ottawa, gave the convention a summary of what the Department of Agriculture had done in the matter of providing refrigerator cars for the transit of butter and cheese. He also told about the good work done by special inspectors who were engaged to look after the loading and unloading of these perishable goods. It appeared that the inspectors were not able to enforce attention by the transport men so thoroughly as formerly, owing to the fact that labor was more independent.

Election of Officers

Towards the latter part of the afternoon the nomination committee brought in their report and the election of officers for the new year followed. A. P. McLean, of Winnipeg, representing the Whyte Packing Company, was elected president succeeding the retiring president, H. R. Gray, of Montreal. At the same time it was decided that the next convention should be held in Winnipeg in view of the cordial invitation from the West and the fact that Winnipeg is the centre of Western activities. Other officers elected were as follows: Richard Gray, of Montreal, first vice-president; E. W. Raney, Toronto, second vice-president; J. T. Madden, Toronto, secretary-treasurer. The directors are to be T. J. Coyle, Winnipeg; A. E. Bailey, Belleville; R. J. McLean, Toronto; J. J. Fee, Toronto; John Wilson, Montreal; J. W. Atherton, St. Thomas, Ont.; A. W. Bayman, Ottawa; F. F. White, Montreal; G. F. Fraser, Halifax.

Among the resolutions brought in and adopted was one in favor of the principle of grading of butter and cheese with a committee to look after this in conjunction with the Dominion Dairy Commissioner, J. A. Ruddick.

The retail merchants of Kelowna, B.C., held their annual meeting recently and elected officers for the year as follows: President, George S. McKenzie; first vice-president, D. K. Gordon; 2nd vice-president, Harry Chapin; secretary, A. S. Wade; treasurer, W. W. Pettigrew. These officers, with the retiring president, G. A. Meikle, form the executive for the year.

Grading and Control of Dairy Produce for Export

J. A. Ruddick, Dairy and Cold Storage Commissioner, Talks on This Subject to Members Of Canadian Produce Association—Grading Will Help Canada Maintain Her Position in The Old Country Markets

DISCUSSING the official grading and control of dairy produce for export at the annual convention of the Canadian Produce Association in Montreal last week, J. A. Ruddick, dairy and cold storage commissioner, stated at the outset that while he personally believed in the principle of grading dairy produce and other commodities for export, it was not his intention to advocate the adoption of such a system in connection with the export of Canadian butter and cheese, or to urge it upon the dairymen at the present time.

A Provincial Function

"Some months ago, at a conference with the Provincial Deputy Ministers of Agriculture," Mr. Ruddick stated, "the subject was discussed, and it was agreed that the grading of dairy produce for domestic trade or for educational purposes might be considered a provincial function, but that grading for export was essentially a Dominion function. During the last session of Parliament a resolution calling upon the Government to establish a grading system for export dairy produce was introduced in the House of Commons. It received unanimous support from the members. The Minister of Agriculture in his reply accepted the principle of the resolution, and stated that when the producers were ready to have their butter and cheese graded the Dairy Branch would be prepared to carry out such a scheme. While the attitude of the House on this question might almost be taken as a mandate, the reply of the Minister gives you the policy of the Department in the matter. In other words, when you intimate that you are desirous of having such a service performed, means will be found to carry it out, but it is not the intention of the Minister to force it upon the country. In the meantime we feel that while this matter is being discussed and receiving some attention from all progressive dairymen, it is our duty to collect and disseminate as much information on the subject as possible.

"The grading of produce is not a new idea, and it is over twenty years since it was first applied to butter and cheese. As a matter of fact the principle of grading has always been recognized in the Canadian cheese and butter trade. In selling cheese the price is usually fixed on the basis of No. 1 quality. On delivery the buyer inspects the shipment and decides whether the quality is up to the standard of No. 1 quality or should be rated lower.

First Grading in Alberta

"Official or Government grading of dairy produce has been in force in different countries for a good many years, and we now have in Canada a number of grading services in operation.

"I think it is only fair to say that the first grading of butter in Canada was carried out in Alberta. The sample system is followed, and it is not compulsory, although practically all the creameries in the province avail themselves of the service. No Alberta creamery can sell its butter to advantage in the British Columbia market unless it is covered by the Alberta grader's certificate, as some of the creameries have learned to their cost when they have attempted to act independently of the grading system.

"The grading of butter is also carried out in both Saskatchewan and Manitoba along the same lines as those followed in Alberta, and it may be said now that the great bulk of all the creamery butter produced in the prairie provinces is graded by the different provincial authorities. There is no doubt that the grading of butter has been an important factor in winning for the butter of the prairie provinces the strong position which it holds to-day.

A Voluntary Grading

"The dairy branch of the Provincial Department of Agriculture at Toronto has, as most of you know, been conducting a voluntary or optional butter grading service on the sample plan for the last three years.

"The Quebec Agricultural Co-operative Society has been grading cheese and butter in bulk for sale by auction in Montreal for some years past. The society practically does its own grading, although it has the backing of the Provincial Department of Agriculture.

"During the years 1917 and 1918, when the cheese was handled by the Cheese Commission and the Dairy Produce Commission, every box exported was to all intents and purposes classified into No. 1, No. 2, or "Off Grades," according to the now generally adopted Canadian standards and definitions. The cheese were classified by the dealers who offered them to the commission, but the commission inspected every lot to see that the classification was according to quality, and a definite spread of a half cent per pound was made in the price as between first and second grades.

"Personally, I have not in the past been a very enthusiastic advocate for the adoption of a general system of grading, because I did not believe that this country was ready for it, but I will go farther than I did in opening and say that I believe now that the time has come when if we are to hold our own under the keen competition, keener than it has ever been before, we must take advantage of every means of placing our surplus of dairy produce on the world's markets under the most favorable conditions possible. A system of grading for export dairy produce, if adopted, would have in this country a three-fold object. First, it would be educational; second, it would facilitate trading and promote confidence in our produce; third, it would give the maker of the high-grade article full recognition and reward.

"In conclusion let me say this, that no one has a higher appreciation of the outstanding position which Canadian cheese has reached in the world's market than I have. It is the largest item in the international trade, and in the matter of quality it stands absolutely at the top. We have reached this position without any system of grading, but it must be remembered that while we were making our reputation no other country had such a system. Our position as the largest exporter of cheese in the world is being threatened to some extent by New Zealand, but I am of the opinion that it will be many years before New Zealand exports as much cheese as Canada does. At the present moment there is a tendency to swing back to butter-making in New Zealand. We cannot, however, continue to hold our position in the cheese trade unless we are prepared to meet our competitors on equal footing, and the development of the grading idea all over the world is something which we cannot afford to ignore.

Butter Export Small

"With regard to butter our position is very much weaker. The surplus for export is comparatively small. It will probably be in the neighborhood of 15 million pounds for the season of 1920. The quantity is irregular, and our reputation suffers from the fact that a great deal of the butter is held during the summer months for speculative purposes. There is every indication, however, that our exports of butter will show very considerable increase in future years, and if it is to win as favorable a position as our cheese has we must do everything in our power to meet a competition which is even keener in the case of butter than it is in that of cheese."

Ed. Smith, of the T. B. Escott Co., London, Ont., was in Toronto on business recently.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Feb. 16.—Perhaps the most important feature of the produce market this week is the further decline in the price of eggs. These lower prices are accounted for by the fact that there is an earlier increase in the production generally throughout the country and this seems to be continuing. There is also a decline in quotations on live hogs. There is no change in the quotations on smoked meats. The lard market is steady with a good demand for immediate requirements. The shortening market follows the lard market in its tendencies. The poultry market is strong in view of the shortage of supplies and the big demand for fresh killed poultry during the Lenten season. There is no change in the butter market and although the demand for supplies is not large the market rules steady. Cheese, however, is very strong with the big demand for both export and domestic trade. The Lenten season has caused even a bigger demand for fish than was expected. Supplies, however, are arriving sufficient to meet the demand and prices are unchanged.

Butter Holds Steady

Montreal.

BUTTER.—A steady feeling has prevailed in the market throughout the week and prices have shown no important change. The demand from local and outside buyers has not been quite up to expectations and the movement has not been as large as in the previous week.

Cheese Supplies Smaller

Montreal.

CHEESE.—There is nothing new to report in the cheese market this week. Stocks on the market at present are very light, they having been reduced considerably within the past two weeks by shipments to Europe. The market remains firm with a very fair demand for both domestic and foreign trade.

Barrel Meats Steady

Montreal.

BARRELLED MEATS.—The market for barrelled meat is steady with only a fair demand and no changes in price.

Cooked Meats Unchanged

Montreal.

COOKED MEATS.—The demand for cooked meats at this season is not large and the prices remain unchanged.

Another Decline on Eggs

Montreal.

EGGS.—A further decline of 14 to 17 cents per dozen is recorded on the egg market during the week. The big reduction in the price of eggs lately is accounted for by the fact that the increased production of eggs throughout the country is much earlier this year than previous years. The supply continues to arrive in ever increasing quantities. Strictly new-laid eggs are selling as low as 58 cents per dozen. This makes a decline of 26 cents during the past three weeks.

EGGS—

Strictly fresh	$ 58	0 60
Selects	0 52	0 54
No. 1	0 48	0 50

Big Demand for Fish

Montreal.

FISH.—Local fish dealers report that the demand for fish at the Lenten season is even greater than was expected. Supplies, however, are arriving sufficient to keep the trade supplied and the cold weather is facilitating the handling. Prices are holding firm and there are no changes to be recorded.

Lower Prices on Live Hogs

Montreal.

FRESH MEAT.—The striking feature of the fresh meat market this week is the decline of 25 cents per cwt. on the price of live hogs. Montreal is now quoting $16.75 and $16.50 per cwt. for live hogs. A weaker market prevailed throughout this week on live hogs as the result of the absence of outside competition for supplies and also on account of the fact that supplies were ample to meet immediate requirements. The price on spring lamb, carcass, is slightly advanced this week, now being quoted at from 24 to 30 cents per pound. There is no important change in the market for beef.

Lard Market Steady

Montreal.

LARD:—A fair trade in lard has been done during the past week and the undertone of the market is steady with perhaps a better prospect for the future market than has been evident for some time. There are no changes in quotations for this week.

LARD—

Tierces, 360 lbs.	....	0 20½
Tubs, 60 lbs.	....	0 21
Pails, 20 lbs.	0 21½	0 22
Bricks	....	0 25

Poultry in Active Demand

Montreal.

POULTRY.—A very firm feeling prevails in the market for dressed poultry and the prospects are for higher prices a little later in the season owing to the fact that stocks in cold storage are smaller than they have been for some time. Supplies of fresh killed stock coming forward in the country are very light. Owing to the Lenten season there is an increased demand for poultry for immediate consumption and the market has a strong tone.

Shortening Unchanged

Montreal.

SHORTENING.—The shortening market is steady this week following the lard market, but there are no changes in quotations.

Smoked Meats Steady

Montreal.

SMOKED MEATS.—The feeling in the market for smoked meats is steady with a fair trade for local and country accounts, notwithstanding the effects of the Lenten season and the market on the whole is fairly active. There are no changes in price this week.

ONTARIO MARKETS

TORONTO, Feb. 16.—The butter market shows no tendency to firm up, in fact if anything butter has a slightly easier tone. There is a marked scarcity of cheese with indications of a famine before the new season's make arrives, according to some dealers. Lard and shortening are easy with prices further reduced during the week. Egg prices are considerably lower than they were a week ago, but the opinion is expressed that eggs have now reached a steadier price basis, for a time at least. Live hogs have been fairly steady during the week, but fresh pork cuts are lower. Barrel pork is reduced in price, also Wiltshire sides and salt meats. Chickens are higher under light receipts and a good demand.

Butter Market Fairly Easy

Toronto.

BUTTER.—The general tone of the butter market is slightly easier. This is more noticeable on the undergrades, which can be bought for as low as 50 cents per pound. The average quotation on the finest grade is 59 cents, although some brands of fresh made are bringing 60 to 63 cents. This last quotation, however, does not indicate the market price as the quantity is limited.

Egg Prices Steadier

Toronto.

EGGS.—Prices on eggs declined almost every day during the week, but it is now the opinion that prices have about reached a steadier basis. New laids are quoted at 50 cents per dozen.

EGGS—

New laid	....	0 50
New laid in cartons	....	0 53

Prices shown are subject to daily fluctuations of the market.

Pork Cuts Reduced

Toronto.

FRESH MEATS.—Live hogs held fairly steady during the week with quotations practically unchanged. Fresh pork cuts are reduced one to two cents per pound.

Fish in Brisk Demand

Toronto.

FISH.—The Lenten season is satisfactory to the fish business, judging by the activity of the fish market these days. Orders for the city and also for outside points are arriving very freely. Heavy shipments are arriving every day and all lines are well represented. Quotations are steady and unchanged.

Lard Market Easy

Toronto.

LARD.—Quotations on lard on the tierce basis are down one to two cents per pound, bringing the price to 21 and 22 cents. One pound prints in cartons are unchanged at 25 cents.

LARD—

1-lb. prints	....	0 25
Tierces, 400 lbs.	0 21	0 22

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Barrel Pork Down

Toronto.

PROVISIONS.—Stocks of smoked hams and bacon are rather light under an active demand. Quotations generally are unchanged, although a few changes are noted. Wiltshire sides are down one cent per pound. Salt meats are also reduced one to two cents per pound. Barrel pork is down $1 to $2 per barrel.

Hams—		
Small, 6 to 12 lbs.	....	0 40
Medium, 12 to 20 lbs.	....	0 40
Large, 20 to 35 lbs. each, lb.	....	0 33½
Heavy, 35 lbs. and upwards	....	0 31½
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 54	0 58
Rolled, per lb.	....	0 66
Bacon—		
Breakfast, ordinary, per lb.	0 44	0 48
Breakfast, special trim	0 49	0 52
Roll, per lb.	....	0 32½
Wiltshire (smoked sides), lb.	....	0 36½
Do., three-quarter cut	....	0 40½
Do., middle	....	0 42½
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 25½
Do., av. 80-90 lbs.	....	0 23½
Clear bellies, 15-30 lbs.	0 27½	0 28½
Fat backs, 10-12 lbs.	0 22	0 24

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork, 200 lbs.	....	38 50
Short cut backs, 200 lbs.	....	46 00
Pickled rolls, bbl. 200 lbs.:—		
Lightweight	....	56 00
Heavy	....	52 00

Above prices subject to daily fluctuations of the market.

Chickens are Higher

Toronto.

POULTRY.—Receipts of poultry continue very light and in consequence prices are slightly higher. Storage stocks are moving into consumption.

Prices paid by commission men at Toronto:

	Live	Dressed
Turkeys	-$0 50	-$0 58
Roosters	- 0 23	- 0 28
Fowl, over 5 lbs.	- 0 32	- 0 32
Fowl, 4 to 5 lbs.	- 0 30	- 0 30
Fowl, under 4 lbs.	- 0 22	- 0 25
Ducklings	- 0 35	- 0 35
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live.	0 25- 0 30	0 30- 0 35
Geese	- 0 22	- 0 30

Shortening Again Lower

Toronto.

SHORTENING.—Quotations on shortening continue on the down grade with the tendencies still weak. One pound prints are reduced two cents, bringing the price down to 15½ and 16 cents and on the tierce basis 13½ to 14 cents per pound.

Cheese Market Strong

Toronto.

CHEESE.—The cheese market has developed a strong tone. Stocks are very limited, and one dealer predicted a famine before the new season's make arrives. Brokers stated that they are in the market for three or four car loads and that their buyers are offering as high as 26½ cents per pound. Cheese in any quantity is hard to pick up, as practically all the supplies are now in the hands of wholesalers. Quotations to the retail trade are firm at 30 to 31 cents per pound.

CHEESE—

Large, per lb.	0 30	0 31

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Cooked Meats Steady

Toronto.

COOKED MEATS.—Cooked meats are ruling fairly steady under a seasonable demand. Headcheese is down two cents and jellied ox tongue is up three cents per pound.

Boiled hams, lb.	0 54	0 58
Boiled shoulders	0 45	0 48
Head cheese, 6s, lb.	....	0 15
Choice jellied ox tongue, lb.	....	0 65

MANITOBA MARKETS

WINNIPEG, Feb. 16.—Trading on the live stock market is active and brisk. Choice butcher steers are selling at $9, while steers of good quality range from $5.25 to $6.25. Very few sheep and lambs are offered. Hogs are lower and selects are quoted at $13.75 per cwt. The demand for ham and bacon continues active and cooked meat continues steady. There is no change in the butter market and cheese is also steady. The egg market which was in an unsettled condition has shown an advance. Lard dropped during the week and shortening remains unchanged. The demand for fish during the Lenten season is very heavy.

Butter Continues Firm

Winnipeg.

BUTTER.—Creamery butter continues firm and prices are fully maintained at 60 cents per pound. Dairy butter continues weak and is being quoted at 34 to 36 cents per pound.

Cooked Meats Steady

Winnipeg.

COOKED MEATS.—There is no change in quotations on cooked meats. The market is holding steady.

Cheese Market Steady

Winnipeg.

CHEESE.—Cheese is remaining steady and quotations unchanged. Stilton is quoted at 32 cents per pound.

Egg Market Unsettled

Winnipeg.

EGGS.—The egg market continues in a very unsettled condition. During the week eggs declined but have since advanced. American fresh candled are quoted at 52 cents per dozen.

Fish Business Active

Winnipeg.

FISH.—The trade has been very active. Good shipments of crab meat, scallops and live lobsters are arriving daily. Shrimps are in good demand and are quoted at $2.50 per gallon. Oysters are quoted at $4.

Lard Prices Lower

Winnipeg.

LARD.—Shortening declined one cent per pound and is now quoted at 16 cents per pound on the tierce basis. Lard shows no change.

Hogs Are Lower

Winnipeg.

FRESH MEATS.—Trading on the live stock market was active and brisk during the week with a good demand existing for the limited offerings. Choice butcher steers sold at $9 but the bulk in this class ranged from $7.75 to $8.75. Steers of good choice quality made sales ranging from $5.25 to $6.25. Very few sheep and lambs were offered and good mutton sheep were disposed of at $7.25. Hogs are reported lower and selects were quoted at $13.75. Loins of pork declined one cent per pound, now quoted at 32 to 34 cents. Fresh beef also declined.

HOGS—		
Selected, live, cwt.	....	13 75
Heavies	....	10 75
Light	....	13 75
Sows	....	7 75

Bacon In Active Demand

Winnipeg.

PROVISIONS.—The demand for both ham and bacon has been very active during the week. Peamealed back bacon is quoted at 56 cents per pound. Other lines show no change in price.

Poultry Market Steady

Winnipeg.

POULTRY.—Poultry continues steady under a very light demand. Turkeys are lower, now quoted at 46 to 50 cents per pound. Chickens show no change.

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Mayflower Brand, ea. 48 cans	10 45
Challenge Clover Brand, each 48 cans	9 85

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	$7 25
Jersey Brand, Hotel, each 48 cans	7 25
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 00
Jersey Brand, Family, each 48 cans	6 00
Peerless Brand, Family, each 48 cans	6 00
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 00
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.,
Toronto, Ontario.

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	$4 80
98-lb. jute bags, per bag	6 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	6 50

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
40-lb. Canada Laundry	$0 08½
100-lb. kegs, No. 1, white	0 09
200-lb. bbls., No. 1, white	0 09
40-lb. Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	0 10¾
Celluloid, 45 cartons, case	4 30

Culinary Starch
(Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½

(20-lb. boxes ¼c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 10½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 09
40 lbs. Ghallenge Corn Starch, 1 lb. packages, per lb.	0 09
40 lbs. Argo Corn Starch, 1 lb. packages	0 09
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 12½

(20 lb. boxes ¼c higher, except Potato Flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5
5-lb. tins, 1 doz. in case	6
10-lb. tins, ½ doz. in case	5

KARO

24—2-lb. tins, per case	5
12—5-lb. tins, per case	5
6—10-lb. tins, per case	5

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	5
5-lb. tins, 1 doz. in case	5
10-lb. tins, ½ doz. in case	5

(5, 10, and 20-lb. tins have wi handles.)

MAZOLA

	Per c
No. 1, 24 tins, 1 lb	$ 7
No. 2, 12 tins, 2 lbs.	7
No. 4, 12 tins, 4 lbs.	13
No. 8, 6 tins, 8 lbs.	12

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1

MAGOR, SON & CO., LTD.
INFANTS' FOOD

Robinson's Patent Barley—	D
1-lb.	
½-lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODUCT LIMITED

Ontario Prices.

KLIM

8 oz. tins, 4 dozen per case	$11
16 oz. tins, 2 dozen per case	10
10 lb. tins, 6 tins per case	25

COLMAN'S OR KEEN'S MUSTARD

	Per doz.
D.S.K., ¼ lb.	
D.S.F., ½ lb.	
D.C.F., 1 lb.	
F.D., ¼ lb.	

	Per j
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

Keen's Oxford, per lb.	
In cases, 12 12-lb. bxs. to case	

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$
White Cleaner (liquid)	$
Card Outfits — Black, Tan, Toney Red, Dark Brown	
Metal Outfits — Black, Tan, Toney Red, Dark Brown	

IMPERIAL TOBACCO CO. CANADA, LIMITED

Black Watch, 10s, lb.	$
Bobs, 12s	
Currency, 12s	
Stag Bar, 9s, boxes, 6 lb.	
Pay Roll, thick bars	
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	
Shamrock, 9s, ½ cads., 12 lbs.	
¼ cads., 6 lbs.	
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	
Forest and Stream, tins, 9s, 2-lb. cartons	
Forest and Stream, ¼s, ½s, and 1-lb. tins	
Master Workman, 2 lbs.	
Master Workman, 4 lbs.	
Derby, 9s, 4-lb. boxes	
Old Virginia, 12s	
Old Kentucky (bars), 8s, boxes, 5 lbs.	

A Sugar of Peerless Quality

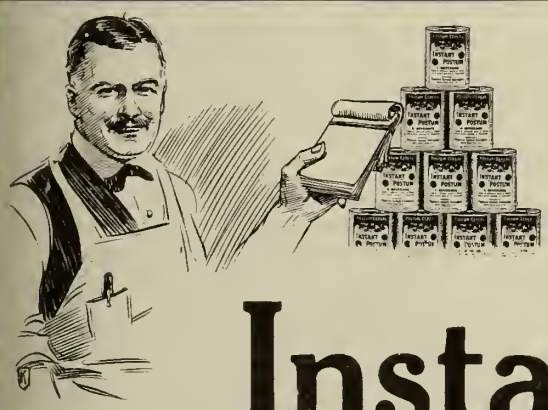
ROYAL ACADIA SUGAR

When you consider the uniform goodness of Royal Acadia Sugar, when you remember that "Every Grain is Pure Cane," you can readily understand the reason for its continued popularity.

Royal Acadia Sugar is put up in 2 and 5-lb. cartons, 10, 20 and 100-lb. bags, half-barrels and barrels.

Acadia Sugar Refinery

Montreal **Halifax**



The Grocer Who Features

Instant Postum

supplies a need to his trade which is sure to make for him a continuous and good profit.

Many former coffee drinkers now drink Postum for reasons of health or economy. This trade is worth building up.

Sale guaranteed, profit sure, demand increasing—Keep well stocked with Postum.

"There's a Reason"

Canadian Postum Cereal Co., Ltd., Windsor, Ont.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

Can you advise me where I could procure books on Store Display giving illustrations, etc., also books giving correct wording for display cards. Would also like to know subscription price to Canadian Grocer?

ROY D. YOUNG,
Box 823, Trail B. C.

Answer.—We do not know of any book you could obtain on store displays. Canadian Grocer contains one or more store displays in each issue. We are mailing you to-day a copy of our last Fall Number, November 5th issue. In this you will see quite a number that may help you.

Regarding books on signs and show card writing you could try J. S. Ogilvie Publishing Company, 57 Rose St., New York.

Subscription price to Canadian Grocer for 52 issues is $4.00 per year.

NAMES OF TANNERIES

Will you please give me name or names of firms that would tan a half dozen beef hides for me?

E. PROVENCHER,
Silver Centre, Ont.

Answer.—The Barrie Tanning Co., Barrie, Ont.; The Hamilton Oak Tanning Co., Ltd., Hamilton, Ont.; The McQuay Tanning Co., Limited, Owen Sound, Ont.

WHERE TO BUY BULK PARSLEY AND MINT

Can you give us names of firms where we could buy in bulk in Canada herbs for dressing, such as parsley and mint.

PURITAS LIMITED,
77 St. Dominique, Quebec, Que.

Answer.—You could purchase these from the following firms: White Swan Spices and Cereals Co., 156 Pearl St., Toronto; I. X.L. Spice and Coffee Mills, London, Ont.; Pure Gold Manufacturing Co., College St., Toronto, Ont.; Gorman Eckert Company, London, Ont.

SHOW CARD OUTFITS

Please could you tell me where I could get an outfit for making and printing display cards?

ARTHUR SEYMOUR,
Blenheim, Ontario.

Answer.—C. W. Mack, 46 Adelaide St. W., Toronto, Ont.; Superior Manufacturing Co., 93 Church St., Toronto, Ont; Toronto Stamp & Stencil Works, Toronto, Ont.; Hamilton Stamp & Stencil Works, Hamilton, Ont.; Reliance Ink Company, Winnipeg, Man.; Art Metropole, Toronto, Ont.

Can you tell me where I can buy a set of letter writing stamps, letters and figures already formed on a stamp?

E. E. HOPPER,
St. Thomas, Ont.

Answer.—Answered in enquiry above.

MUSICAL CLOCK AND MAGIC LANTERN

Please advise me where I can buy a musical clock and a magic lantern?

J. R. TISDALE,
R.R. No. 1, Attercliffe, Ont.

Answer.—Regarding where you can buy a musical clock and a magic lantern. If you want one of each of these we would refer you to the T. Eaton Company or the Robt. Simpson Company, Toronto. They would no doubt send you these. Name of a wholesaler in these articles is Nerlich & Co., Front St., Toronto, Ont.

DOES ANYONE KNOW?

Will you kindly let me know who puts up Oriental Tea?

SUBSCRIBER.

Answer.—We have been unable to find this information. Will some one advise?

RANCID BUTTER

Please inform me through Canadian Grocer who buys rancid butter in quantities of 100 pounds or more?

NOVA SCOTIA SUBSCRIBER.

Answer.—You might try the following soap manufacturers: Albert Soaps Ltd., Montreal; Carritte de B. St. John, N. B.; N. K. Fairbank Co., Montreal; Lever Bros., Ltd., Toronto, Ont.; Pugsley, Dingman & Co., Ltd., Toronto, Ont.; St. Croix Soap Mfg. Co., St. Stephens, N.B.; John Taylor & Son, Toronto, Ont.; Welcome Soap Co., St. John, N.B.; also dealers in tallow: E. T. Carter & Co., Toronto, Ont.; W. A. Freeman, Ltd., Hamilton, Ont.; John Kimble & Son, St. John, N.B.; Marquis F. Canac, Quebec, Que.

WHERE TO MARKET BASKET BOTTOMS

Will you kindly give us a list of names of firms to whom we could market basket bottoms?

H. W. TURZWELL & SONS,
Hillsburg, Ont.

Answer.—Walter Woods Co., Hamilton, Ont.; Oakville Basket Company, Oakville, Ont.; Beamsville Basket & Veneer Company, Beamsville, Ont.; Keenan Woodenware, Owen Sound, Ontario; Erie Basket Company, Leamington, Ont.; W. T. Glover Manufacturing Co., Burlington, Ont.; G. A. Holland & Son, Montreal, Que.

MILL FOR GRINDING CORN

We would like to obtain name of manufacturers of mill with stone burrs for grinding corn, two hundred pounds capacity.

"DEALER."

Answer.—Fleury & Sons, Aurora, Ont.; Gilson Manufacturing Co., Limited, Guelph, Ont.; Goldie & McCulloch Company, Galt, Ont.; Goold, Shapley & Muir Co., Limited, Brantford, Ont.; Manitoba Windmill & Pump Co., Brandon, Man.; Ontario Wind Engine & Pump Co., Limited, Toronto, Ont.; Stratford Bridge & Iron Works, Stratford, Ont.; F. Vessot & Company, Joliette, Que.; John Watson Manufacturing Co., Limited, Ayr, Ont.; Woodstock Wind-motor Company, Woodstock, Ont.; Wortman & Ward Company, Limited, London, Ont.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date 1921

Please give me information on the following:—Name.....

Address .....

.....

.....

A Steady Demand Growing Rapidly Greater

THE sales of Macdonald's Tobaccos are sure. For over sixty years Macdonald's has been the outstanding success in Canada.

The sales of Macdonald's are profitable. Speedy turnover and generous profit margin have made them so.

Now, as a result of the present enormous advertising campaign, the demand for Macdonald's is greater than ever. Dependable as always is Macdonald's, but much quicker its turnover and much more profitable its sales.

Don't lose your share of this bigger business.

The Tobacco with a heart

MACDONALD'S

Genuine Italian Olive Oil

at Greatly Reduced Prices

A Special Offer to re-introduce "PURITY" Italian Olive Oil — absent from the market since the early part of the Great War which made it impossible to import further supplies until recently. An opportunity for YOU to replenish your stocks at BARGAIN PRICES. We have received a complete assortment of sizes, namely, 6 gal., 1's, ½'s, ¼'s, ⅛'s, and 1-16 gal. tins.

Advise us promptly as to your needs and we will quote you.

P. Pastene & Co., Limited
340 St. Antoine Street, Montreal

Do You

Have Trouble Getting Sunset?

Many retailers all over the country are complaining that their jobbers are continually out of stock —and we wish to state that there is absolutely no need for this condition. Your jobber can get

Sunset Soap Dyes

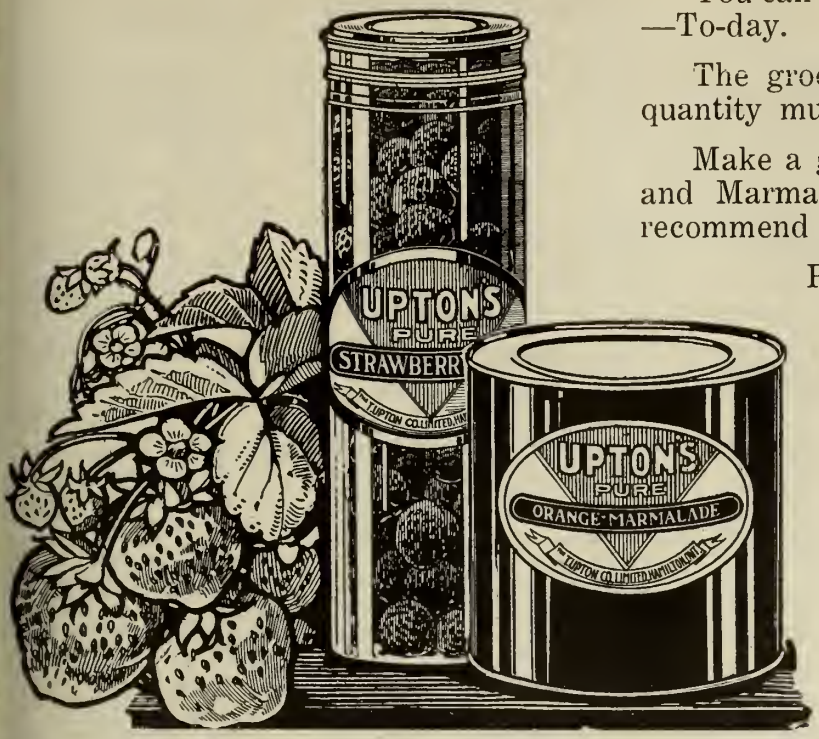
In all colors—all the time

We have large facilities and can make immediate shipments—if you are having trouble—write to our Sales Representatives for Canada

Harold F. Ritchie & Co., Ltd.
Toronto, Canada

North American Dye Corporation, Ltd.
Manufacturers
Toronto, Canada

UPTON'S Pure Marmalades and Jams



You can readily sell Jams and Marmalades —To-day.

The grocer who wants to sell jams in quantity must display them in quantity.

Make a good showing of UPTON'S Jams and Marmalades—the kind you can safely recommend to your customers.

PRICES ARE RIGHT.

Attractive window and counter displays will sell more Jams than all other retail sales devices combined.

The T. Upton Co., Limited
HAMILTON - CANADA

Lent is a Big Selling Time For Brodie's XXX Self-Raising Flour

For Pancakes, Muffins, Cakes, Pies, etc., it has no equal.

Brodie's XXX is a Big Seller. Increase your Sales and Profits by selling Brodie's XXX. Order from Your Wholesaler.

BRODIE & HARVIE, LTD., MONTREAL

Agents: Chadwick & Wright, 28 Duke St., Toronto J. B. Renaud, Inc., Quebec, P.Q.

Sundried Apples

From now until further notice, we will pay

7½ cents per pound
F.O.B. Shipping Points

Cheques sent promptly.

W. H. Millman & Sons
GROCERY BROKERS, TORONTO, ONT.

CLIMAX PAPER BALER

earns money for you every day—Turns waste into profit. 12 sizes.

Send for Catalog

Climax Baler Co.
Hamilton, Ont.

California Raisins of all kinds.

Gosse-Millerd (Vancouver Pack) Canned Salmon in Sockeye, Cohoe, and other brands.

Also all pickled and frozen Trout and Herring.

LEMON BROS.
OWEN SOUND - ONTARIO

C. A. MANN COMPANY

Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry

Special Attention to Grocers' Orders.
Satisfaction Assured.

LONDON, ONTARIO
Phone 1577

THE COWAN CO., LTD.,

Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$6 25
Perfection, ¼-lb. tins, doz.	1 70
Perfection, ½-lb. tins, doz.	3 25
Perfection, 10s size, doz.	1 25
Perfection, 5-lb. tins, per lb.	0 45
Empire Breakfast Cocoa, ½-lb. jars, 1 and 2 doz. in box doz.	3 50
Soluble Cocoa Mixture (sweetened), 5 and 10-lb. tins, per lb.	0 30

UNSWEETENED CHOCOLATE

Supreme Chocolate, 12-lb. boxes, per lb.	0 47
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 35
Perfection Chocolate, 10c size, 2 doz. in box, per box	2 00

SWEET CHOCOLATE

	Per lb.
Eagle Chocolate, ¼s, 6-lb. boxes	0 38
Eagle Chocolate, ½s, 6-lb. boxes, 28 boxes in case	0 38
Diamond Chocolate, ¼s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Chocolate, 8s, 6 and 12-lb. boxes, 144 lbs. in case	0 38
Diamond Crown Chocolate, 28 cakes in box	1 80

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 49
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Milk Croquettes, 5-lb. boxes.	0 49
No. 1 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 49
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 45
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 2 Mik Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 45
No. 1 Vanilla Wafers, 5-lb.box, 30 boxes in case, per lb.	0 45
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, lb.	0 45
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 60

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 35
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 47
Nut Milk Chocolates, 5s, squares, 20 squares to cake, packed 3 cakes to box, 24 boxes to case, per box	2 45
Fruit and Nut Milk Chocolate, 2-lb. cakes, 3 cakes to box, 32 boxes to case, per lb.	0 47
Fruit and Nut Milk Chocolate Slabs, per lb.	0 47
Milk Chocolate, Slabs, with Assorted Nuts, per lb.	0 47
Plain Milk Chocolate Slabs, per lb.	0 47

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	6 25
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 35
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 25
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 35
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 50
Crystallized Ginger, full ½ lb., 1 doz. in box, per doz.	4 50
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	2 05
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	2
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	2
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1
20—1c Milk Chocolate Sticks, 60 boxes in case	0

BRODIE & HARVIE, Ltd.

14 Bleury St., Montreal.

XXX Self-Raising Flour, 6 lbs packages, doz.	$5
Do., 3 lbs.	2
Superb Self-Raising Flour, 6 lb.	5
Do., 3 lbs.	2
Crescent Self-Raising Flour, 6 lbs.	5
Do., 3 lbs.	2
Buckwheat, Self-Raising, 1½ lbs.	1
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz.	1

SMALL'S LIMITED, MONTRE

FOREST CREAM MAPLE SYRU

Price Delivered	F.o.b. Factory	Ont. Ma
36—10 ozs., bottles	$8 10	$ 9
24—16 ozs., bottles	7 75	8
12—32 ozs., bottles	6 95	7
24—28 ozs., tins	9 90	10
12—80 ozs., tins	14 25	15
6—160 ozs., tins	13 85	14
1—5 gall. tins	13 50	14
In barrels, per gal.	2 50	2

FOREST CREAM PURE SYRU

36—10 ozs., bottles	$ 6 65	$ 7
24—16 ozs., bottles	6 15	6
12—32 ozs., bottles	5 35	6
24—28 ozs., tins	7 10	7
12—80 ozs., tins	10 30	11
6—160 ozs., tins	9 80	10
1—5 gal. tin	9 50	10
In barrel, per gal.	1 70	1

STANDARD SUGAR SYRUP

36—10 ozs., bottles	$ 5 75	$ 6
24—16 ozs., bottles	5 25	6
12—32 ozs., bottles	4 45	5
24—28 ozs., tins	5 45	6
12—80 ozs., tins	7 95	8
6—160 ozs., tins	7 50	8
1—5 gal. tin	7 05	8
In barrel, per gal.	1 20	1

FOREST CREAM MAPLE BUTTER

24—13½ ozs., tins	$ 4 65	$ 4
24—2½ lbs., tins	11 75	12
1—30 lbs., pail	4 80	
2—30 lbs., pails	9 80	10
In barrel, per lb.	0 14	0 1

FOREST CREAM AMBER HON

48—No. 1 Tumblers	$ 6 40	$ 6
24—No. 3 Tumblers	6 90	7
24—2½ lbs., tins	19 75	20

FOREST CREAM PEANUT BUTTER

48—No. 1 Tumblers	$ 5 30	$ 5
24—No. 3 Tumblers	4 75	5
24—2 lbs., tins	11 80	12
1—24 lbs., pail	4 55	
2—24 lbs., pails	9 75	10
In barrel, per lb.	0 17½	0

FOREST CREAM SALTED PEANUTS

1—15 lbs., pail	$ 2 75	$
2—15 lbs., pails	6 05	6
In bags of 85 lbs.	13 15	14
In barrel, per lb.	0 16¼	0

FOREST CREAM PEANUTS MAPLE SUGAR COATED

72—5c packages	$ 2 40	$ 2
48—No. 1 Tumblers	4 95	5
24—No. 3 Tumblers	4 45	4
24—1 lb., tins	8 45	8
1—12 lbs., pail	3 85	
2—12 lbs., pails	8 20	8

FOREST CREAM SALTED PEANUTS (BLANCHED)

72—5c packages	$ 2 40	$ 2
48—No. 1 Tumblers	4 40	
24—No. 3 Tumblers	3 60	
24—1¼ lbs., tins	8 50	9
1—15 lbs., pail	3 10	
2—15 lbs., pails	6 50	7

Now as Never Before—

You Need Sound Financial Information

THERE never was a time when business merchants needed sound, sane, financial knowledge of commercial happenings on which to base present and future investments as they do right now.

For your business profits are not real profits until you have them safely invested in reliable securities.

Why not invest profits from your shop and the coupons from your Victory Bonds in genuine securities, news of which you will find every week in THE FINANCIAL POST Investor's Enquiry Service, a feature for subscribers which will give you the benefit of investigators in all the big financial centres? This service is just as if you paid a man $10,000 a year to be your own personal investigator in Toronto, Montreal, Winnipeg — in fact, every city in the Dominion.

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When 8,425 merchants, business executives, bankers, lawyers find in THE FINANCIAL POST the very facts which will help them in their business, will you not find a weekly reading of its pages very beneficial?

THE FINANCIAL POST

143-153 University Ave., Toronto, Ont.

THE FINANCIAL POST,
143-153 University Ave., Toronto,

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*Address*_____

MOLASSES

ALL KINDS

ALSO

EXTRA FANCY—ST. KITTS
ST. VINCENT
DOMINICAN MOLASSES
MONTSERRAT "
CUBAN "
PUERTO RICAN "
CANE JUICE "

BAKING MOLASSES
*FEEDING "
*BLACK STRAP "

We guarantee all our grades to be absolutely pure.

*These grades can be shipped in tank carloads.

WEST INDIA HONEY.

Ask for Prices—In car lots for Prompt Shipment from Stock.

PURE CANE MOLASSES CO.
of Canada, Ltd.
Montreal, Que.
Direct connection with C.P.R. telegraph.

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & CO.
Hamilton and Winnipeg

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & Co.

Feature "King Oscar" Sardines during the social season and suggest them for making delicious, appetizing, dainty sandwiches for afternoon teas, etc. It will pay you well.

KING OSCAR SARDINES

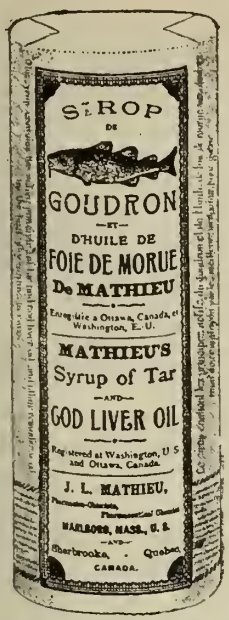
The finest flavored, highest grade sardines on the market. They are packed in pure olive oil from the best, selected bristlings caught in the cool waters of Norway.

You can highly recommend them to your better class of trade and know that their tempting, wholesome flavor and quality will always insure repeat orders.

YOU DEALER CAN SUPPLY YOU.

Canadian Agents:

John W. Bickle & Greening
Hamilton, Ontario



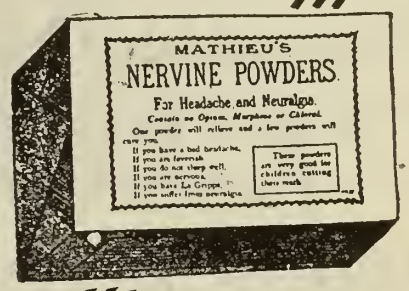
Mathieu's Syrup of Tar and Cod Liver Oil --- a splendid body builder.

You'll get splendid results from a display of

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

MATHIEU'S NERVINE POWDERS

There will be few of your customers this winter who will not need a good, dependable cough remedy or a reliable nerve powder like Mathieu's. Keep these nationally known lines well displayed during the cold weather months. Their curative powers will please your customers and the profit margin is good.



J. L. Mathieu Co.

Proprietors

SHERBROOKE - - QUEBEC

Order from your wholesaler

MASTER MASON

Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

Florida Oranges
and Tangerines
Florida Tomatoes
California Celery
Iceberg Lettuce
Cauliflower
Sweet Potatoes
Cranberries
Marmalade Oranges
"Stripes Brand"
Florida Grapefruit
WHITE & CO., LTD.
TORONTO

The Best
Is Always
In Demand

One Quality Only

Good from Top to Bottom of Box

Golden Orange Navels

Sold only by

Hugh Walker & Son Ltd.

The House of Quality

Established 1861

Guelph -- Ontario

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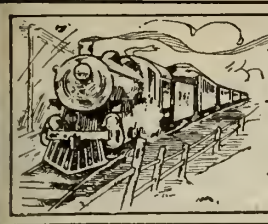
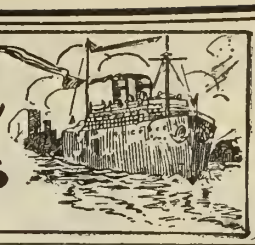


BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO - SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto

STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.

OPPENHEIMER BROS., LTD. Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day.

"SOCLEAN"

the dustless sweeping compound.

SOCLEAN, LIMITED

Manufacturers TORONTO, Ontario

Canada Barrels & Kegs, Limited

Successors to

The Chas. Mueller Co., Ltd.

Manufacturers of Tight Cooperage

Waterloo, Ontario

A. F. VINCENTELLI & CO.

ANTWERP (BELGIUM)

The oldest Corsican Candied Peel and Fruit Manufacturers

CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk Pickles, Mincemeat, etc.

POTATO MARKET EASY AND LOWER

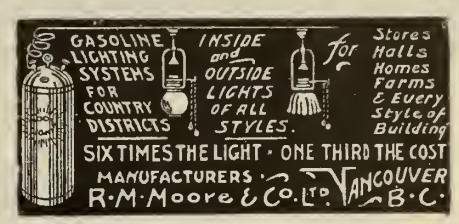
Potatoes continue to reach lower levels and with the large crop and no export demand there is a tendency for even lower prices.

FIRMER MARKET FOR FINE TEAS

Since the first of the year the demand for teas has been steadily increasing, particularly on the medium and the finer grades. As a result of this renewed buying activity stocks have been greatly depleted and critical buyers are finding it difficult to procure what they want. Prices in London and Colombo have also been rising rapidly and are now four to six pence per pound higher than at the close of the year.

Spot stocks are at fairly low ebb and as consumers are giving the better grades the preference, higher prices on teas showing good cup quality, can be expected.

These one-inch spaces only $2.20 per insertion if used each issue in the year.


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
For Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd.
VANCOUVER B·C·

CRESSY'S

CONCENTRATED FOOD FLAVORING EXTRACTS

Made from the purest ingredients. Many times stronger than Government standard. — Specify Cressy's when ordering Extracts.

John R. Cressy Co., 523 King St. TORONTO

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.

TRENTON - ONTARIO

FOR SALE

Choice Yellow Dutch Set Onions for spring delivery. Buyers would do well to get our prices before placing their orders. No order too large and none too small.

REID, EDIGHOFFER & SON,
Dashwood, Ont.

BARRELS

For all purposes. The best package for exporting. I can make them to suit your goods.

JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITION WANTED

POSITION AS TRAVELLING SALESMAN IN city or the Canadian West wanted by man with 5 years' practical experience in general store. Age 22. Apply Box 458, Canadian Grocer, 153 University Ave., Toronto, Ont.

SALESMAN WANTED

SALESMAN WANTED—WE REQUIRE A representative who has made a success in a retail store and who wishes to broaden his experience and at the same time increase his present earning power and immediate prospects. Salary and bonus on sales. To a man of ability and character this position offers a bright future. Write The MacLean Publishing Co., Ltd., Trade Newspaper Division, Toronto, Canada.

FOR SALE

FOR SALE — PROFITABLE GENERAL STORE and peddling business. Established 1882. Expenses light. Close to railroads. C. Southon & Son, Lakeport, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co.,

MISCELLANEOUS

LEARN SHOW CARD WRITING AT HOME—A salesman who can make Show Cards can always earn more money and is always sure of his position. Professional Show Card Writer will teach speedy system by mail to a limited number. For particulars write Albert Edgar, 20 Edgar Building, Windsor, Ont.

BUSINESS WANTED

WANTED — GOOD GROCERY BUSINESS doing around $40,000 yearly, in live town or city. Apply Box 502, Canadian Grocer, 153 University Ave., Toronto, Ont.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

RID-OF-RATS

Patented, is Non-Poisonous and can be used anywhere without risk of killing house pets or injuring human beings. Eight years on the market. If your dealer doesn't carry it, send direct to the manufacturer

THE BERG & BEARD MFG. CO., 100 Emerson Place, Brooklyn, N.Y

Price $1.80 per doz. boxes; $1.00 per lb. (Discount quoted upon request)

We also manufacture a very effective Gopher Exterminator

When Writing to Advertisers Kindly Mention this Paper.

Two big Lenten Specials made from Corn

MAZOLA

CROWN BRAND SYRUP

BOTH Crown Brand Syrup and Mazola will be used extensively through the Lenten Season. Many of your customers know them by experience and hold them in high regard. Sales, therefore, will be easy. Have you checked up your stock to see that you will have enough to meet requirements?

THINK of all the Griddle Cakes, Waffles, Muffins, Buns, Cakes, Doughnuts, Crullers, Pies and Puddings that will be made in the next six weeks with Mazola the wonderful Cooking Oil, and Crown Brand Syrup, "The Great Sweetener." Think, and order enough.

THE CANADA STARCH CO., LIMITED
MONTREAL

Makers of Mazola, Crown Brand Syrup, Lily White Syrup and Benson's Corn Starch

Will You Supply Him?

The farmer, the fruit grower—the man who realizes the value of effective spraying as a means of producing full crops of fruit and vegetables?

He knows that spraying is the only conceivable method of combatting the destructive insect pest, and he knows, too, that

C. P. INSECTICIDES

offer the safest, most economical, and most effective means of controlling the menace.

Here are some
C. P.
INSECTICIDES
worth recommending

Dry Lime Sulphur

Paris Green

Sprayide

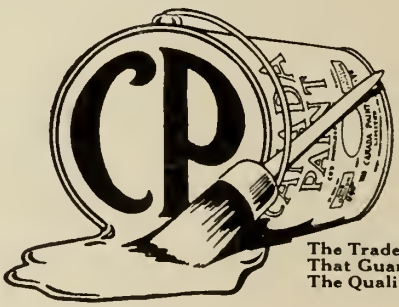
Arsenate of Lime

Arsenate of Lead
(Dry and Paste)

Vigorous consumer advertising in important Canadian magazines and farm publications will serve to strengthen still further the confidence of farmers and fruit growers in the merits of C. P. Insecticides.

A stock of the lines listed here will enable you to cash in on the local demand. **Free spraying booklets** full of useful information concerning different spraying operations is part of the service rendered buyers of C. P. Insecticides.

Write for full particulars, prices, etc.



The Trade Mark
That Guarantees
The Quality

THE CANADA PAINT CO.

LIMITED

Makers of the famous "Elephant" Brand Genuine White Lead

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE: TORONTO, FEBRUARY 25, 1921 No. 8

Welch's

QUALITY FRUIT JAMS

WELCH Lades Quality fruit jams are absolutely pure and more than comply with pure food laws in the Dominion. Peachlade, Plumlade, Grapelade, Cherrilade, Strawberilade contain only the choice fruit for which they are named —and from which they are made. Nothing but pure sugar is added to any of them.

And Welch Pure Fruit Jams are 100% value because they are 100% eatable products. All are smooth and spread like butter. All are free from seeds, skins and pits. All are distinctly different from ordinary jams, each product having a flavor all its own.

Retailers should stock now this line of Welch Pure Fruit Jams. The No. 16 glass jars in which these jams are packed are just the size for frequent buying. And this year the sales will be quickened by more extensive advertising than ever before.

Your jobber will gladly give you full information and is ready to supply you immediately.

The Welch Co., Limited, St. Catharines, Ontario

Our Bill-Board Advertising

is reaching practically all the women of Canada, with our message of O-Cedar superiority.

We are making more women **want** O-Cedar—constantly adding to the already large number who have learned to entrust the polishing of their fine furniture and floors to O-Cedar Polish and the O-Cedar Polish Mop. Keep O-Cedar Products in a prominent place and they will practically sell themselves.

CHANNELL LIMITED
TORONTO

O-Cedar Polish

THE "QUALITY" THAT SELLS

CLARK'S Prepared Foods

Corned Beef
Roast Beef
English Brawn
Irish Stew
Ox Tongue
Lunch Tongue

Pork and Beans
Soups (13 kinds)
Potted Meats
Cambridge Sausage
Veal Loaf
Beef Loaf

Tongue Ham & Veal, Canadian Boiled Dinner, Sliced Smoked Beef
Tomato Ketchup, Peanut Butter, Table Syrup
Spaghetti with Tomato Sauce and Cheese
And other good things

Made in Canada—By a Strictly Canadian Company

Sell Clark's -- Make Satisfied Customers -- Increase Your Business

W. CLARK, LIMITED
MONTREAL

Appearances Count Mightily

The successful dealer is the one who makes his store a shining example of neatness. He is every bit as jealous of the appearance of his goods as of their quality.

Imperial Floor Dressing aids the tidy storekeeper. It keeps down 90% of the atmospheric dust which is directly responsible for that undesirable, shop-worn appearance that repels the buying public.

Imperial Floor Dressing does more than reduce dust. It brightens floors and fixtures and gives them a like-new appearance that sells goods. It is the ideal cleaner and preservative for wood, linoleum or oil cloth.

One gallon of Imperial Floor Dressing is sufficient for treating upwards of 700 square feet. It does not gum or evaporate, consequently one application will last for weeks.

You will appreciate the sanitary, dust-killing qualities of Imperial Floor Dressing in your own place of business. It is also a profitable line for the dealer to stock.

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans, and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

IMPERIAL
FLOOR DRESSING

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

PURITY

OLD COLONY MAPLE SYRUP

Satisfies Everybody

How do we know that Old Colony Maple Syrup satisfies customers?—We have proof in these facts:—Never have we received one complaint about it, and our sales are constantly increasing.

Tests of Purity and Quality

When we began to produce "Old Colony" we determined that it should be the best, purest, and most delicious Maple Syrup on the market. The favor it has won, proves our success.

Old Colony has passed every Government test for purity, imposed on products using the word "Maple." And we consistently maintain the original high standard of quality—the result of skill and care in production.

Delicious Maple Sugar

Our Maple Sugar is equally superior. It is of the same stock as Old Colony Maple Syrup, and by expert treatment retains enough moisture to prevent it becoming too hard and dry with age.

Write for prices.
All orders billed through jobbers

Canadian Maple Products
Limited

250 Van Horne Street - Toronto

Representatives:

Man., Sask. and Alberta
W. H. Escott Co., Ltd., Winnipeg, Man.

British Columbia
Johnston-Lieber Mercantile Co., Vancouver, B.C.

Quebec
A. Dumoulin & Co., 1950 St. Denis St., Montreal, Que.

Maritime Provinces
Supplies Limited, Kentville, N.S.

By Appointment *to H.M. the King*

Crosse & Blackwell

have the highest reputation for quality. There is always a ready market for goods that are of the best, and it is recognized the world over that

Crosse & Blackwell

maintain a unique reputation for consistently supplying the best.

Price lists are obtainable from

Stewart Menzies & Co.
32 Front Street West
TORONTO

Small Sized Oranges are The Best Buy *Now*

Growing conditions in California this season have produced an orange crop with an unusually large proportion of the smaller sizes—216's, 250's, 288's and 324's are in plentiful supply, while the larger sizes are scarce.

Ask your Jobber for Prices on Small Sizes

Consider the attractive prices at which these small sizes can be sold and still net you a good profit. Note the selling prices on the chart below, which are figured to yield 25% margin on your selling price (which is equivalent to 33⅓% on your cost).

We wish to call your particular attention to the 216 size which is the most plentiful now. The 216 size and the 200 size are so nearly alike that it is difficult to tell them apart and the 216's contain 16 more oranges to a box. You can buy 216's at bargain prices.

These figures are selling price per dozen, NOT cost.

Size	Doz. in Box	$3.00 Box	$3.25 Box	$3.50 Box	$3.75 Box	$4.00 Box	$4.25 Box	$4.50 Box	$4.75 Box
216	18	23	25	26	28	30	32	34	36
250	21	20	21	23	24	26	27	29	31
288	24	17	19	20	22	23	24	25	27
324	27	15	17	18	19	20	21	23	24

THIS size situation is not a new one. Growing conditions vary each year. A similar situation existed several years ago, when there was an abundance of small sized oranges and a scarcity of the larger sizes. Merchants at that time learned how to turn it to their advantage. This is how they did it.

1. They bought at attractive prices the small sized oranges, which were then in most plentiful supply.
2. They displayed large quantities of the smaller sized oranges in the window all the time.
3. Instead of pricing the small oranges in the customary way, "by the dozen," they featured them in larger quantities by the peck, basket, bushel, half box and box.
4. Many offered odd quantities for even money, such as "19 oranges for 50c," "5 dozen for a dollar," etc., depending on size and cost per box, so that each customer bought more than the usual dozen.
5. Some made one day each week an "Orange Day" when they featured small oranges as "leaders" at bargain prices and thus attracted trade to their other lines.

This opportunity is here again. Use it to your advantage. Get quotations on all sizes and buy those which are cheapest. Try these plans in your business.

Write us for free displays and selling helps.

California Fruit Growers Exchange
LOS ANGELES

Flour Draws the Crowd

Purity Flour draws business for the retail grocer. The woman who bakes bread, cakes and pastry at home wants many more items than flour when she gets ready to bake—lard, raisins, baking powder, yeast, fruits, syrup, sugar, etc., etc. And, while she's making up her order for baking day needs, she thinks of other things her pantry lacks that your store can supply.

PURITY FLOUR

is a strong Western flour. You can recommend it for home baking of every kind.

The Western Canada Flour Mills Company, Limited
HEAD OFFICE: TORONTO

Eastern Branches:
Goderich, London, Hamilton, North Toronto, Ottawa, Montreal, St. John, N.B.

Western Branches:
Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg.

IMPERIAL EXTRACT COMPANY
Toronto, Canada

Selling Agents for Canada:
Harold F. Ritchie & Co.
LIMITED
Toronto and Montreal

Shirriff's
ORANGE MARMALADE

YEARS ago the dealer in foodstuffs had to create a reputation for the goods he sold. To-day he can sell goods that have earned a reputation for themselves.

Shirriff's Orange Marmalade is known throughout Canada for its unchangingly high quality. The wholesome goodness of Shirriff's Marmalade is responsible for the popularity it enjoys—and for the sure repeat orders that follow every sale.

It requires little more than a mention of the name "Shirriff's" to sell your customer absolute satisfaction and an abiding faith in your store. Surely it is worth a trial.

MACDONALD'S

The Best Known Tobaccos in Canada To-Day

THERE are eight kinds of tobacco pictured on this page. They are all Macdonald's. They are all made to meet **somebody's** idea of a perfect tobacco —and **every** smoker will find among them a tobacco to suit **his** taste.

These eight forms of Macdonald's are the best-known tobaccos in Canada. Their pictures are in the newspapers all over the country. The result—

More and more Macdonald's is being sold all the time. And the more Macdonald's sold the faster the retailer's turnover; the faster the turnover, the **greater his profit.**

And, after all, none of us are in business for our health.

The Tobacco with a heart

Genuine Italian Olive Oil

at Greatly Reduced Prices

A Special Offer to re-introduce "PURITY" Italian Olive Oil — absent from the market since the early part of the Great War which made it impossible to import further supplies until recently. An opportunity for YOU to replenish your stocks at BARGAIN PRICES. We have received a complete assortment of sizes, namely, 6 gal., 1's, ½'s, ¼'s, ⅛'s, and 1-16 gal. tins.

Advise us promptly as to your needs and we will quote you.

P. Pastene & Co., Limited

340 St. Antoine Street, Montreal

FISH

We offer to the trade for immediate delivery:

Salted Codfish—No. 1 Large, in 250 lb. barrels.
Salted Codfish—No. 1 Medium, in 250 lb. barrels.
Skinless Codfish—in cases of 100 lbs.
Skinless Fish—in cases of 30 lbs.
Dried Codfish—No. 1 Large, in cases of 100 lbs.
Dried Codfish—No. 1 Medium, in cases of 100 lbs.
Smoked Herring—
Labrador Herring—in barrels of 100 lbs.
Red Sea Trout—in barrels of 100 lbs.
Boneless Codfish—"Gem of the Sea," in 1 and 2 lb. packages.
Boneless Codfish—"Favorite," in 1 and 2 lb. packages, 20 to the case.

Ask for our price list—it will prove profitable to you. On request we will mail you our calendar.

LAPORTE, MARTIN, LIMITEE

Wholesale Groceries, Wines and Liquors

Phone Main 3766. 584 St. Paul St. West, Montreal

Eureka Refrigeration Equipment

This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

This is the Edmunds Improved Commercial Lighting Unit

"BRITELITE"

★ THE ★
BRIGHT STORE
IS THE
BUSY STORE

THE
"BRITELITE"
GIVES YOU
GOOD LIGHT
AND
ALL THE LIGHT

A Strong Combination—
Efficiency and Economy

Full Particulars on Application.

J. H. Edmunds Company, Ltd.
221-227 Richmond St. West, Toronto
Phones : Adelaide 6731-6732

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

KING OSCAR
BRAND SARDINES

A high-grade line of Sardines that you can offer your best class of trade with pride. They're packed from the finest, carefully selected, Norwegian-caught bristlings in pure olive oil, and their exceptional flavor and quality will invariably win approval and repeat orders.

Feature "King Oscar" Sardines during the social season. Their many uses in preparing dainty sandwiches for afternoon teas, etc., will make them excellent sellers.

Order a supply from your wholesaler.

CANADIAN AGENTS:
John W. Bickle & Greening
Hamilton, Ontario

BOXES AND CRATES

SUPPLIED BY

British Columbia Box Manufacturers

Combine Strength, Light Weight and Appearance

RAW MATERIALS, EQUIPMENT and SHIPPING FACILITIES equal to any demand.

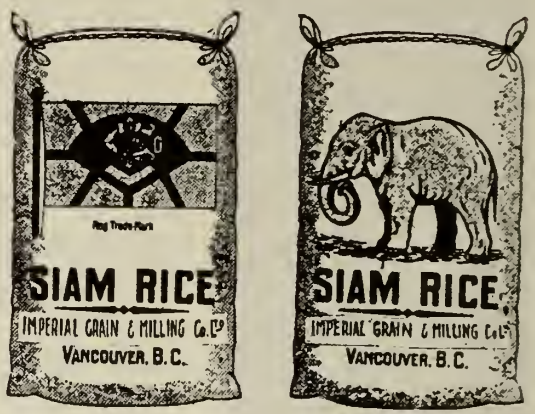
Enquiries addressed to the Secretary

Box Manufacturers' Section
Canadian Manufacturers' Association
VANCOUVER

will receive prompt attention

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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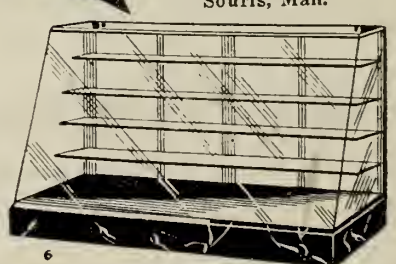
Head Office: Vancouver, B.C.

Arnett Silent Salesmen

are built to accommodate effective displays. Walk into an Arnettized Store and see how your attention is attracted by the appearance of the Silent Salesman. Let our experts arrange your store for more sales. Our illustrated catalog will show you the range of styles.

Thomas Lewis Arnett
Souris, Man.



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Calling on Grocers, Confectioners, Hardware, Stationers, and Ship Chandlery in British Columbia.
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Vancouver Office of Canadian Grocer
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Telephone Seymour 4337
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OFFICIAL CARTERS FOR
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G.T.P. and A. & G.W.
DISTRIBUTION—STORAGE—CARTAGE
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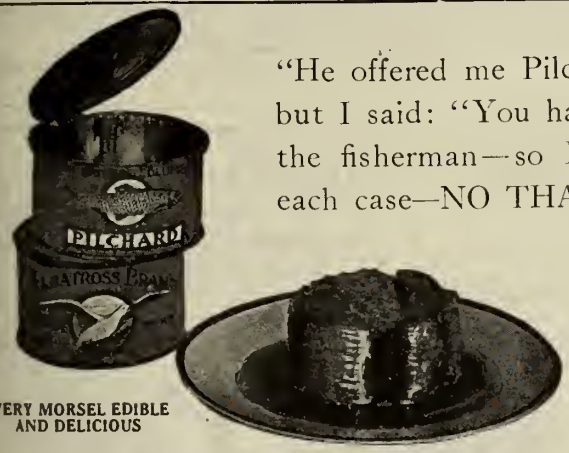
Members of the Canadian Warehousemen's Association



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"He offered me Pilchards a dollar a case cheaper than "Albatross," but I said: "You have to pay the same for cases, and cans, and to the fisherman—so I guess you save a dollar's worth of labor on each case—NO THANK YOU."

Clayoquot Sound Canning Co., Ltd.
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A Cigar Maker or Tire Manufacturer May Market Seconds

But you don't want Second Grade Fish.

WALLACE'S is—
The Best Fish that can be caught, in the Best Way it can be packed.

WALLACE FISHERIES LIMITED
VANCOOUVER

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

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Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
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Geo. W. Griffiths & Co., Ltd.
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Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
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Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

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Manufrs. Agents and Grocery Brokers
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WINNIPEG Estab. 1889

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Head Office: Winnipeg
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REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

GIBSON-PATERSON-BROWN LIMITED
Grocery Brokers and Manufacturers' Agents
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Stroyan-Dunwoody Co
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

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Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

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EDMONTON, ALTA. VANCOUVER, B.C.

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WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

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We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

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and
Winnipeg Warehousing Co.

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Wholesale Grocery Brokers and Manufacturers' Agents

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STORAGE
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Fourteen Salesmen Covering the West

If your line does not conflict we can give you the same service

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Wholesale Grocery Brokers and Manufacturers' Agents

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W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

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Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

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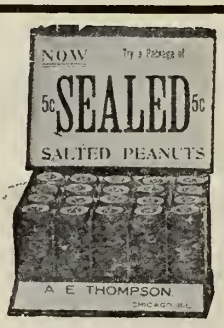
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**



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Packed in drum-shaped packages to retail at 5 cents. Forty packages to a carton. 22 cartons to a case.

Order from your jobber To-day

"Nifty Brand" whole blanched Jumbos, in 5 lb. tins, with envelopes. Packed in Canada by

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G. B. THOMPSON & CO., *Western Distributers, Winnipeg*
Eastern Representative: Walter S. Bayley, 120 Front St. E., Toronto, Ont.

RELIANCE

Water-Glass
Castor Oil
Glycerine
Sewing Machine Oil
Carbolic Acid (10%)
Ink, Mucilage

Order from your jobber or write us

RELIANCE INK CO., LTD., WINNIPEG

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Manufacturers' Agents
and Importers
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Halifax, N.S.; Winnipeg, Man.

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug
Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.
Concentrated representation within the Province of Ontario

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
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TORONTO

LOGGIE, SONS & CO.
Manufacturers' Agents
Brokers, Importers and Exporters
GROCERS, CONFECTIONERS
and DRUG SPECIALTIES
WE COVER LOGGIE, SONS & CO. CANADA
32 Front St. West
TORONTO CANADA

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
REPRESENTING
J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
Correspondence Solicited Agencies Wanted
LAING BUILDING, WINDSOR, ONT.

J. K. McLAUCHLAN
Manufacturers' Agent and
Grocery Broker
Warehouse and Distributing
45 Front St. East, TORONTO

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

H. C. BRENNAN
Grocery Broker and
Manufacturers' Agent
Booth Bldg. Ottawa, Canada

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Xmas Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

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OFFICES: 58 WELLINGTON ST. W., MONTREAL

Tell the Advertiser where you saw his Advertisement. . . .

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MANUFACTURERS' AGENTS AND GROCERY BROKERS

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H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections

18 Dalhousie Street, QUEBEC

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

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Commission Merchant

QUEBEC, P.Q.

PEAS WANTED

Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.

Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

TELEPHONE MAIN 7143

ST. ARNAUD FILS CIE.

GROCERY BROKERS

Importateurs & Exportateurs Pois et Feves Produits Alimentaires

Importers & Exporters Peas and Beans Food Products

ST. NICHOLAS BUILDING, MONTREAL

AGENCIES WANTED

We are open to market several good lines of food products.
Manufacturers interested in securing distribution—we invite correspondence.
We work the Retail and Wholesale Trade.

THE VLIT MANUFACTURING CO., LIMITED
K.C. Hannan, Manager (formerly with Liplon's). Montrea

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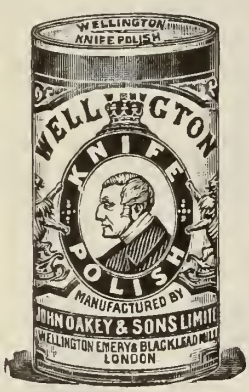

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

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Sankey and Mason, 839 Beatty Street Vancouver

California Raisins of all kinds.

Gosse-Millerd (Vancouver Pack) Canned Salmon in Sockeye, Cohoe, and other brands.

Also all pickled and frozen Trout and Herring.

LEMON BROS.

OWEN SOUND - ONTARIO

Maple

OTTAWA - 1900 - PARIS

"Highest awards in all countries for past 90 years including 1919"

"Your Syrup is superior to anything I have seen."
M. Mockford, Charlmond Road, London, England.

"The name SMALL is standard for Maple quality, and price past 90 years. Advertised in street cars and leading farm and home papers. Stocked by jobbers world over."

C. A. MANN COMPANY

Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry

Special Attention to Grocers' Orders.
Satisfaction Assured.

LONDON, ONTARIO
Phone 1577

THE WANT AD

will supply your **wants.** The world is full of **wants;** the **want** ad introduces the man who **wants** to Buy to the man who **wants** to Sell. Many of our subscribers **want** to add to their sales force; many of the clerks **want** to make new business connections.

Agents **want** to buy or sell something they **want** or do not **want.**

CANADIAN GROCER

wants to introduce you to the man who *wants* what you *want* to sell him. See the *want* ad. section on last page of this number. The rate for this service is very reasonable—Three cents per word for first insertion, two cents per word for each subsequent insertion and five cents extra per insertion for box number.

IT PAYS TO ADVERTISE

CANADIAN GROCER

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"Member Audit Bureau Circulations"
"Member Associated Business Papers"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV. TORONTO, FEBRUARY 25, 1921 No. 8

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H. V. TYRRELL, *General Manager*

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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway, Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401, Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $5 a year; single copies, 15 cents. Invariably in advance.

It cost us about $75,000.00 to redeem our pledge to the retail grocers of Canada.

In November, 1920, when we reduced the price of our BROWN LABEL SALADA by 15 cents a pound, we offered to relieve every merchant of his stock in hand and give him his money back. We also assumed all the expense of bringing it back to our warehouse and sending out the fresh stock.

Not a grocer need have lost one cent

How many articles in your stock are so completely insured against decline or lack of demand?

In SALADA you have a positive sale at a sure profit, for it is far and away the biggest selling Tea.

Is it not a needless risk for you to handle other teas?

SALADA TEA COMPANY OF CANADA, LIMITED

A Good Suggestion for An Attractive Window Display

Cartons for dressing such a window will be supplied free by

ROYAL ACADIA SUGAR

Acadia Sugar Refineries

Montreal Halifax

A Stirring Instalment of Heming's Famous Story

ARTHUR HEMING continues his remarkable story of Canada's Northland in March 1 MACLEAN'S MAGAZINE. In "Wild Animals and Men" he tells how he and Oo-Koo-hoo tracked and trapped wolverine, lynx, and other wild animals, and tells fascinating stories of battles of wits between the hunters and the hunted. The wiles of the Indians and half-breeds are pitted against the amazing, almost superhuman craftiness of the animals—and sometimes the denizens of the forest wilds outwit their human antagonists.

Fun at Opening of Parliament

J. K. Munro sat in his seat in the Press Gallery, Monday, February 14, when Parliament opened, and looked down with the good-natured tolerance and contempt of an iconoclast and a satirist at the proceedings. The members invariably amuse "J. K."; it takes a really big man to elicit more than scant praise from his sophisticated pen. His March 1 article is entitled: "Funny, as the Owl is Funny."

Other Big Features and Fiction

"Canada's Fur Future," by Agnes C. Laut. Telling what a potential gold mine Canada has in her fur industry, properly conserved and exploited.

"Goldwin Smith," by James Mavor, Ph.D. The personal side of the "Sage of the Grange," the man who was tutor to King Edward VII, before coming to Canada.

"More Political Memoirs," by Col. George H. Ham. Further stories of the "Solons of the Eighties," and Ottawa 30 or 40 years ago.

"Pawned," by Frank L. Packard. The story of a triple regeneration—in this instalment John Bruce declares his love for the "Pawnshop Girl."

"The Man Who Knew Too Much: The Bottomless Well," by Gilbert K. Chesterton. This Near-Eastern well and a revolving bookcase figure in a baffling murder story, handled by England's master of fiction.

"The Lady at His Door," by Barker Shelton. A girl takes a law course, graduates—but that doesn't mean clients. But she gets a partner—and for life.

"The Millionth Chance," by Henry Holt. An Adventurous sea story, with a girl skipper and a man who won her respect—and even her love.

Review of Reviews

Split Among the Socialists— Joseph Gollomb

New Wonder City— Agnes C. Laut

Where Humanity Started— New York "Times"

World's Worst Failure?— Harold Trowbridge Pulsifer

Birth Control and War— Harold C. Cox

A Pugilistic Apollo— Heywood Broun

MARCH 1st ISSUE on All News-stands 20c

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

Sell Quality

The advertising of Red Rose Tea appearing in the newspapers of Canada at the present time aims to drive home the old truism that it pays to buy the best.

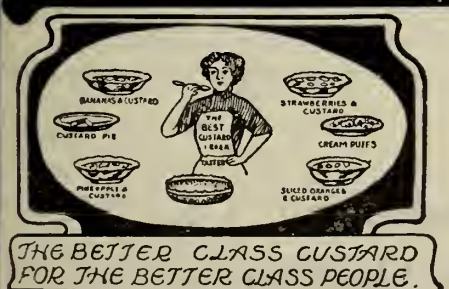
Red Rose Tea is a higher grade of tea. It is worth the little extra price. When you face your customer across the counter you can honestly recommend Red Rose Tea.

Red Rose Tea "IS GOOD TEA"

T. H. ESTABROOKS CO., LIMITED
ST. JOHN MONTREAL TORONTO WINNIPEG CALGARY EDMONTON

THE NATIONAL DESSERT of CANADA

NO HOME SHOULD BE WITHOUT IT



THE BETTER CLASS CUSTARD FOR THE BETTER CLASS PEOPLE.

The Most Attractive Package and by far the "Best and most delicious Custard Powder in Canada."

And the Best Value for the Money

The Harry Horne Co., Ltd., Toronto, Canada

First in Quality and Dependability

Your most particular women customers will appreciate its real high quality as a blueing. It has a great reputation on the market.

Every grocer wishing to keep up his sales record should never be without KEEN'S OXFORD BLUE.

It will satisfy every purchaser.

Magor, Son & Co., Ltd.

191 St. Paul Street W., MONTREAL

30 Church Street, TORONTO

You can always depend on Malcolm Milk Products

to win satisfaction, repeat orders and excellent profits through their superior quality and purity. Malcolm "all Canadian" lines are processed from the pure, rich milk of carefully inspected cattle and sealed in attractively labelled containers. Judged by past sales records they're sellers of the highest degree. It will pay you to specify *Malcolm's* next time you order.

The Malcolm Condensing Co., Ltd.
St. George, Ontario

CANADIAN GROCER

VOL. XXXV. TORONTO, FEBRUARY 25, 1921 No. 8

"Wholesale Distribution the Cheapest"

Manufacturers Testify Before Court in Case Against Wholesale Grocers' Association That the Most Economic Method of Reaching the Consumer is Through the Wholesaler to the Retailer—Case is Adjourned for Two Weeks

By Staff Correspondent of Canadian Grocer

TORONTO, Feb. 22—Evidence for the plaintiff in the action of the Attorney-General of Ontario against the Wholesale Grocers' Association of Canada, alleging a combine, was completed when the Court adjourned on Friday afternoon last. Mr. Justice Orde, who is hearing the case, adjourned for a couple of weeks, having to be out of the city, in the interim. When Court resumes, the defendants' witnesses will take the stand. Testimony in the last two days of the hearing last week included that of two representatives of two starch manufacturing companies, the general manager of the General Wholesalers', Ltd., and the president of the York Trading Co. These witnesses all testified in the hearing before the Board of Commerce in Hamilton a year ago, but in this hearing their evidence is more as to the direct relationship between certain manufacturers and of the wholesalers' association.

W. S. Ware, Canadian manager of the W. K. Kellogg Cereal Co., Toronto and Battle Creek, Mich., was the first witness on Wednesday morning last.

Mr. Roebuck produced some correspondence showing that Mr. Jolley had taken an order from Fearman Bros. for 100 cases of cornflakes in November, 1918. When Mr. Ware returned from the South in December he wrote to Mr. Jolley not to call on Fearman Bros. This, he said, was on account of instructions received from his head office. He did not recollect discussing the matter with any particular wholesaler.

"Do you know W. F. Morley?"—"Yes."

"Did you sell him at wholesale rates?"

"Yes."

"Was his financial standing satisfactory?"

"I never questioned it."

"Did you see anyone outside your own firm in regard to sales to Mr. Morley?"

"Mr. Morley's name had been mentioned to me by some wholesalers as a man who sold goods below the list price, but I don't recollect a specific instance."

"Did you have a discussion with Mr. Beckett?"

"Mr. Morley's name was mentioned by him."

"Was Mr. Morley continued on your list after that?"

"Yes, and until I received instructions from Battle Creek to close the account."

"The question came up in Mr. Beckett's office about selling to Mr. Morley. I pointed out that our competitors were selling him so Mr. Beckett wrote a letter to the London firm." Mr. Roebuck produced this letter and read it.

Mr. Beckett was ill and was not able to attend the investigation.

"Are you selling Mr. Morley now?"

"Yes, on instructions from head office received several months after the investigation last year."

"Are you selling Lumsden Bros. of Hamilton?"

"Yes, we are."

"Do you know when they became members of the association?"

"I do not."

"Have you received list of members of the Wholesale Grocers' Association."

"I think I did shortly after Mr. Pyke came to Toronto."

Did Not Have to Be Members

Answering Mr. Hellmuth, Mr. Ware stated his company sold to whomever head office put on their list regardless as to whether they were members of the Canadian or Ontario Association.

"You are selling to Mr. Morley now, although he is not a member of either association?"

"Yes, we are."

Evidence of J. Jolley

J. Jolley stated that in August, 1918, he was with the W. K. Kellogg Cereal Co. of Toronto and Battle Creek. He was calling on retail stores in Hamilton, taking orders to be filled through the wholesalers.

"What wholesalers were you authorized to sell?" asked crown counsel.

"W. H. Gillard & Co., Balfour, Smye & Co., Bristol, Somerville Co., James Turner & Co., and MacPherson-Glassco Limited. I was not permitted to sell Lumsden Bros. or Mr. Harris."

"When did you first sell Fearman Bros?"

"On November 13, 1918."

"Was that order filled?"—"Yes."

Mr. Jolley then recalled conversation he had had with Mr. Beckett in regard to selling "retailers." He considered Fearman Bros. were wholesalers. Mr. Beckett told him if he contined selling "retailers" he couldn't sell him.

Mr. Jolley referred to another conversation with Mr. Beckett later, in which he was told that Mr. Fearman had been to his house and had asked to be admitted to the association. Mr. Beckett had told him that if he conducted his business properly he would be admitted.

"Did you have any touch with the Attorney-General's Department."

"I saw a representative on December 8, 1919, in Hamilton, and I came down to Toronto at his request."

Mr. Beckett Favored Price Maintenance

Mr. McKay: "Was Mr. Beckett's contention that the manufacturer should establish his price from wholesaler to retailer and from retailer to consumer?"

"Yes."

"Wasn't he convinced that that would result in the cheapest method of getting goods to the consumer?"

"Yes; that was his argument."

"Didn't Mr. Beckett take the position that the manufacturer should not sell to wholesalers at a certain price and then sell to some retailers at the same price?"

"I couldn't say definitely as to that."

"He was contending that the Board of Commerce should regulate business on the above basis?"

"Yes."

Testimony of Mr. Adams

A. A. Adams, commission merchant, of Hamilton, followed.

"What lines do you carry?" asked Mr. Roebuck.

"Approximately 200 lines, but not all the general lines. I have about 400 customers. My business is to get hold of certain lines as exclusive agent for my territory. We sell, for instance, Lipton's tea to both the wholesale and retail trade."

"At different prices?"

"Yes, allowing us a profit in each case. We buy stocks outright from the manufacturer."

"Have you made application to purchase starch fram Canada Starch Co."

"I was purchasing a line in Chicago, but in 1918 the exchange made it difficult to compete. The duty is $1.50 per cwt. Then I wrote the Canada Starch Co., pointing this out, and made application for their product."

The reply was read by Mr. Roebuck, stating that the company did not feel like selling him, as they confined their sales to the regular wholesale grocery trade.

"Do you represent the T. A. Lytle Company?"

"Just two of their lines exclusively."

"Do you sell the others?"

"Yes, but only on a wholesale basis. I haven't the exclusive agency of these."

Cheapest Distribution Method?

"It has been given in evidence that the cheapest method of distribution is from wholesaler to retailer to consumer. What do you think of it?"

"There are firms who find selling from wholesaler to retailer the cheapest and best method. On the other hand there are large firms that have found they have to sell direct to the retailer to get their goods properly introduced."

"Do you think a wholesaler to be a wholesaler should sell all lines of goods?"

"No. I think it is a matter of choice. If I can make a living on selling a few lines I want to be able to do it."

"What is your overhead expense?"

"Seven per cent."

To Mr. McKay:

"You sell to both wholesaler and retailer at different prices?"

"Yes."

"You recognize the wholesaler has to sell what he buys to other retailers."

"Yes."

"You are one more link added to the chain of distribution. A manufacturer sells to you and you to a wholesaler and then the wholesaler to the retailer?"

"Yes, I admit that."

"Unless you perform a service you wouldn't exist?"

"Yes."

"In certain instances you have to do more than go round to wholesale houses?"

"Yes, we have to go to the retailers and endeavor to sell them the goods, either direct or they are placed through the wholesalers."

"Have you any idea as to what proportion your business is to the wholesaler and to the retailer?"

"I would say possibly one-eighth is to the wholesale trade."

"If you didn't have that wholesale business your percentage of cost would go up?"

"Yes. That business usually comes over the telephone and there is not much added expense to get it."

"If you handled all goods—such as bulk rice, tapioca, etc.—wouldn't your expenses go up."

"Yes, naturally they would."

"Since September of last year it has been more difficult to make a profit?"

"Yes, we have had to take some losses."

Mr. Hellmuth: "You have the exclusive agency for certain lines—Lipton's, for instance."

"Yes, also Dominion Match Co."

"The Dominion Match Co. appoint you to sell the trade and if anyone wants Dominion matches he must apply to you."

"Yes."

"And do you consider that is against the interests of the consumer?"

"Absolutely no."

"Could all the manufacturers sell direct to the retailer all over the country?"

"Not very well, although some manufacturers carry their own stocks and sell direct."

"You think the wholesaler is necessary?"

"Yes, I certainly do."

The Starch Business

"You are getting starch from the United States?"

"Yes, we sell both laundry and culinary starch to the grocery trade."

"Isn't there comparatively little laundry starch used in the average home?"

"Can't say about that, there is a lot sold."

"Would you be surprised if you heard that in Ontario there is only one-half pound per capita used?"

"No, that would still mean a lot of starch."

"Have you made any analysis between the United States and Canadian starch in so far as prices and quantity in cartons are concerned?"

"I found on Monday that the Canadian starches are underselling me about 5 per cent."

"In writing you about selling their starch, the Canada Starch Co. were honest in saying that they were confining their sales to the legitimate wholesale trade?"

"I have no doubt they were."

"You sell to whomever you please?"

"Yes, I maintain that right."

"Lists Only Form of Contract with Wholesaler" Says Manufacturer

"Wholesaler is Quite Essential to Our Distribution, Otherwise We Would have to Employ Travellers at Much Greater Expense," According to Testimony of Joseph Ruddy and Archibald Hutchison

Joseph Ruddy, vice-president of the Canada Starch Co., stated to Mr. Roebuck that his firm issued price lists advising the trade of changes.

"Are these price lists prepared in consultation with any one else?"

"Yes, with the St. Lawrence Starch Co."

"Are your prices and theirs similar?"

"We sell under different brands but our prices are similar for equivalent brands. We both make changes at same time; last time this was a reduction.

"We have no signed contract in effect with the wholesale trade but we refer in our price list to our terms. The price list is the only form of contract we have. There is nothing signed."

"What would happen if the list were broken?"

"I don't know, nothing has ever happened yet."

"Is there any understanding between you and the wholesaler re maintaining prices?"

"No, except I think they understand they would be cut off, although we have heard of some cutting but no action was ever taken by us."

"What discount do you allow?"

"Twelve and a half per cent."

Mr. Ruddy.—"I have told firms that when one wholesaler cuts others are liable to do the same and that would mean a cut in the profits to all concerned."

Little Change in 20 Years

"How long has your selling arrangement been in force?"

"About 20 years."

"What has been the increase in your

price in the 20 years?" asked Mr. Justice Orde.

"Twenty-two years ago corn was 28 cents a bushel and our starch was selling at 6 cents. To-day corn costs us about $1 per bushel and the starch sells at 8½ cents per pound."

Mr. Ruddy reviewed the starch business for some years back and referred to a number of starch factories that had failed for one reason and another. "After the failure of the British American Starch Co.," he said, "we found that our present method of selling through wholesaler to retailer was the cheapest one. We cannot profitably sell the retailer direct because of the small quantity of starch used in the household. If we had to sell to the retailer direct we would have to keep many travelers on the road, which would increase the cost at least double. At one time we did sell a few of the larger retailers but the wholesalers objected to us selling preferred accounts and leaving the others for them. So we changed our method and have since sold entirely through the wholesaler."

Wholesaler Is a Necessity

When the court resumed for the afternoon session Mr. Ruddy again took the stand.

"Do you consider the wholesale grocer a necessity?" Mr. Roebuck asked.

"Speaking for our own business, the wholesale grocer is quite essential to our distribution. It is much more economic, because if we had to employ travelers to cover the whole of Canada, our expenses would be so heavy that we could not compete with the American manufacturers. The wholesale grocer solves the problem."

"Did you ever do business with Fearman Bros.?"

"Yes, sir."

"When did you first do business with them?"

"In January, 1920."

"When did they first make application to be placed on your selling list?"

"I think it was in November or the latter part of October."

"What response did you give to these applications?"

"I told them that I would make some investigation before deciding to sell to them. I later went to Hamilton and looked over their place, to ascertain just what the nature of their business was."

"Was any information supplied to you by the wholesale grocers' association?"

"None whatever."

"What is your definition of a wholesale grocer?"

"A wholesale grocer is one who conducts wholesale trading, selling to the retail trade."

"Is Mr. Adams, of Hamilton, a wholesaler?"

"Mr. Adams, from his evidence, I would say is a specialty man, handling only certain lines, and just going after the easy business in the city."

"Has the American price of starch any influence in connection with the setting of your price?"

"Sometimes when they make very low prices we have to meet them."

"Are your prices below American prices?"

"Yes."

Mr. Hellmuth then cross-examined Mr. Ruddy.

Most Economic System

"You went to Hamilton and looked over Mr. Fearman's place. You did this without the intervention of anyone?"

"Yes, sir."

"You don't allow anyone to dictate to you as to how your business is conducted?"

"I do not."

"You believe in the present system of distribution?"

"It is the most economic. I believe that the naming of prices by a manufacturer, at which a line should be sold, is in the best interests of the consumer."

"You had no complaints from the Board of Commerce about your price list?"

"None whatever."

"You did submit price lists to the Board of Commerce, didn't you?"

"Yes, sir."

"It is a fact that from time to time you meet Mr. Hutchinson of the St. Lawrence Starch Co. and discuss with him prices on what you might call parallel lines?"

"It is."

Prices 25 Per Cent. Lower

"How do prices compare to-day with January, 1920?"

"Prices to-day are 25 per cent. lower."

"Haven't you a certain amount of stock made up from high-priced materials?"

"Yes."

"The consumer is getting the benefit now, isn't he "

"Yes, we are following the market downward. We adjust our prices from day to day according to the market prices of necessary materials."

"What proportion of your output does the wholesaler handle?"

"About 25 per cent."

"From your experience in the starch business you have found that this is the only way to distribute profitably?"

"Yes."

"Have either of these associations, the Canadian Wholesale Grocers' Association or the Ontario Wholesale Grocers' Association ever asked you to fix your prices?"

"No."

Confer on Prices

A. Hutchison, vice-president of the St. Lawrence Starch Co., was the next witness called.

"Do I understand that your price list is made up in conference with Mr. Ruddy?" the examination began.

"Yes. Our prices are similar to Mr. Ruddy's, as near as possible."

"Have you received a list of wholesalers?"

"I have it. It is very useful."

"Is the wholesaler essential to your business?"

"I would say wholesalers are absolutely essential to our business."

"Why?"

"We would have to go out and sell ourselves, if not for the wholesalers."

"If you were excluded from that service, would it be possible for you to carry on business?"

"It would be more difficult."

"What is a wholesale grocer?"

"A wholesaler is a man who sells goods in a wholesale way."

"Do you know the York Trading Co.?"

"Not personally."

"Did the York Trading Co. apply for goods?"

"That letter (referring to one in Mr. Roebuck's hand) would indicate that they did."

The letter was one dated January 7, 1920, from Fearman Bros. to St. Lawrence Starch Co.

"Did you make any inquiries about the kind of business Fearman is carrying on?"

"No. On account of fire we were not running around finding out if Fearman was a wholesaler or otherwise but later when I knew he was a member of the wholesalers' association I knew he was generally recognized as a wholesaler."

Mr. Hellmuth questioned witness re the fire and the company's inability to take care of more business.

"You knew, of course, when Mr. Fearman had become a member of the association he must be a wholesaler?"

"Yes."

"There is no obligation to hold with Mr. Ruddy's prices, is there?"

"Supposing we wanted to be unfair we couldn't be. The import duty from either England or United States makes it absolutely necessary for us to be honest."

"What would be the effect of the Canada people putting up their prices and you not?"

"We would have all the business."

"Could you fill the orders?"

"No."

"You don't meet purposely to fix prices?" Mr. Hellmuth asked.

"No."

Membership Not Essential

Archibald Hutchison, vice-president of the St. Lawrence Starch Co., was recalled to the witness stand when the court resumed on Thursday morning. Mr. Mackay in his cross-examination asked:

"Have you made membership in the wholesale grocers' association a condition necessary before you sell goods to a man?"

"No. As vice-president and general manager of the St. Lawrence Starch Co. I dictate its policy."

Mr. Hutchison in the course of his examination explained that there were three means of distribution, namely, direct, through the jobber and through specialty men. The wholesaler serves all over the country. He looked upon the wholesaler as the real means of reaching the retailer.

"Are there persons on your selling list who could not qualify for membership in the wholesalers' association?" Mr. Roebuck asked.

"Not to my knowledge."

"Are you selling to Harris, of Hamilton?"

"No."

"Are you selling to Morley?"

"No."

"You have said that there is no agreement between you and Mr. Ruddy. When you meet to discuss prices, and after you have your discussion, does Mr. Ruddy know what your prices will be, and do you know what his will be?"

"From my experience I know his costs are the same as mine."

"What was your attitude towards the York Trading Co.?"

"They were a small means of distribution. We did not need them, as we had already a number of distributors in Toronto."

"Was there anything in their organization that prevented you from selling them?"

"I have no knowledge of their organization."

In answer to a question Mr. Hutchison stated that the St. Lawrence Starch Co. is a privately owned company, operating under a Dominion charter, of which he was the largest shareholder.

Gillett Co. Agreements

George MacFarlane, general manager of the E. W. Gillett Co., was the next witness called. He was questioned regarding two agreements of the company. With these two agreements in operation, the retailer was bound to get his goods at the same price. In some instances a rebate rate is preferable because customers are more likely to live up to it.

"Are Medland Bros. on your list?"

"No. They have been on it."

"Why are they not on it?"

"Medland Bros. complained that a jobber had been delivering goods contrary to agreement. They were taken off the list at their own request."

"Have Medland Bros. applied recently?"

"The last time they sent an order they sent a marked cheque. It was not accepted because they were not on our jobbing list."

"Do you do business with the York Trading Co.?"

"No. We consider them retailers and not entitled to jobbing prices. Regarding Fearman Bros. we did not sell them prior to January 7, 1920."

"Could you carry on your business were you excluded from the wholesale grocers' distribution?"

"The present method is the most economic. We could carry on without them, but it would be much more difficult. We have always carried on through the wholesalers."

Sells Outside Association

"You have sold to a large number who have not been members of the association?" Mr. Hellmuth asked.

"Yes."

"And you have never been disciplined or dictated to by the association for so doing?"

"No."

"No threats were ever made if you continued to do so?"

"None whatever."

"We sell very little to the retail trade, but when we do, we sell at retail prices," witness replied to Mr. Hellmuth.

"But your freedom of action is absolute, isn't it?"

"Yes."

"You have pretty keen competition, haven't you?"

"Yes."

"Your prices are guided by current competition?"

"Yes."

"In handling these agreements, your policy is not to have prices cut?"

"Yes. Wholesalers are not permitted to sell at different prices. It tends to stabilize values. The channel through which goods must reach the retailer must be an even one."

"You believe you have a right to do this?"

"Yes."

"You don't feel, in doing so, you are holding up the consumer?"

"Certainly not."

"You claim the absolute right to choose your distributing medium and also to control the sale to the retail trade?"

"Yes."

Bought From Wholesalers When Manufacturers Refused Orders

H. R. Axton, Manager of General Wholesalers Ltd., Tells of Buying From Other Wholesalers Not in the Association When Unable to Get Goods From Manufacturers

H. R. Axton, president and manager of General Wholesalers, Ltd., was the next witness.

"How are your profits distributed?" was the first question Mr. Roebuck asked Mr. Axton.

"There are none to distribute. We sell at cost plus overhead."

Mr. Axton told the court that the authorized capital of the company was $50,000, all paid up, and the shareholders are the United Farmers' Co-operative Co. The company, however, is run separately from the U.F.O. "In the wholesale business we figure about 10 per cent. over cost. We issue a triplicate invoice. In selling to the members of the U.F.O. we issue these invoices. The first sheet is shorter than the other and does not have our name. It is returned to the U.F.O. and stamped with their name and sent to the consumer. At the end of each week we send them an invoice for these goods less 10 per cent. We do not make any money on these sales to the U.F.O. but we make a profit on goods sold to other retailers."

"What is your turnover?"

"Last year it ran slightly over one million dollars. Sixty thousand dollars was in groceries."

"Did you ever apply to the E. W. Gillett Co. for goods?"

"Yes."

"What was the result?"

"They said that they would consider it."

"Have you got their goods?"

"Yes, we bought them from other wholesalers."

"On what terms?"

"On an entirely different basis, of course. The wholesaler on transactions of this kind receives a margin of 7 or 7½ per cent."

"How about the Canada Starch Co.?"

"We obtained their goods in the same way as we got Gillett's."

350 Other Customers

"How many customers have you?"

"About 350, exclusive of co-operative stores."

"Do you buy from W. C. Macdonald Reg.?"

"We also handle their goods through the wholesale on a 7½ per cent. basis."

"The greater portion of the stock of your company is held by the U.F.O.?" asked Mr. Mackay.

"Yes."

"As far as your company is concerned, it is practically controlled by forty stores?"

"Our orders come from one source, the central organization of the U.F.O. The money from these stores is paid into the central organiation. So far as the U.F.O. business is concerned it is done strictly on the cost of doing business. Theoretically there are no profits. Losses are taken care of in the overhead."

"You say there are 350 retail stores your customers?" Mr. Hellmuth began.

"Yes."

"You do not keep travellers for the country?"

"No."

"Therefore with the exception of the U.F.O. stores you have little distribution in the country?"

"Yes."

"Is the treatment accorded city stores the same as U.F.O. stores?"

"There is a slight percentage of difference."

"In favor of the U.F.O.?"

"Yes."

"Then you do believe in giving the U.F.O. an advantage?"

"Yes."

Class Legislation

"That is class legislation, isn't it?"

"Yes."

"You hope your organization will grow?"

"Yes."

"And as you grow this discrimination will grow?" continued Mr. Hellmuth.

"I don't know," replied the witness.

"Why do you show any difference?"

"The business outside the U.F.O. stores is small as yet."

"But the outside retailer does help to pay for distribution to the U.F.O.?"

"Yes."

"Is each manager in these stores a salaried or a commission man?"

"Salaried."

"Then he has no incentive to make sales?"

"That is up to the manager."

"The directors of the U.F.O. and the General Wholesalers, Ltd., are the same?"

"Yes."

"It really is the aggregation of retail stores that run General Wholesalers, Ltd.?"

"The retail stores are branches of General Wholesalers, Ltd."

Believes There is a More Direct Method of Trading

Robert Dowson, of the York Trading Co., Tells the Court the Reason for This Organization's Existence And Its Experience With Manufacturers

Robert Dowson, president of the York Trading Co., told Mr. Roebuck his firm was a wholesale grocery company incorporated in May, 1919. He said the company came into existence through a number of retailers realizing that they could for their own benefit band together. They found, he said, that some of the manufacturers were selling to the large retail stores.

"Hence for our self-preservation and mutual assistance, we formed this company," he said. "It was formed with a subscribed capital of $14,000. They did not sell to the consumer."

Appealed to Board of Commerce

The Friday morning session opened with Robert McKay, K.C., continuing to cross-examine Robert Dowson, president of the York Trading Co. Mr. Dowson stated that he had applied to both the cost of living committee of the Dominion House of Commons and to the Board of Commerce, complaining that certain firms refused to place the York Trading Co. on their selling list. This was in 1919.

"Has the evidence of the Board of Commerce been recorded?" asked Justice Orde.

"The York Trading Co. made application that they should be sold to on the same terms as wholesale grocers. The Board of Commerce went into the matter and disposed of it by giving a decision adverse to the York Trading Co. Is that correct, Mr. Dowson?" Mr. McKay asked.

"What brought the York Trading Co. into existence? Was it that you believed that some manufacturers were selling departmental stores at a lower price—were treating large retailers as though they were wholesalers? Is that right?" Mr. Hellmuth asked.

"Quite correct," said Mr. Dowson.

"Then if all retailers were on the same footing and manufacturers sold to them and lived up to it, there would be no reason for the York Trading Co.?"

"No."

"Have you evolved a better method of distribution than the one now existing?"

"By a more direct selling method," replied Mr. Dowson. "The principle has been demonstrated all over the world."

"What is this system of direct selling?"

"By eliminating a certain amount of the machinery. By doing away with travellers."

"Then how is the manufacturer going to deal with the small outlying districts?"

"By selling more direct."

"You mean to say that the manufacturer could go into every city, town, country cross road and sell their goods? They would have to send out armies to do it."

"Manufacturers in England are dealing more direct with retailers."

Dealing More Direct

"Is a manufacturer of baking powder going to deal direct with the retailer?

"Yes."

How is he going to get his goods to the small merchant?"

"I will answer that by asking another question. How do the mail order houses, much to our chagrin, deal directly with the outlying districts?" Mr. Dowson retorted.

"Do you want to eliminate the small retailer in these small country places in favor of the mail order houses in Toronto?" asked Mr. Hellmuth.

"No, sir. But there could be more direct trading."

"Then you suggest that the manufacturer should have his customer send his order, accompanied with the cash, direct to the manufacturer, and eliminate the wholesaler? Is it your theory that the total or partial elimination of the wholesale grocer should be effected?" asked Mr. Hellmuth.

Mr. Dowson objected to answer this, but finally replied, "No, sir."

"Then if the wholesaler is to remain he must have proper distribution to the retailer. I take it then, that according to your views there might be, in certain instances, more direct trading between the manufacturer and the retailer."

"I suppose it comes to that," replied the witness.

"Then who should be the judge?"

"The Board of Trade should decide matters of that kind."

"Did you say that certain manufacturers would not sell to the York Trading Co.? Who are they?"

Mr. Roebuck—"I object."

Mr. Hellmuth—"You have manufacturers who do sell to you, and you take advantage of every wholesale price?"

"Yes."

"You think that perfectly reasonable?"

"Yes."

"How many manufacturers serve you?"

"About half a dozen."

"I want the figures. How many manufacturers can you deal direct with?" asked Mr. Hellmuth, with some heat.

"Maybe over a dozen. I cannot tell without the list before me," replied the witness.

"Then the great bulk of your goods are bought from other dealers. Do you make any difference in prices to your customers when you get goods at wholesale prices?"

"We treat all goods on their merits. If we get a large amount of profit on one line, it helps to make up on others that are not so profitable."

"You get an article at retail price from the manufacturer, what price do you charge your customer for it?"

"There are few instances where we buy from the manufacturer and are treated as retailers. In cases like that we buy mostly from jobbers."

"Do you buy anything from manufacturers?"

"Yes, some."

"Then supposing you buy an article

for one dollar, what would you charge the retailer for it?"

"I have not the books here and cannot tell you."

"Are you a practical man at all? Can you not name one article that you are familiar with that you can tell us what you paid for it—and what you would charge the retailer for it," insisted Mr. Hellmuth.

"I cannot remember," stated Mr. Dowson.

"We have to take it that you can't give us a single article. Is that a fair way of stating your attitude?"

"I can't remember."

"Can you get the figures?" Mr. Roebuck asked.

Mr. Hellmuth—"I do not want the figures. I want to test this witness' knowledge."

"You buy from certain manufacturers. Is it your desire to eliminate anyone?"

"No."

"Is it your desire to put restrictions on trade?"

"No."

"Is it your desire to say who shall deal and who shall not?"

"No."

Mr. Justice Orde questioned the witness regarding being compelled to sell to anyone.

"Do you mean to say, if I walked into your store you are compelled to sell me?" asked Mr. Justice Orde.

"Yes," replied the witness.

"That's a new theory," said Mr. Justice Orde.

Declares Chain Stores the Most Economic Solution

James Knowles, in Testifying in Wholesale Grocers' Case, Tells the Court His Opinion in Solving Distribution Problems

James Knowles, of the Wholesale Grocers, Ltd., said that they had been in business for one year and that the stockholders were for the most part retail grocers.

"What is your percentage of overhead?" asked Mr. Roebuck.

"About 6 or 6½ per cent.," replied the witness.

"Do you maintain strict selling prices on proprietary articles?"

"We do. At least 90 per cent. of them."

"How about the other items?"

"We meet competition."

"You sell some articles below?" asked Mr. Roebuck.

"Yes."

"Is that profitable?"

"No," replied the witness, "but the wholesale trade make it a practice to give special prices to favored customers."

"Name some wholesaler who cuts the price on proprietary articles," asked Mr. Roebuck.

"I would prefer not to give names because it applies to 75 per cent. of the trade," he replied.

Mr. Justice Orde:

"How do you know 75 per cent. of the wholesale trade cuts prices?"

"Because I know the trade," replied the witness.

"That statement is made on hearsay and is not founded on facts," remarked Mr. McKay.

"I have seen it through the retail trade," stated Mr. Knowles.

"How do you know it?" insisted Mr. Justice Orde.

"I have seen those invoices," replied Mr. Knowles.

Justice Orde could not see how this could be taken as evidence without producing the invoices and stated, "These people should be subpoenaed to be present and bring the invoices."

"Can you give any evidence as to cuts made by the manufacturers who are defendants in this action?" Mr. Roebuck asked.

"I do not think any manufacturers cut prices."

"Can you give an instance where the resale price as set by the manufacturer has been cut by the wholesaler?" asked Mr. Roebuck.

"I prefer not to betray confidences," replied the witness.

Chain Stores the Solution

"What is the most economical method of distribution?"

"Chain stores," replied the witness.

"By buying from wholesalers or manufacturers?"

"Some wholesalers and some manufacturers."

Cross-examined by Mr. McKay, Mr. Knowles stated that he had been a convert to the chain store method of distribution for the past four years.

"Have you ever investigated the history of any chain store?" asked Mr. McKay.

"No."

"Would you be surprised to hear that many of the best writers in trade magazines maintain that the chain store is very expensive?"

Mr. Knowles intimated that he would and claimed the chain store eliminates the credit and delivery systems which are very expensive.

"No doubt you are aware that the proportion of individual retail grocers in Buffalo as compared to chain stores is very small, and it is the same in Cleveland," said Mr. Knowles.

"Yes, and I know that a great many people in Buffalo and Cleveland believe that it has led to a very evil condition," said Mr. McKay, who pointed out that the chain store system had resulted in state interference on account of five firms getting control of the chain store system, and to a large extent cornering food.

Mr. McKay pointed out that most retail grocers lived in their places of business and that naturally they could run their business cheaper than under paid management.

"A matter of opinion," said Mr. Knowles.

"Your idea is that a paid manager is more efficient than the man who owns the business, and has his own money invested?" said Mr. McKay.

"Usually, yes."

"Are you going to eliminate the delivery system?" asked Mr. McKay.

"To a great extent."

"So if you can get business down to a system when everyone will carry and pay cash, goods are going to be bought cheaper."

"It is being done."

"Only because another business alongside is doing business on the old plan," said Mr. McKay.

"Do you think business as a whole is going to be run cheaper under a separate management, from a central organization?"

"Yes."

"Then where is your competition?" asked Mr. McKay.

"From departmental stores and other chain stores."

"How is the retailer to be assisted to hold his present position?"

"By being able to buy as cheap as chain stores," replied Mr. Knowles.

The Cheapest Method

Mr. Knowles stated that the cheapest method of distribution was to sell direct to the retail trade and eliminate travellers.

"Then you don't consider travellers necessary?"

"No, not in our business. We do not consider them at all necessary," said Mr. Knowles.

"Then who will take his place?"

"The mail and telegraph."

"You mean to say that the retail grocer is going to sit down and write out his order and send it in? How is he going to find out who is selling raisins and currants the cheapest?"

"By circulars issued by the wholesalers and sent through the mail," said the witness.

"Your theory is that all lines could be sold cheaper if the travellers were eliminated, but retain the wholesale houses?"

"Yes."

Mr. McKay then asked the witness if he intended to eliminate his travellers.

Mr. Knowles stated that they were an unnecessary expense but they were keeping them to establish the business but

he did not consider them absolutely necessary.

"Any manufacturer ever refused to sell you goods?" Mr. McKay continued.

"Some have on the grounds that they had a sufficient number of distributors," said Mr. Knowles.

"Have you made any distribution of profits?"

"No, we have not, but we have declared a dividend."

Witness stated that their overhead was 6¼ per cent. but on some lines their profit was only 2 per cent. He admitted that if goods were sold at less than 6¼ per cent. it would be at a loss but that the amount would be made up other ways.

Credit or Cash System?

I. F. Hellmuth, K.C., asked the witness if the credit business could be changed to a cash business.

"It can be changed," replied Mr. Knowles.

"Do you mean to say that all the business of the world could be done on a cash basis?"

"Retail business."

"Why should not wholesalers do business for cash? Should manufacturers pay cash for raw material?"

"That is his option. It would obviously be the outcome."

"Then the whole business of the world would be done on a cash basis. Did it ever occur to you that the actual cash is a mere fraction of the amount of business transacted? Do you realize the fact that the world could not go on for one day without credit? Do you know that?"

Mr. Justice Orde: "We could go further and ask where all the money would come from?"

"Cash business is being done to-day," said Mr. Knowles.

"Do you not recognize that the business done to-day is on credit?"

"Not as much," said Mr. Knowles.

"More to-day than ever," said Mr. Hellmuth. "Doesn't the British Empire do business on credit?"

"Yes," replied Mr. Knowles.

"Isn't France doing more and more on the credit basis?"

"Yes."

"Don't you know lots of people can't pay cash until they get the money?"

"Yes. Lots of people get credit when they could pay cash," replied the witness.

"Could the unemployed get groceries if they had to pay cash?" continued Mr. Hellmuth.

"Yes, if they were thrifty and had saved up money," replied Mr. Knowles.

"Then if a man had been steadily employed and was suddenly taken ill without sufficient money he must either do without food or borrow money from the bank. Do you know of none that deserves credit?" asked Mr. Hellmuth.

"No," replied Mr. Knowles.

Wholesaler and Jobber One

W. F. Morley, a Toronto grocery jobber, in his evidence stated that there was no difference between a wholesaler and a jobber. He sells to the retailer and sometimes to wholesalers.

"Do you sell the consumer?" asked A. W. Roebuck.

"No."

"Sell hotels or restaurants?"

"Only one," replied Mr. Morley.

"Could you fill what is termed an opening order?" asked Mr. Roebuck.

"Yes, I would accept any opening order. There may be a few articles that I do not carry in stock but I could get them from other wholesalers," replied Mr. Morley.

Mr. Roebuck: "Are you a member of the Wholesale Grocers' Association?"

"No."

"Did you make application for membership?" asked Mr. Roebuck.

"Yes.

"At what time was it you made application for membership in the association and to whom?"

"Mr. Pyke, shortly after I went into business."

"What occurred after that?"

"I told Mr. Pyke that if I joined the association I wanted the same privileges as other members," replied Mr. Morley.

"Was anything said that would indicate what you meant?"

"No."

"Are listed goods being sold at the list price?"

"Listed goods have been cut more or less and to-day listed goods are cut more than ever," replied Mr. Morley.

"How about Gillett's goods?" asked Mr. Roebuck.

"Well, I wouldn't say Gillett," said the witness.

"Ever asked to attend a meeting of the association?" asked Mr. Roebuck.

"Yes, I was asked to attend an association meeting," replied the witness.

"Who else was there?"

"Mr. Kinnear, Mr. Eby, Mr. Hudson, Mr. Sloan and Mr. Pyke," said Mr. Morley.

"Was Mr. Pafford there?" asked Mr. Roebuck.

"I don't think so," replied witness.

"What happened at the meeting?"

"Discussion on selling the York Trading Co. and the U.F.O.," replied the witness.

"Anything else?"

"Mr. Eby had a list of the members of the York Trading Co. and was rather surprised that this company had so many," replied Mr. Morley.

Mr. Roebuck asked the witness if he sold corn flakes and what was the percentage of profit. Witness replied that they cost $4.25 per case less 60 cents, which would be about 14 per cent. Witness replied that he knew of some that were sold for $3.50 per case and that if a man was to buy 150 cases and paid for them in ten days, he would sell them for 2½ or 3 per cent. in order to compete with some of the other wholesalers.

"Do you know of your own knowledge where any cut that you have given retailers has been passed on to the consumer?"

"There is no doubt that some retailers would not, but there are others that would," replied Mr. Morley.

"Do you handle Gillett's goods?" asked Mr. Roebuck.

"Occasionally."

Turnover of $950,000

"What was your turnover last year?"

"$950,000," replied the witness.

"What was your cost of doing business?"

"Well, I haven't figured it out," replied the witness, "but I should say 3½ per cent."

"Your salary figured in this 3½ per cent.?" asked Mr. Roebuck.

"Yes," replied Mr. Morley, "and it is very respectable."

"Will you tell us how you do this business?" asked Mr. Roebuck.

"By circulars," replied Mr. Morley.

"Any travellers?"

"No, but I sometimes travel myself."

"Then your sole method of getting business is through these circulars?" said Mr. Roebuck.

"Yes."

Mr. Morley stated that he carried a stock of $65,000 but it was not all in one place. He has three warehouses and orders are filled from them.

"If manufacturers refused to sell you, what would happen to your business?"

"Forced to go out of business," replied the witness.

"Supposing one-third were to refuse to sell you, what would happen?"

"It would be very serious," admitted the witness.

"Is there any change in so far as the association is concerned?" asked Mr. Roebuck.

"Well, they are not dangerous," replied Mr. Morley, "they are very quiet this last year. As tame as pussy cats."

"That is a very interesting answer. If there is no danger from the association why does the Attorney-General want an injunction?" said Mr. Justice Orde.

"Even if Mr. Morley is able to survive this competition, there are others who cannot and I submit that they should not be subjected to the strain," replied Mr. Roebuck.

Mr. Morley admitted that the largest profits are made on goods that are not listed, such as rice and tapioca. He stated that on listed goods the price was set by the manufacturer, but on the other lines he watched the markets carefully and bought according to market conditions.

Sells 500 Cases of Canned Goods

A Merchant Who Talks Quantity Sales Instead of Single Cans, Sold the Above Number of Cases in a Period of Five Weeks—Customers Use More When They Have a Quantity on Hand.

A MERCHANT in a midwestern Ontario city sold five hundred cases of canned vegetables during a period extending over just five weeks.

How?

Simply by talking quantity lots instead of the usual single can. This merchant figured that it cost no more to sell a dozen cans, or a case of canned goods, to one person than it did to sell one single can. The housewife, too, will use more, when there are a number of cans in the house. He therefore laid his selling plans accordingly, reducing the price a trifle and advertising, by newspaper and window displays, "to buy a case of canned vegetables."

Customers Use More

Some merchants might say that if it is necessary to reduce the price of an article in order to sell a quantity, it is better not to have a large turnover. This merchant did not figure that way. He figured his profit on turnover and proved that his theory was correct. His profit on the five hundred cases in five weeks' selling campaign was as large as he would ordinarily make in spreading the same number of cases over a period of six months, or that would be the length of time it would take to sell that number by the usual method of selling, one or two cans at a time. Not only that, but he found that his customers were using more, because it is human nature to use more when there are quantities around.

Pecks Instead of Pounds

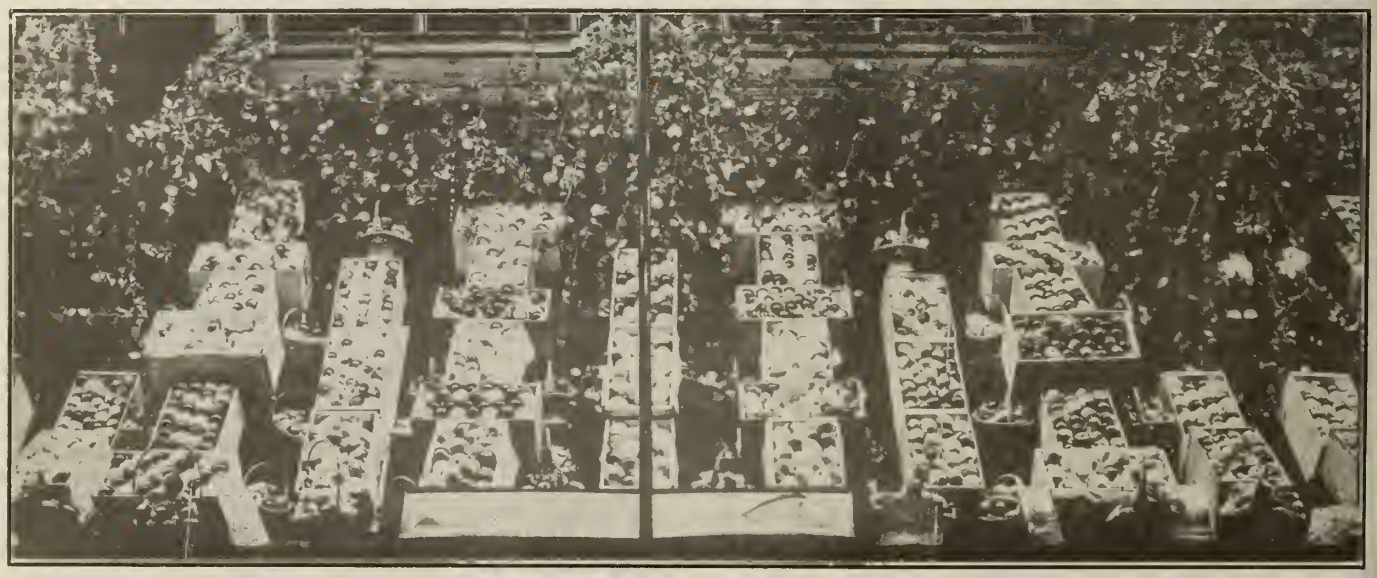
During last spring when new potatoes were just arriving from the south, a merchant planned to sell a large quantity. His neighbors were also handling new potatoes and perhaps selling quite a lot by the usual method of placing a basketful at the front door and marking them up at so much a pound or a quart. This other merchant not being satisfied with just an ordinary turnover, decided to break away from the regular routine of selling new potatoes by the pound. He purchased twenty-five barrels, getting as an inducement 50 cents less per barrel on the regular purchase price by buying in that quantity. He dumped some five or six barrels of potatoes in one window, which made a striking exhibit. A price card was placed in the window with the price at so much a peck. The result was that every person bought a peck, whereas if this merchant had talked of pounds, his individual sales would have been very small. This merchant kept this up for a period of ten weeks and his weekly sales averaged twenty-two barrels.

The following autumn this merchant used this same idea with apples, only in the case of apples he marked them up at so much a box.

The experience of these merchants brings home the lesson that one of the surest ways to quicken the readjustment process, and to again bring confidence to the buyers, is to sell goods, placing them before the public in such an attractive manner, that the customers will be forced to take notice. Talk dozens and bushels instead of the usual single can or measure. It may be a little harder to do this to-day than it was a year ago, when prices were advancing, but if the merchant puts force and enthusiasm into his selling arguments, pointing out the advantage of buying in quantities, the saving a certain sum on the transaction as well as the convenience and satisfaction there is in having a supply in the house, he will inevitably reap his reward.

Recently the writer had occasion to visit some Ontario towns and during the trip got into conversation with a fellow-traveller who said that he had purchased a case of a certain brand of canned soup. He had no intention of buying it when he went into the store, but noticing a goodly pile on display, casually inquired the price of a case. The merchant waxed enthusiastic over the quality and in consequence a sale was made. When the traveller arrived home that evening his wife told him that he had been foolish in buying that case of soup. A few days later, however, this opinion was considerably altered when some friends unexpectedly arrived for dinner. The stores not being handy, the canned soup was called into use and the

Where an Attractive Display of Apples in Boxes Meant Greatly Increased Sales



This effective arrangement of fruits brought gratifying results and should be an example for others to follow.

reputation of the house was saved. Since then this man said that he has purchased several cases of different kinds of canned vegetables. Do you get the idea?

Selling Whole Hams

Another merchant put an unique display in the window. In the centre of the window was a frying pan in which were several slices of ham. At one side was the balance of the ham from which the slices were cut. Arranged around were several whole hams neatly tied up. Cards were used urging customers to buy a whole ham and save money. This merchant said the display was a wonderful success and that more whole hams were sold the week of the display than they would ordinarily sell in a month.

Cuban Sugar Commission Now in Operation

Cuban Sugar Market Strong—Balance of Cuban Crop Under Control of Commission—Refined Sugar Firm at Present Prices

MONTREAL, Feb. 24.—(Special.)—The prospects for a firm and stronger sugar market are more evident than ever this week. In view of the declining market for raw sugar and the acute financial state of Cuba, a Cuban commission has been formed and the sugar producers in that country have pooled all their supplies to be controlled by the aforementioned commission. For a few days prior to the 21st of February the raw sugar market declined slightly on account of several producers putting their raws on the market in an effort to get their money out of their sugar immediately and to avoid pooling their supplies. This did not last long, for on Monday the market firmed up to the price set by the commission. This will at least guarantee a steady market for some time, but it is doubtful whether or not the commission will be able to control the raw sugar market. It is simply an effort on the part of Cuban growers to stabilize the market and get a better price than they have been able to secure during the last few months. Most Canadian refiners, however, are not refining from day to day what they are buying, but have supplies on hand bought previously and at a higher price than is now quoted by the raw sugar market. For this reason there is not likely to be any immediate effect of the commission in Canada, but it will be felt by the American refiners, who are buying and refining almost directly from the raw sugar market. From this it is safe to conclude that refined sugar in Canada will at least be strong at prices now quoted and there is no doubt that this is a healthy condition of affairs both from the refiners' standpoint and from the standpoint of the retail merchant.

Aiming at a Welfare Fund to Protect the Merchant

It was decided at the Retailers' Vancouver Convention last summer that the time had arrived when, in the interests of the retail merchants of Canada, greater assistance was required to fight some of the battles of the R. M. A. To cite one instance: During the fight over the Board of Commerce it required the sum of $1,000 to have the case of the retailers prepared and presented. The decision to go ahead with the case had to be made in a hurry, and had to be made without seeing the money actually in sight. There have been many similar instances in the history of the R. M. A. during the last twenty-five years. Irreparable harm might be done to the cause of retail merchants throughout the country if provision is not made to have legislation watched very carefully and all the interests of the R. M. A. safeguarded. It is beyond the present power of the executive officers to do this work with the money at their disposal; the membership fee is not yet sufficient to cover necessary and advisable expenditures.

Consequently, a Welfare Fund is being solicited from merchants all over Canada. Committees are being, or have been, appointed in the several provinces and in several of the large cities whose business it is to canvass the retail trade. There is nothing obligatory about helping with this fund, but the officers of the association, both Dominion and Provincial, all feel that it will commend itself to the judgment and the generosity of the retail merchants of Canada.

BELIEVES THE TIME OPPORTUNE TO SELL "MADE IN CANADA" GOODS

The Editor, Canadian Grocer,—

Is the time not opportune to start a campaign for "Made in Canada" goods? The Americans are trying to cripple us by endeavoring to pass the Fordney Tariff, and the Fordney Tariff certainly does not look like a friendly act.

By "Made in Canada" I mean goods manufactured by Canadian workmen and financed by Canadian capital (or British capital). American goods may be manufactured in a branch factory in Canada, but even though they are, they are still American goods, and before they could be classed as Canadian, and before Canadians should buy any more of their goods, at least 51 per cent. of the capital stock of the company should be held by Canadians, and they should also declare themselves publicly as being opposed to the Fordney Tariff, and should use their influence at Washington to have the bill withdrawn.

If Canadian goods are not available, buy British goods and our money will soon be on a par with American.

The Canadian workmen who are working in branch factories of American firms will not suffer as they will then be required by Canadian firms.

Thanking you in advance for taking up so much of your valuable space, I remain,

A LONDON GROCER.

London, Feb. 2, 1921.

Editor's Note.—The point should always be kept in mind that quality and price are dominant factors in the buying and selling of an article. When a Canadian manufactured product possesses these two qualifications and they are made sufficiently well known in the proper channels, there is little need for worry.

In connection with Dollar Day at St. Marys this week the local grocers report a splendid turnover. The windows of J. P. Rogers & Co., L. H. Reesor and W. A. Butcher contained much to interest the thousands of farmers and their wives who came in by motor and train and many of them took home large supplies of merchandise.

According to investigations carried out by the Japanese Department of Agriculture and Commerce there were 994 houses engaged in the manufacture of vegetable wax at the end of 1919. The amount of crude and refined wax manufactured during 1919 totalled 1,581,494 kwamme valued at 1,483,129 yen, respectively showing a decrease of 39 and 20 per cent. compared with 1918. The decreased production of vegetable wax is believed to be due to the falling off in the export trade since the conclusion of the war.

Will Erect New Type Pure Food Building

Decision Arrived at Between Food Products Association and C.N.E. Board—To Be Ready for This Year's Exhibition—First of Its Type To Be Built in America

TORONTO, Feb. 24 (Special).—At a well-attended and representative meeting of the Food Products Association held jointly with the board of directors of the Canadian National Exhibition on Thursday last, an agreement was arrived at in connection with the type of new pure food building to be erected this year on the grounds of the Canadian National Exhibition. It is now up to the Food Products Association to secure contracts from food exhibitors for space in the new building. When this has been done the city of Toronto will call for tenders and the erection will commence as soon after that as possible. At the joint meeting on Thursday, G. T. Irving, vice-president of the Canadian National Exhibition, presided. John G. Kent, manager, and a large number of the directors were present. The new building will be built after the model described in Canadian Grocer some weeks ago with some improvements suggested by the Food Products Association. The interior columns and entrances will be constructed of cream colored artificial stone. A false ceiling with an air space above to prevent the heat of the sun penetrating through the roof will be provided for if found necessary.

Open-Air Courtyards

One of the features of the building will be the nine courtyards. These are open air spaces inside the structure. The architects point out these will do away with the ventilation problem and will always mean that there will be plenty of fresh air through the building so that visitors will not have to go outside for it. They will be attractive in appearance with grass plots and fountains, clusters of electric lights, etc. The majority of the exhibit spaces will face these courtyards.

The accompanying illustrations will help the reader to visualize the interior and exterior of the building.

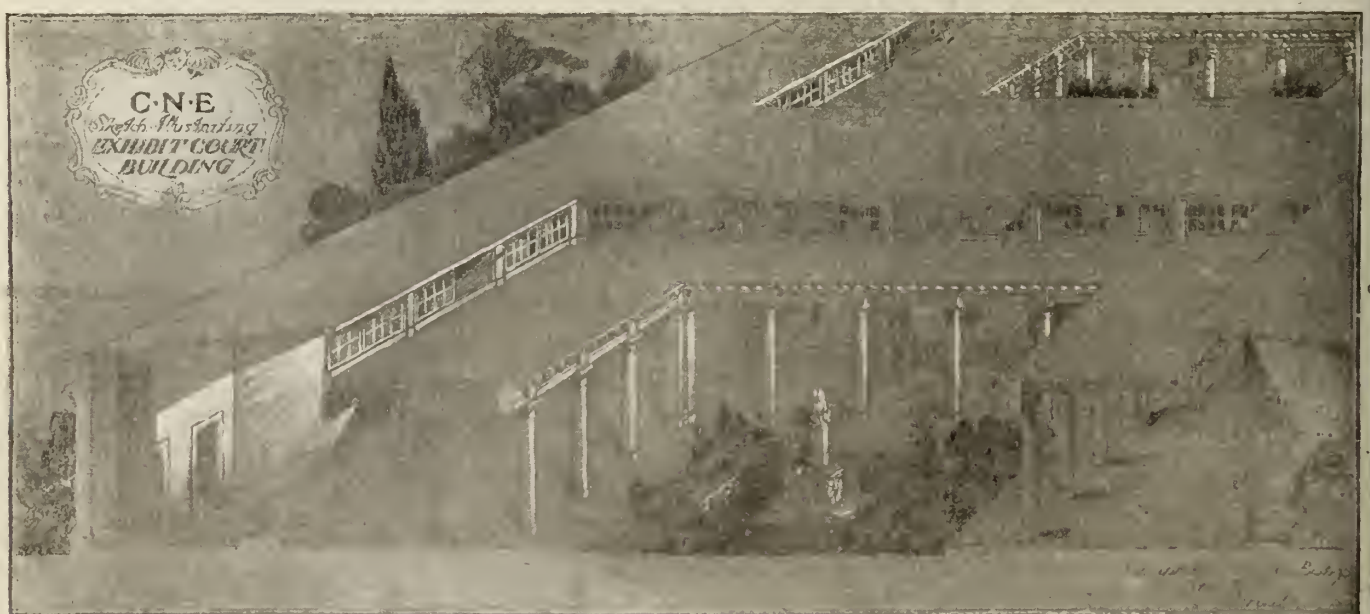
The approximate cost of the new building is $150,000 based on exhibit space of about 30,000 square feet. It was estimated by the city architect that the cost of the old type building with a similar amount of exhibit space would be approximately $275,000. It was felt that the new building, being an entirely new model, would be a great attraction and was finally decided on. The motion to this effect was made by H. C. Scully, of the Christie, Brown Company, and seconded by Thomas Shortiss, of the Quaker Candy Company. There will be trunk lines for electricity, gas, water and waste to each booth. The exhibitors erect their own booths and make their own connections. The unit of exhibit space is 12 feet by 16 feet in depth. Exhibitors may reserve two or more of these units as they desire. The 16-foot depth allows for a false wall at the rear of the building to permit of storage space, which has always been lacking in the manufacturers' building.

The following manufacturers were present at the meeting: H. N. Cowan, the Cowan Co.; James Wagstaffe, Wagstaffe, Ltd., Hamilton; Wm. H. Dunn, the Borden Co., Montreal; W. G. Patrick, W. G. Patrick & Co.; H. C. Scully, Christie, Brown Co.; M. Lennox, Gunns, Ltd.; Thomas Shortiss, Quaker Candy Co.; J. G. Harris, Langley, Harris & Co.; S. H. Moore and W. J. Briggar, T. Upton Co., Hamilton; Charles Miller, Red Rose Tea Co.; Dr. L. E. Pollock, City Dairy Co.; J. E. A. Kennedy and W. H. Hamilton, Wm. Paterson, Ltd., Brantford; Gerald Larkin, Salada Tea Co.; J. O. Elton, of Thos. J. Lipton; R. H. A. Sim, Swift Canadian Co.; Mr. Burbidge, Wm. Davies Co.; Mr. Scott, J. H. Wethey Co., St. Catharines; Alan F. Telfer, Telfer Bros.; W. George Varty, Walter Lowney Co. of Canada, Montreal; C. H. Ralph, the Bowes Co.; C. S. Anger, H. J. Heinz Co.; Mr. Levis, Canadian Milk Products Co.; R. P. Smith, Wm. Neilson, Ltd.; Harry Horne, Harry Horne Co.; Wm. Bowman, Holbrook's, Ltd.; H. C. Mendoza, Oliver Lee, Ltd.; Mr. Huycke, Canadian Maple Products, and the T. A. Lytle Co.

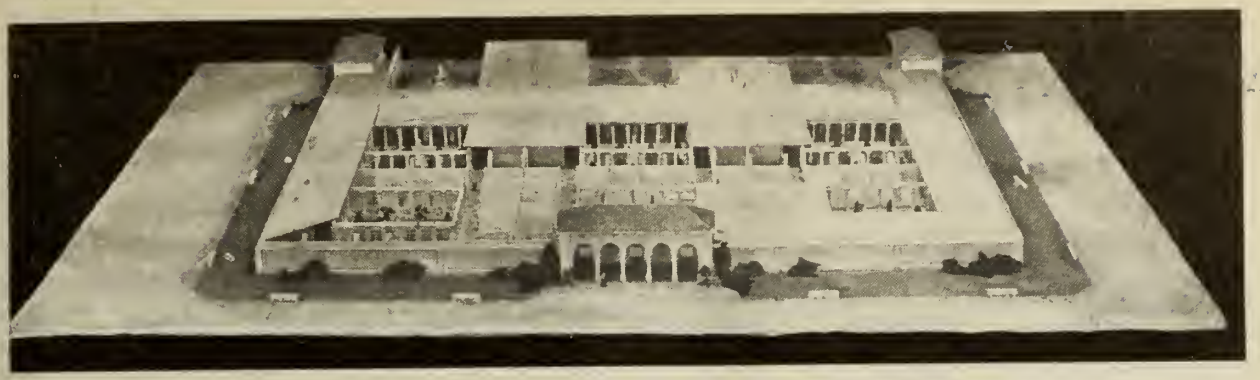
One-Third the Space Spoken for

The above firms were canvassed at the meeting to get an idea of the quantity of space they would require and 26 of them reserved approximately 10,000 square feet.

While the Food Products Association is securing contracts for the space, these will be passed over to the manager of the exhibition with whom the location of the exhibit will be taken up by each individual manufacturer.



This cut illustrates cross section of new Pure Food Building. One of the open-air courtyards is in the foreground. The pillars are shown between which visitors may walk to view the various exhibits. There will be nine of these courtyards. Decorative minarets on the top will give the building a more attractive appearance.



Above is from a photograph of the plaster paris model of the new Pure Food Building to be erected this year on the Canadian National Exhibition grounds. Part of the roof was taken off so that the location and arrangement of exhibit spaces may be seen. The cost is estimated at $150,000. Chapman, Oxley & Bishop are the architects.

Rain Does Much Damage to Rice

J. Howard O'Loane, of O'Loane Kiely Co., Ltd., Vancouver, Talks to Canadian Grocer on Crop Conditions in California

By Staff Correspondent of Canadian Grocer

VANCOUVER, B.C., Feb. 22.—J. Howard O'Loane, of O'Loane, Kiely Co., Ltd., this city, has returned after a visit to the firm's branches down the coast. Asked regarding trade conditions to the south, Mr. O'Loane said, "I was astonished to see the acres and acres of rice standing in the fields—fields too wet to permit of harvesting. In other fields the rice had been stooked, but not gathered. Even the rice that is harvested shows traces of rain damage. Prices on canned fruits are very unsettled. The prices at which various packs can be bought are not based on the market, or cost of production, but on how badly the owner needs the money.

"Raisins are in the best shape of any dried fruit. The home brew epidemic is credited with the way the price has been maintained in raisins. There is a big carry over in prunes. The steady rains are thought by some authorities to ensure big crops of prunes next year, too, and low prices are forecast. Peaches are long on the standard variety."

While many have been badly hit, especially in Oriental stocks, business is on the mend, says this merchant, and as values become deflated, there is a more general disposition to resume business.

New Groceteria Is Opened in Vancouver, B.C.

Vancouver (Special).—David Spencer & Co., Ltd., have opened their groceteria here. The first Saturday, the 12th, crowded the floor of the department to the limit. The same arrangement as in the Victoria store, described recently in Canadian Grocer, obtains in the Vancouver store. All articles are plainly marked with the price, as well as a large price ticket on each bin. The customer's basket is presented at a long counter for checking and wrapping; the bill, computed on an adding machine by items, is given to the customer. After paying at the cashier's desk, each customer presents his stub at the wrapping counter and receives the wrapped parcel.

Prices at Low Levels

The prices on many articles were noted to be below the present low level in Vancouver. Some grocers from the outskirts bought large orders for resale, stating that the prices were lower than wholesale. While some retail grocers deplore the practice of a retailer purchasing from a big competitor, and thus assisting him to buy more at quantity prices, others maintain that their business is "upon such trying times" that they need to buy where they can save a few cents, because of immediate need. Of course, that is exactly what their customers are also doing, buying where they can save a few cents on each item.

This is the second of the three big departmental stores to enter the groceteria field in Vancouver, and the small retailers are much perturbed.

Makes Pillars Attractive in A Novel Way

Montreal, Feb. 22.—A Montreal grocer has adopted a novel and attractive way of covering up what would otherwise be, to say the least, very unattractive pillars. At each side of both windows of a local grocery store stand out an iron pillar. They detract to some extent from the appearance of the window. Since these pillars could not be removed, the grocer obtained from a local manufacturing concern a number of their labels which they use on their canned goods. These labels were pasted on each of the pillars so that now it appears that four high columns of canned goods support the roof of the store. This idea of decorating the pillars is not only attractive but it is a good advertising scheme, both for the grocer and for the manufacturer whose labels are used. The size of the pillar to be covered will determine what is the best label to be used. In the case of this Montreal grocer the labels are so well placed on the pillar that it is very difficult to tell with the eye whether the roof is supported by a column of canned goods or by a pillar.

This method of using labels might be adopted in many places in the store. In some cases where displays are necessary labels might be substituted and give the appearance of a display of the goods themselves. In such cases the merchant will find the manufacturer is only too glad to supply the required number of labels to accomplish this purpose.

CATSUP DISPLAY IS REALIZING A STEADY TURNOVER

Scandrett Bros., of London, Ont., are featuring this week a display of catsup in one of their show windows. Bottles to sell at 20 cents each are very attractively arranged. In an adjoining window is a display of cans of corn, offered at two for 25 cents. Special attention is directed in both windows to the prices and that they carry a general appeal to shoppers is shown by the steady turnover.

Herbert C. Jay, grocer, Strathroy, Ont., was elected a member of the executive committee of the Chamber of Commerce at the annual meeting last week.

CANADIAN GROCER
MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886

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PROBLEM OF TAXATION

WITH the date of the annual federal budget approaching, the whole problem of taxation is in the minds of business men and investors. And it may be taken for granted that Sir Henry Drayton echoed the spirit of the people when he stated, as his opinion that Canadians recognizing the necessity of raising government revenue, were prepared to pay such taxation as was necessary. While the imperative necessity of raising government funds is generally recognized, it is also asserted that the present system of taxation is unjust.

Economists and business authorities are agreed that the Business Profits Tax must be abolished. The idea of the tax as adopted in all countries was to apply extra profits derived from business increases due to war to the purpose of paying for the war. It was an erroneous system of taxation fastened on the country under the exigencies of war pressure.

While a cancellation of the income tax system is hardly to be expected nor even wanted at this time by reasonably minded observers, a revision of the conditions and method of application is insistently needed.

William C. Cornwell, editor of *Bache Review,* and an advocator of turnover tax, expresses the situation in the United States as follows. His view applies with equal force to Canada:

"There is but one way out; one source untapped; one reservoir with almost unlimited supply; one method, simple, smooth-working, practicable and businesslike, instantly available, easy and economically administered —the Tax on Turnover—which the business of the country is rising in its wrath to demand, and which will be enacted in response to that demand because it will inestimably benefit every citizen of every class."

THE FARMER AND THE MIDDLEMAN

THE Western Grain Growers' organizations have made a success of their ventures in handling wheat, says The Financial Post. Good. Co-operation, when it leads to real benefits to a section of the community, is to be encouraged. But it does not follow that the same success can be attained in other fields of business. The Western Grain Growers have sustained losses of a large portion of their grain-carrying profits in the past couple of years in competing with the establishment of implement houses and lumber yards and in Ontario the U. F. O. has had experiences with sugar and some other commodities which have destroyed some illusions as to the simplicities of merchandising.

In Ontario the appointment of a trained provision expert at a big salary indicates recognition that there can be no successful departure from the laws and rules evolved out of many years of commercial experience. In Western Canada the conclusion has been reached that fine theories as regards the marketing of lumber will have to be discarded in favor of the system of the established lumber companies. We find President Hon. T. A. Crerar, of the U.G.G., in his annual report, saying:

"It may as well be admitted that this method of operation offers very little promise of success, and your Board is now inclined to the view that it will be necessary for the Company to establish a number of retail yards at suitable points where sufficient promise of success offers."

Let us here repeat what we have previously said that co-operative effort is justified when it can stand on its own feet and fairly compete with private enterprise. But experience in highly specialized business should be a warning that great care should be exercised in running credits and other ventures in the field of finance, especially if it is proposed to reap benefits for one section of the community at the expense of another through class legislation.

EDITORIALS IN BRIEF FORM

CATERING to the business of housewives is as essential to a man in a residential district as wheels are to an automobile.

* * *

STAGNANT book accounts, from all reports, are joining the Great Dodo and the Woofle Bird. They are gradually becoming extinct.

* * *

PUSH, patience, perseverance and persistence are noise about as the essentials to success. They might add "luck," and put a "p" in front of it.

* * *

A TORONTO merchant recently sent out calendars to his customers. On the calendars is painted a quaint little house, and below is the inscription, "The Dearest Spot on Earth." Some of his customers are wondering whether this refers to the house or the store.

* * *

SHATTERED almost in its inception, the United States Government employees' store scheme, which was expected to make the retail merchant superfluous to the army of Government clerks in Washington, D.C., already has begun to disintegrate. Its affairs, which have been going from bad to worse, have now reached the verge of a smash, in which the "co-oppers" face the necessity of putting up out of their own pockets a deficit of more than $8,000. Costs money to learn how to run a retail business.

Do Certain Prices Leave a Profit?

Foresight or Hindsight in Coping With Conditions?—Here Is An Example of Hindsight From an Eastern Ontario Merchant.

By HENRY JOHNSON, Jr.

HERE is an example of hindsight from an Eastern Ontario merchant:

Dear Sir:—Here is a matter that has been a scourge each Christmas for the past eleven years. I don't know how long before that as I was not in business before then. This is the cutting of prices on Christmas groceries, such as currants, raisins, peels, candies, nuts, in fact all lines for which there is a big demand at that season. Every year in this town some fool starts the thing and sells these lines at and below what they cost wholesale Result is we all have to follow suit or lose our customers. Instead of making a good profit out of these goods at a time when everyone must have them, we spend the whole month working for the benefit of the public. There is no need of price cutting when everybody needs a thing. If some must do it in order to give vent to their disposition trying to rob their brother grocers of their customers, why not leave it until after new year when trade is liable to be dull?"

I call that hindsight because this man has had this experience for eleven years and now comes in with the proposal that "somebody do something about it" when we must wait a year to make our work effective. But let's examine a bit.

Every season in practically every community such conditions exist. Yet in every such community you will find certain merchants who are uninfluenced by it and go their way serenely making their own prices, serving their own customers. It is interesting to note that such merchants are the ones who make money. This because they compete on things other than price—goods, qualities, their kind of service—and they get away with it. This has always been so. It will always be so except in the few and far between places where all merchants know enough not to sell for less than they can afford to serve.

But, while I am flattered by the implication that I can do a lot toward changing things, I cannot see much that I can do. Some of those recreant grocers may see my stuff and those who see this may be led thereby to mend their ways. But the real work is up to my friendly correspondent—he is the somebody who must do something if he wants it done—and he must DO IT NOW.

Look Ahead a Year

You must follow out the plan of the politicians. You must prepare to carry the next election the minute this one is closed. You must prepare to forestall such conditions now, lest they recur next Christmas. How? Simple enough. You must investigate what it costs to handle goods in your town. Get it down pat so that you can show anybody that, say, the average expense of operation is 15 per cent.; that sugar, flour, butter, eggs, cereals, oil and gasoline, lard, compound and side meat, and many other heavy staples, must be handled for 5, 6, 7 to 10 per cent.—all less than the average cost of doing business; that, therefore, the luxuries, the semi-luxuries, the finer goods, must bear four classes of burden. They must bear expense, any special shrinkage characteristic of them, a loading to offset the low-end merchandise, and a profit. Christmas goods are high-grade merchandise, largely partaking of the luxury character. So this reasoning applies specifically to those goods.

When you have tabulated some of your figures so you know exactly what you are talking about, get the facts down by going over them yourself, so you can talk of them readily and clearly. Then take the dull days that are now upon us and go out to visit your neighbors. Let us say you visit Neighbor Spalding—I do not know whether that is his name or not, but let us play it is. Spalding is located on the next corner. You have seen the outside of his store many times as you passed and glanced at it sideways. He has seen your store the same way—for neither of you ever has turned frankly toward the other's window and taken a good look, open and above board. So neither of you know much about the inside of the other's store—and of course neither knows anything at all about the real man inside the other's exterior Each may wear horns for all the other knows—dare say he does, in fact!

Frank Friendliness Beginning of Co-operation

Well, take a chance. Determine to beard the devil in his den and gird up your loins for the fray! Go to the store and enter—just like that!—without hesitancy. Go in as if you belonged inside. Spalding may be a trifle startled. He may look up doubtfully, peer out under his glasses, hesitate a bit to see whether you are in your right mind and to give you a chance to retreat. But don't you care! Look back at him calmly and smile frankly—yes, smile right out at him, nod and go forward. Say to him:

"Neighbor Spalding, it has seemed to me for a long time that we ought to know each other better. I feel that maybe it is my fault that we do not, and decided I'd take time during these slow days to get acquainted with you. Fine winter we're having! You know, I never saw the inside of this store before. Those are dandy windows you have—wish I had some as good. Do you like that style of meat slicer? I've been thinking of changing mine."

So, not too fast, a word or two here and there, break the ice and get to know that neighbor of yours. Proceed to see Jenkins and Holloway the same day, and maybe say to them, or one of them, "It seems to me that we should all know each other—I confess I get plumb lonesome living beside so many others in the same line and not knowing one of them."

Say not a word about prices or Christmas things! Not on your life! No. You cannot tell what you may uncover if you do—probably the opinion that it was you who started the trouble, that you did not follow but led the dance to death of profits—and if you do that you will spill all the beans at once. No; get acquainted That is your one mission now. Invite them all to return the call. Maybe one will, maybe none. Never mind. Visit again and ask them again—and keep it up with good nature and good temper always.

Be frank in your approval of anything you see in the other stores, or ask how this or that works. Then first thing you know one will open up and relate to you the trouble he has had with this or that. You can help him by suggestion or by telling some similar experience of your own. Then the door toward frank discussion of mutual problems is open a tiny crack and can be forced ajar if you handle things right.

Never criticize anybody. Carry no tales. Just be frankly a good fellow and good friend all round.

Let's Quit Being Fools

After a month or two of this sort of thing, maybe you can say to one of them that you think it is about time "we merchants quit being fools about the cost of our labor and value of our service and began to get what our work is worth." Your listener will ask what you are driving at. Then you can say:

"This: I have just been looking over some of my expense accounts and cost and I have drawn up these figures. I find it costs 15 per cent. to do business on the average and that when you take out the handling charges against the low-end goods, the remainder has got to yield us as near to 25 per cent on the average as possible. That means that some things have to pay us 27½ per cent. and even 30 per cent. to make us any money!

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CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIMES

The wholesale grocery business of Toombes & Son, Ltd., Moncton, has been purchased by M. Wood & Son, Ltd., Sackville, N.B., and F. A. Reid, who organized Maritime Brokers, Ltd., a year and a half ago, has been made manager. Mr. Reid is a son of F. P. Reid, who founded the Reid Co., Ltd., Moncton wholesale grocers, thirty years ago.

Visitors from Halifax, Fredericton and Moncton were present at the regular meeting of the Wholesale Grocers' Association held here this week and matters pertaining to the trade in other parts of the country were discussed.

QUEBEC

Walter A. Bowron, representing Bowron Bros., Ltd., Hamilton, was in Montreal on business early this week.

Frank Lamere, manager of Walter Paul's cash and carry store, St. Catherine St., Montreal, is able to be back at his place of business again this week after being confined to his home for several days.

CURRENT NEWS

W. J. Morris is now manager of the Dominion Grocery Store at 3011 Dundas Street, Toronto.

W. Dunbar has purchased the business at 863 Dovercourt Road, Toronto, until recently carried on by W. G. Shreeves.

H. G. Capel is now owner of the business at 838 Ossington Avenue, Toronto, until recently owned by George Fraser.

Briggs Bros., of Leamington, have purchased the confectionery store of Frank Moody at Comber.

Rupert Bros. have purchased the grocery and confectionery business of George Kerby at Oil Springs, Ont.

R. J. Creighton's store at Schomberg, Ont., was entered by burglars recently. Goods to the value of $150 were stolen.

William Moore has disposed of his interests in the Wallaceburg Grocery at Wallaceburg, Ont., to John R. Brownlee.

Otto Rindelhart is opening one of the finest grocery stores and meat markets in the district this week at London, Ont.

James E. Rathwell, for three years a grocer in Perth, Ont., has passed away, following a year's illness. He was born in Lanark County, and is survived by his wife, two sons and three daughters.

The first of a series of monthly luncheons to be held by the Commercial Travellers' Association will take place at the King Edward Hotel, Toronto, on Saturday, March 26th. Mr. Justice Riddell will be the speaker.

MONTREAL GROCER GIVES SCARE TO THREE BURGLARS

Montreal, Feb. 23.—J. E. Harel, grocer, 92 Forfar street, Montreal, scared away three burglars and captured the fourth on Saturday evening last. The prisoner gave his name as Nick Scully, and address 36 Demontigny street east, Montreal.

According to the report made to the police, of the Grand Trunk street station, Harel was counting money in his shop when four men, one of whom was masked and carried a revolver, entered. The latter told Harel to hold up his hands. Instead of doing this, Harel drew a revolver from underneath the counter and pointed it at the men, who fled. The masked man dropped his own gun at the door. Harel rushed him and caught him outside the door. A clerk telephoned for the police and the prisoner was taken to the station.

ADDRESSES STRATFORD CHAMBER OF COMMERCE

E. M. Trowern, secretary of the Dominion Board of the Retailers' Association, Ottawa, recently addressed a meeting of the Chamber of Commerce of Stratford, Ont. In the course of a review of present-day conditions he denounced socialism, Bolshevism, Kaiserism, etc., in no uncertain terms. He also declared that approximately three-quarters of the capital invested in Canada was in the retail trade, and that in spite of the cry to remove the middleman, "we are here to stay."

DO CERTAIN PRICES LEAVE A PROFIT?

Continued from page 35

"Butter, eggs, flours, sugar—those are things we cannot change, because custom has decreed that they must be sold on the slightest margin; but figs, raisins, canned salmon—in fact, all canned goods—must run us up as much above 20 per cent. on the sale price as possible. That is what I mean when I say I think we should study our costs and expenses and get over this idea of working for nothing and boarding ourselves!"

Don't look for any miracles. They have gone out of fashion in the grocery business. Just rely on the slow but sure working of friendly suggestion. And you can put this across provided you are genuinely friendly. If in your heart you want the listener to fail, you will not effect what you seek to put over. If you feel real desire to help the other fellow, you will succeed, for you will convince him, and then in helping him you help yourself!

Next Season Will Take Care of Itself

Under this system you will never have to mention any special thing. You will build co-operation on the foundation of mutual confidence and understanding. Soon you will find that you can ring up your neighbors and ask them what they are getting on this or that or what they expect to sell those new dates for. Then if they come back, as they likely will, by saying they are not sure, you can tell them how you have figured it and how they must bring so much to make any profit — shrinkage considered! Invite them to ring you for any information at any time. Keep it up! Do not get discouraged if the response is slow. Remember you have been looking sideways at each other a long time and confidence does not grow in a night. So KEEP IT UP!

Try this. Try it earnestly. See if it does not work. If you do this you will lay the foundation for a strong grocers' association in your town and when you have that, you will carry on this work of education on broad lines. For the cure for trade evils is not the calling of each other fools, but in learning the rudiments yourself and then unselfishly teaching them to your neighbors. Good Samaritanism pays!

Guelph Grocers Elect Officers at Annual Meeting

At a regular meeting of the Guelph Retail Grocers' Association, officers were elected for the ensuing year: A. Benalick is president; Ed. Jackson, vice-president, and E. J. Drake, secretary-treasurer. C. C. Borden, Wm. Morris, C. E. Wiggins, F. Stout, Stanley Tovel, Harry Todd compose the executive.

After the new officers had taken their places, there was a hearty vote of thanks tendered the retiring officers. Past President C. C. Borden responded, stating that it was a pleasure to work among the Guelph grocers and he wished the association continued success.

Old Established Grocery Firm Is Going Out of Business

Wholesale and Retail House of M. and H. Gallagher, in Business for 54 Years in St. John, N.B., Will Be Dissolved on April First.

ST. JOHN, N.B., February 24.—(Special).—After being in business for fifty-four years here, the wholesale and retail grocery firm of M. & H. Gallagher will be dissolved on April 1. The existing stock is now being disposed of.

The business was initiated in 1867 by Michael and Henry Gallagher, young men who resided with the parents on a farm about thirteen miles from St. John. Two years later they engaged a lad, Michael Ryan, to assist them in the store. He was taken into the partnership in 1880 and is one of the two surviving members of the firm, Michael Gallagher having died in 1906.

Many Changes in Trade

Mr. Ryan, speaking to a representative of Canadian Grocer this week, said that he had seen many changes in the grocery business in the city. In the early days wines and liquors were included among the stock in trade, but in 1877 a provincial act prohibited the sale of liquors in grocery stores, and a separate shop was opened, connected with the grocery section by a doorway. About ten years ago a further law prohibited any connection between the shops and the doorway was closed.

From the Floor to Shelves

"We have seen the grocery business move from the floor to the shelves," Mr. Ryan said, remarking on the increase in the number of package goods now being displayed. They, having catered to a great extent to a rural population, were in a position to obtain liberal supplies of fresh eggs and butter in exchange for other goods and even to the present time, a great many of the local citizens depend on this firm for supplies for these commodities.

Paper Prices Rise While Cost of Living Declines

New York.—While the cost of living is sagging, and the cost of production in most lines of business is dropping, American publishers meet with still further price increases.

Newsprint paper contracts for the first quarter of 1921 call for $6.50 per hundredweight. This is the highest figure print paper ever has been sold by contract. The "spot" market price is considerably higher.

The largest price increase in history was scored during 1920, and is reflected in the $6.50 contract price American and Canadian paper mills are charging for January, February and March, 1921.

Before 1916 the price of newsprint maintained an almost even level at between $1.92 and $2.00. It did not pass the latter figure until July, 1916, when it began a steady climb, reaching $3.11 in April, 1917. About January, 1918, there was a slight drop, but by the end of the year the price had gone up to $3.73.

The first $4.00 contract paper price was reached in December, 1919.

In the latter part of 1920, when all other prices were starting downward print paper continued upward, going to $5.66 in November. The 1921 contract price (for January, February and March) is $6.50. This is 50 per cent. higher than the January, 1920, price; it is 100 per cent. higher than the 1918 average price, and is more than 200 per cent. higher than print paper ever sold at, under contract, before the war.

Foreign Enquiries For Canadian Foodstuffs

Manufacturers desiring names of foreign buyers as referred to below can secure them by writing Canadian Grocer, University Avenue, Toronto, and giving number of enquiry.

2706. **Canned goods.**—A firm of manufacturers' representatives in Barbados wish to obtain a Canadian agency for canned goods, including fish and fruit.

2707. **Feedstuffs.**—A newly established firm of manufacturers' representatives, with Canadian connections, would like to secure the representation of a house supplying general lines of feedstuffs.

2708. **Foodstuffs for Spain.**—A firm of importers in Barcelona, Spain, desire to receive quotations for grain, flour and other produce. Terms of payment offered are cash against shipping documents. First-class references given.

2712-2715. **Apples.** — Four Norwegian apple agents ask to be placed in touch with exporters of boxed apples, with a view to business next season.

2716. **Apples.**—A Swedish apple agent asks to be placed in touch with exporters of barrelled apples, with a view to business next season.

2717. **Apples.**—A Copenhagen firm of apple brokers ask to be placed in touch with exporters of apples, with a view to business next season.

2719. **Apples.**—A Dutch firm asks to be placed in touch with Canadian apple exporters, with a view to business next season.

2720. **Apples.**—A Swedish firm of apple agents ask to be placed in touch with exporters of apples, with a view to business next season.

2721. **Apples.**—A Belgian firm asked to be placed in touch with Canadian apple shippers, with a view to business next season.

2722-2723. **Apples.**—Two Swedish apple agents ask to be placed in touch with exporters of apples, with a view to business next season.

2724. **Apples.**—A Dutch firm asks to be placed in touch with Canadian apple exporters, with a view to business next season.

2725-2726. **Apples.**—Two Paris firms of apple importers ask to be placed in touch with exporters of apples, with a view to business next season.

2727. **Apples.**—An Antwerp firm of apple importers asks to be placed in touch with Canadian apple exporters, with a view to business next season.

2732. **Flour.**—A London firm asks for addresses of Canadian exporters of flour.

Merchants Join In "Get-together" Banquet in Winnipeg

Winnipeg, Feb. 22.—Members of the Canadian Credit Men's Association, the Canadian Manufacturers' Association, the Manitoba branch of the Retail Merchants' Association of Canada, and the Sales Managers' Association of Canada held a "get-together" banquet the other evening. The speaker of the evening was W. Sandford Evans, other speakers including J. W. Dafoe, W. S. Fallis, managing director of Sherwin-Williams Paint Co.; D. McIvor, president of the Sales Managers' Association of Canada; A. F. Higgins, chairman for Manitoba of the Retail Merchants' Association; W. E. Humphries, H. M. Dunham, honorary treasurer of the Manitoba branch of the Retail Merchants' Association; and W. J. Illsey.

The speakers declared their unbounded confidence in the ability of Canada to emerge with flying colors from the present period of readjustment. W. Sandford Evans emphasized the importance of co-operative measures being taken for stabilizing business relations.

D. C. Russell has re-purchased the grocery business at Acton, Ont., which he sold last summer to N. H. Brown.

NEWS FROM WESTERN CANADA

WESTERN

A. Svarich & Co., Vegreville, Alta., have opened for business in the store formerly occupied by the Vegreville Farmers' Supply Co. General merchandise is carried.

J. J. Efford has moved his business from 2504 Main Street, Vancouver, to 107 Broadway East.

E. J. McKittrick, city salesman of the Codville Company, Ltd., Brandon, Man., was a business visitor to his firm's head office in Winnipeg last week.

C. H. Spearin, manager of the Codville Company, Ltd., Brandon, Manitoba, was in Winnipeg last week on a business trip.

George W. Griffiths & Co., Ltd., have moved to 410, Chambers of Commerce Building, Winnipeg, Man.

G. W. Griffiths, of Winnipeg, accompanied by Wm. E. Tyson, left on a trip to Eastern Canada last week, and it is their intention to visit some of the large manufacturing centres.

W. A. Black, president of the Ogilvie Flour Mills Co., Ltd., is in Vancouver in the interests of the firm. He accompanied Grant Hall, vice-president of the C.P.R., and his party to the coast.

Mayor Adams, of Winnipeg, recently addressed the associated commercial travellers in that city on the subject of "Civic Citizenship."

According to horticultural experts the Okanagan orchards are in excellent shape. The recent thaw had no effect and now the weather is colder. A fall of snow has recently blanketed the orchards.

NEW CANNING CONCERN IN THE B. C. FIELD

A new canning concern will enter the B. C. field. The Kamloops Canning Co. of Kamloops, B.C., has purchased property in Kamloops and proposes to enlarge and equip it at once. A stock selling campaign is at present being conducted. The officers mentioned now are N. S. Dalgleish, president; E. L. Burgess, vice-president; A. H. Fenwick, secretary, and J. R. Colley, treasurer.

MAY SELECT VICTORIA FOR R.M.A. CONVENTION

Vancouver, B.C., Feb. 22.—The next British Columbia convention of the Retail Merchants' Association may be held in Victoria as a result of the efforts of the island members. Members of the executive, from the mainland, are now at the capital and if the Victoria association proves strong enough, all the delegates next September will be "following the birds to Victoria" as the posters suggest.

Short Course For Merchants Has Varied and Instructive Program

Fourth Annual Training School Arranged by University of Manitoba Next Week Promises to Attract a Large Number of Retailers.

WINNIPEG, Feb. 22.—The fourth annual training school for merchants, from February 28 until March 4, as arranged by the University of Manitoba, promises to attract a large number of retailers. The lectures, conferences and class work are planned to meet the needs of merchants and their assistants who wish to study the latest and best methods in merchandising. Among the lecturers will be Paul Findlay, known to the readers of Canadian Grocer as Henry Johnson, Jr.

The programme for the four days is as follows:

Monday, February 28

3.00 to 5.00 p.m.—Registration.

Tuesday, March 1

9.30 a.m.—"The Retailer and the Customer." R. C. Line.
10.30 a.m.—"National Advertising and Dealers' Helps." F. Pratt Kuhn.
11.30 a.m.—"Plans for Increasing Your Sales." A. J. Webb and J. Drewe.
2.30 p.m. — "Bookkeeping for Retail Stores." F. C. Gilbert, C.A.
3.30 p.m.—Conferences:
Hardware Dealers—W. J. Illsey.
General Stores—R. C. Line.
3.30 to 5.30 p.m.—Show Card Writing.
T. Baxter, R. H. VanKirk, A. H. Galle.
6.30 p.m.—Merchants and clerks entertained at dinner at the St. Charles Hotel by the Salesmanagers' Association, representing the Wholesalers and manufacturers of Winnipeg.

Wednesday, March 2

9.30 a.m.—"Chain Store Competition." R. C. Line.
10.30 a.m.—Advertising Copy for Retail Stores. C. M. Thomas.
11.30 a.m.—"The Store as a Community Builder." Judge Frank T. Wilson.
2.30 p.m.—"Modern Methods in Store Service." Paul Findlay, (Henry Johnson, Jr.)
3.30 p.m.—Conferences:
"Textiles, Cotton and Linen." Miss M. H. Haliday.
"Income Tax Returns." F. C. Gilbert, C.A.
3.30 to 5.30 p.m.—Show Card Writing.
T. Baxter, R. H. VanKirk, A. H. Galle.
8.00 p.m.—University Dramatic Society.
8.30 p.m.—"The Fine Art of Salesmanship." R. C. Line.
A Sales Demonstration staged by the Retail Salesmen's Association.

Thursday, March 3

9.30 a.m.—"Mail Order Competition." R. C. Line.
10.30 a.m.—"Modern Arrangement and Display of Merchandise." T. L. Arnett.
11.30 a.m.—"Co-operative Marketing of Farm Products."—Judge Frank T. Wilson.
2.30 p.m.—"Efficiency in Retail Stores." Paul Findlay.
3.30 p.m.—Conferences:
"Textiles, Wool and Silk." Miss M. H. Haliday.
"Grocers and Meat Dealers." Paul Findlay.
3.30 to 5.30 p.m.—Show Card Writing.
T. Baxter, R. H. VanKirk, A. H. Galle.
8.00 p.m.—University Dramatic Society.
8.30 p.m.—"The Big Factor in Modern Retailing." Paul Findlay.

Friday, March 4

9.30 a.m.—"Financing Your Business." R. C. Line.
10.30 a.m.—"The Art of Window Dressing." R. H. VanKirk.
11.30 a.m.—"The Ethics of Business." Professor R. C. Lodge.
2.30 p.m.—"Store Service That Is Satisfactory." Paul Findlay.
3.30 p.m.—Group Conferences to be arranged.
3.30 to 5.30 p.m.—Show Card Writing.
T. Baxter, R. H. VanKirk, A. H. Galle.

CO-OPERATIVE ASSOCIATION IN MANITOBA ELECTS NEW OFFICERS

Winnipeg, Feb. 22.—R. S. Ward was elected president of the Manitoba Co-operative stores at the recent annual meeting.

W. Tompkins, of Glenella, was elected vice-president, and C. Tipper, of Winnipeg, secretary-treasurer. The executive council was elected as follows: W. Hess, Ochre River; R. Milne, Kees; A. Barton, and G. Weightman, of Winnipeg.

Plans of organization with other associations in the province were submitted by a special committee on organization and discussed by the meeting. A committee was struck off to meet with the United Farmers of Manitoba and the Grain Growers to plan co-operation in collective buying, and affiliation with the Canadian Co-operative Union.

A committee composed of W. R. Wood, R. McKenzie, F. H. Grainger, C. H. Burnell, and T. R. Young was named to wait on the government with proposed amendments to legislation.

The general store of W. H. Singer, Alexander Road, in the municipality of Langley, B.C., was completely destroyed by fire on the 12th inst. It appears that Mrs. Singer tripped with an oil lamp in her hand, the lamp falling and exploding. Only the prompt assistance of neighbors saved Mrs. Singer from death, as the shock rendered her unconscious.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

THE sugar market is again attracting a great deal of interest in view of the appointment of a commission to market the balance of the Cuban crop. The raw sugar market during the past week has been entirely under the influence of the Cuba Commission, which is endeavoring to put into force some method of control, of which no definite plans, however, are as yet made public. In the meantime the market has shown a great deal of activity with quotations advanced to higher levels. The harvesting of the Cuban crop is progressing, but not to the same extent as at this time last year. There is now ready for shipment 325,012 tons of new crop sugar, and a balance of old crop of 107,316 tons, making a total of 432,328 tons of sugar in Cuban shipping ports available for immediate shipment. Refined sugar is firm at the refiners' price basis, and although there is nothing definite in regard to future prices there are indications that the trend will be upward rather than downward.

The markets are slowly coming back to a stabilizing basis, but there is still a certain amount of irregularity of prices, especially in wholesale circles.

Manufacturers report a better movement, not in any great volume, but a steady improvement is shown. Retailers are buying more frequently but in small quantities, which would indicate that goods that are moving are going into consumption.

Beans and cereals are in good demand at steady prices. Package cereals are fairly steady although there are some brands of cornmeal and pancake flour that show a slight reduction.

Coffees have a decidedly strong tone and spot stocks are considered to be the smallest on record. Teas continue with a firm tone under a strong demand for the better grades, prices in primary markets are steadily advancing but there has been little change as yet in quotations on spot.

Maple syrup is moving fairly freely and prices on some brands have been reduced.

There still appears to be a fair amount of honey in the country throughout Ontario, but dealers are showing little interest even at the lower prices as the consuming demand is limited. In Quebec, however, there is a good demand for honey and prices are holding fairly steady.

Spot stocks of shelled walnuts are very scarce under a strong demand. Primary markets are strong and higher. This condition also applies to almonds and pecans.

Southern rices are again reduced in price and comparison shows that prices are now slightly lower than in 1914. Potato values continue to reach lower levels.

The hog market is weak and unsettled with lower quotations during the week. Eggs show a slightly firmer tendency, while butter has a slightly easy undertone. Cheese is firm and supplies are very limited.

QUEBEC MARKETS

MONTREAL, Feb. 23.—There is a stronger tone to the sugar market with a likelihood of an advance in price. This is based on the steps taken by Cuba to control this season's crop. There are many declines in the prices of dried and evaporated fruit this week, especially apricots, peaches, pears and prunes. Raisins are very scarce. The nut market is very firm with a good demand. There is no change in molasses or corn syrups. The cereal market is much stronger on rolled oats and standard oatmeal, with advances in quotations made by some local dealers. Pearl hominy in bulk, however, is reduced in price. There is little improvement in the tea market but the demand seems to be concentrating on the better grade teas and some improvement in the movement of stocks is evident. Carolina rice is again reduced in price. Potatoes are still easy and lower. There is a big movement of oranges and grapefruit.

Rolled Oats Stronger

Montreal.

CEREALS.—There are a number of changes this week in the cereal market. Oatmeal stands very firm with some advances made by wholesalers. One quotation given locally is $4.25 per bag, which is an advance of 15 cents on the price previously quoted by this house. Rolled oats also stands very firm and some dealers are quoting higher prices. The mills, however, have not changed their price, but quotations as high as $3.75 per 90-pound bag are made. Pearl hominy is reduced in price this week and is now quoted at $3.25 per bag. Gold Dust brand cornmeal is reduced to $3.25 per bag, a reduction of 65 cents.

Oatmeal, gran., fine standard		4 25
Rolled Oats, 90 lbs.	3 65	3 75
Pearl Hominy	....	3 25
Cornmeal, Gold Dust Brand	....	3 25
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 12
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00
Split Peas, per bag	....	5 75

Canned Goods Unchanged

Montreal.

CANNED GOODS.—There are no changes to quote this week on the canned goods market, except that new quotations are made on Clover Leaf salmon by some local dealers, which makes the price for half-pound tins $2.75, for one pound tall tins $5.20, and for the one pound flat $5.35. The movement of canned goods is reported to be very good.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s) ..	....	6 65
Beans, golden wax	1 80	2 00

Do, Refuge	1 80	2 00
Corn, 2s	1 45	1 50
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb. doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do, Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 50
Tomatoes, 1s	1 45	1 50
Do., 2s	1 30	1 40
Do., 2½s	1 45	1 50
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standards	1 65	1 70
Do., Early June	1 80	1 85
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
Asparagus Tips	....	4 10

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2-½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s., doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	2 75	2 85
2½-lb.	4 25	4 35
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	4 65	4 75
Do., 2-lb.	3 50	3 60
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced), 2½-lb.	5 40	5 80
2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Evaporated Fruit Lower

Montreal.

DRIED FRUIT.—There are a number of reductions in quotations on dried fruit. Apricots are reduced in price, the fancy are now quoted at 38 cents, choice at 34 cents, and slabs at 29 cents. Fancy peaches are also reduced, being quoted at 28 and 25 cents. Choice evaporated pears are reduced 2 cents per pound, making the price 22 cents, and the fancy are quoted at 28 cents per pound. The weakness of the prune market has resulted in still lower quotations being made on nearly all sizes. The reductions vary from one to three cents per pound. 90-100s are quoted at 9 cents per pound. The scarcity of raisins on the market has resulted in a very strong feeling and also in a bigger demand for currants.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 29
Apples (evaporated)	0 12½	0 14
Peaches (fancy)	....	0 28
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 ozs.	0 21	0 23
Do., 16 ounces	....	0 27¼
California Seedless in bulk	....	0 28
Currants, loose	....	0 30
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.	....	0 19
Loose	0 15	0 16
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do, mats	....	3 00
Do., 22-lb. box	....	1 90
Do., (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 27
30-40s	....	0 22
40-50s	....	0 19
50-60s	....	0 18
60-70s	....	0 15
70-80s	....	0 13
80-90s	....	0 11
90-100s	....	0 09

Big Demand for Oranges

Montreal.

FRUITS.—There is no change in the fruit market this week. There is a good demand for oranges and grapefruit with abundant supplies. Apples are in fair supply but the quality is very poor. There are no changes in prices this week.

Do., Fameuse, per lb.	8 00	15 00
Do., Wealthy, No. 1, per bbl.	....	7 50
Do., No. 2, per bbl.	....	7 00
Do., Alexander, per bbl.	7 00	7 50
Do., Greening	....	8 00
Do., Baldwin	7 50	8 00
Do., Ben Davis	6 00	6 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	7 00
Lemons, Messina	2 50	4 75
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	4 75	5 00
Do., Florida, 150-216s	4 75	5 00
Tangerines	....	4 25
Pears, Keiffers, per box	....	4 50
Tokay Grapes, per box	....	5 00
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	16 00
Cranberries, per bbl.	....	16 00
Malaga Grapes, per keg	....	10 00

Nut Market Holds Firm

Montreal.

NUTS.—There is no change in the nut market this week. The shortage of walnuts has resulted in a very firm tone to the market. The demand for nuts has been surprisingly large and a very firm feeling exists throughout. Peanuts in particular are in big demand with a steady market.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	....	0 48
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 22
Chestnuts (Italian)	....	0 18
Cocoanut (shredded, bulk)	0 33	0 35
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 17	0 19
Peanuts, Jumbo	0 16	0 18
Do., shelled No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, red	0 21	0 23
Do., shelled No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot, Walnuts	0 24	0 25
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 55
Do., Bordeaux	....	0 53
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

One Brand Corn Flakes Lowe

Montreal.

PACKAGE GOODS.—The only an nouncement of any change in price i the package goods line this week is a re duction of 20 cents per case on Kellogg' toasted corn flakes. This makes the price now $4 per case.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2-oz. pkgs., doz.	....	0 78
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50	....	4 00
Corn Flakes, 36s	....	4 16
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 60
Do., 18s	....	2 00
Oatmeal, fine cut, pkgs., case	....	5 75
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	3 25
Hominy, pearl or granu., 2 doz.	....	3 00
Health bran (20 pkgs.), case	....	2 85
Pancake Flour, case	....	3 60
Do., self-rising, doz.	....	1 60
Wheat Food, 18-1⅓s	....	3 25
Wheat Flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs	....	6 75
Porridge Wheat, 36s, case	....	6 40
Do., 20s, case	....	6 50
Self-raising Flour (3-lb. pack.) doz.	....	2 95
Do. (6-lb. pack.), doz.	....	5 80
Do., Buckwheat flour, per doz.	....	1 50
Corn Starch (prepared)	....	0 10
Potato Flour	....	0 12
Starch (laundry)	....	0 08
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Shredded Wheat	....	4 95
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 15
Celluloid Starch, 45 pkgs., case	....	4 30
Package Cornmeal	....	3 00
Malt Breakfast Food (36 pkgs.)	....	9 50
Quaker Two-Minute Oat Food	....	1 80
Puffed Rice Pancake Flour	....	2 90
Egg Noodles, case 24	....	2 55
Macaroni (Quaker)	....	2 65

Carolina Rice Reduced

Montreal.

RICE.—The feature of the rice mar ket this week is the exceedingly low price quoted on Carolina rice. A quotation of 8 cents per pound is made by some of the local dealers. This is a new low level for Carolina rice and at presen quotations it is decidedly below the aver age value of that brand of rice. The rice market has been very quiet and unsettled for some time. It is expected tha the demand for rice will pick up shortly and it is unlikely that quotations will go much lower. Tapioca, seed, pearl and flake are advanced ½ cent per pound.

RICE—		
Carolina, extra fancy	....	....
Do., (fancy)	....	0 08
Honduras, fancy	....	0 06
Rangoon "B"	....	0 08
Rangoon "CC"	....	0 05
Broken rice, fine	....	0 05
Texas rice	....	0 05
Siam	....	0 06
Tapioca, per lb. (seed)	0 08	0 09
Do. (pearl)	0 08	0 09
Do. (flake)	0 08	0 09
Honduras	....	0 07
Siam	....	0 14

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Spice Market Quiet

Montreal

SPICES.—There is no change in the

spice market this week. The demand for spices at this season is not large, although there is a steady call for supplies for immediate requirements. Most dealers have sufficient stock on hand to carry them until spring, and for this reason the quotations on spices do not fluctuate.

Allspice	....	0 22
Cassia (pure)	0 32	0 35
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 18
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	....	0 63
Cream of Tartar (French, pure)	0 55	0 60
Do., American high test	0 65	0 70
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 31
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 30
Do., white	....	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., pskage, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 18

Molasses Unchanged

Montreal.

SYRUPS.—There is no change this week either in the quotations on molasses or on corn syrups. The market is steady after the declines quoted two weeks ago.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07
Half barrels, about 350 lbs.	....	0 07¼
Quarter barrels, about 175 lbs.	....	0 07¾
2 gal., 25-lb. pails, each	....	2 35
3 gal., 38½-lb. pails, each	....	3 45
5 gal., 65-lb. pails, each	....	5 50
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	5 60
5-lb. tins, 1 doz. in case, case	....	6 25
10-lb. tins, ½ doz. in case, case	....	5 95
	Price for	Island of Montreal
Barbadoes Molasses—		
Puncheons	....	0 85
Barrels	....	0 88
Half barrels	....	0 85
Puncheons, outside city	....	0 80
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	7 75
3-lb. tins, 2 doz. in case, case	....	10 75
5-lb. tins, 1 doz. in case, case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

Sugar Stands Steady

Montreal.

SUGAR.—There is no change in the sugar market this week. Cuban Commission have taken over control of Cuban raws in an effort to stabilize the price and nearly all the stocks on hand are being pooled for this purpose. If this is successful, it is assured that the price of sugar will stand firm for some time.

Granulated Sugar, per cwt.	....	10 50
Do., barrels	....	10 50
Granulated, gunnies, 20/5	....	10 90
Do., gunnies, 10/10	....	11 00
Do., cases, 20/5-lb. cartons	....	11 10
Do., csses 50/2-lb. cartons	....	11 25
Yellow, light, per cwt.	....	10 10
Do., medium, per cwt.	....	10 10
Do., dark, per cwt.	....	9 90

Better Grade Teas in Demand

Montreal.

TEA.—There is no change in the tea market. The same condition continues that has been characteristic of this market for some time. Cheap teas are still flooding the trade and have their weakening influence on the better teas. The biggest demand is, however, for the grade that comes just between the medium and the best grade teas and on this market there is a little firmer feeling with a better movement locally. On the whole the demand shows an improvement in the public's taste and merchants state that the influence of the cheap teas on the market has been to drive people to the better grade teas. There is no change in the condition of Japan teas. These teas are perhaps a little stronger than the Ceylon and Indian teas.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early picking	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Potatoes are Lower

Montreal.

VEGETABLES.—There is practically no change in the vegetable market this week. Potatoes are still arriving in good quantities and are selling at $1.20 per bag. Green Mountain potatoes are selling here ex-track as low as 90 cents per bag. This is a surprisingly low price for potatoes at this season. Tomatoes are arriving in small quantities but are high in price.

Beets, per bag	0 75	0 90
Cabbage, Montreal, bbl.	....	1 50
Chicory, doz.	....	0 50
Celery, per crate	....	5 50
Carrots, per bag	0 75	1 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 10	1 25
Do., sweet, hamper	4 00	5 00
Pumpkins, per doz.	....	2 00
Spinach, box	....	0 75
Turnips, per bag	0 75	1 00
Spanish Onions, per case	5 00	5 50
Yellow Onions, per cwt.	1 00	2 50
Red Onions, per cwt.	1 00	1 50
New Tomatoes, per crate	....	10 00

ONTARIO MARKETS

TORONTO, Feb. 23.—Price changes are not numerous this week and the general tone is slowly coming back to a steadier basis. Sugar is firm at the refiners' price basis and there is little cutting on this commodity. Teas and coffees are strong under an active demand, especially for the finer grades. Shelled walnuts are in light supply, under a strong demand at firm quotations. Shelled almonds and pecans are also firm. Beans and cereals are unchanged but there is a good demand noted. Currants are weak with a tendency for lower prices. Blue Rose rice is quoted lower. Jams are in better demand, but orders are regulated by consumption. Smaller sizes of California navel oranges are reduced in price owing to the crop running mostly to small sizes, the larger sizes are firm at unchanged prices. Honey is quiet under reduced prices. One brand of maple syrup has declined. Potato values again reach lower levels.

Beans in Good Demand

Toronto.

BEANS.—Lower prices on beans have had the effect of stimulating the demand, dealers now report a steady and active inquiry. Ontario hand picked are offered at $3.25 per bushel, California limas at 11 and 12 cents per pound and Madagascars at 10 cents per pound.

Ont., 1-lb. to 2-lb. pickers, bus.	3 00	3 25
Do., hand-picked, bus.	....	3 25
Limas, Calif., per lb.	....	0 12
Madagascars, per lb.	....	0 10

Coffee Market Strong

Toronto.

COFFEE.—The coffee market has a decidedly strong tone under a fairly active demand. Spot stocks are considered to be the smallest on record and new importations are costing considerably more than present stocks. Quotations to the trade are unchanged.

Java, Private Estate	0 51	0 53
Bogotas, lb.	....	0 43
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Mocha, lb.	0 52	0 55
Rio, lb.	....	0 24
Santo	....	0 35

Cereals Are Steady

Toronto.

CEREALS.—Cereals are ruling fairly steady under a good demand for immediate requirements. Quotations are unchanged.

	Single Bag Lots F.o.b.	Toronto
Barley, pearl, 98s	....	6 50
Barley, pot, 98s	5 00	5 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	5 70
Cornmeal, Golden, 98s	....	3 75
Oatmeal, 98s	....	4 90

Corn Flour, 98s		5 75
Rye Flours, 98s		6 00
Rolled Oats, 90s		3 50
Rolled Wheat, 100-lb. bbl.		7 25
Cracked Wheat, bag		6 00
Breakfast Food, No. 1		6 25
Do., No. 2		6 25
Rice Flour, 100 lbs.		10 00
Linseed meal, 98s		6 50
Flaxseed, 98s		7 00
Peas, split, 98s		6 75
Blue Peas, lb.		0 10
Marrowfat green peas	0 05¼	0 06
Graham Flour, 98s		5 25
Whole Wheat Flour		5 35
Wheat Kernels, 98s		7 00
Farina, 98s		6 20

Jams Show More Activity

Toronto.

CANNED GOODS.—Jams are moving with better satisfaction to both wholesalers and manufacturers and as retailers are buying only in small quantities, but more frequently, the improved movement can be considered a consuming one. Some price changes have been effected on Welch's lades. The following are the new quotations: All lades in tins, fours are $1.07 each, 16-ounce jars $4.50 per dozen. No. 9 glass Grapelade, $2.20 per dozen. No. 1 tins (13 ounces), $2.25 per dozen. No. 2 tins (25 ounces), $4.37½ per dozen. No. 2½ tins (37 ounces), $6.25 per dozen. Canned vegetables are in active demand at firm quotations. Canned fruits, especially the fancy lines, are quiet and show little inquiry.

Salmon—		
Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s		2 50
Choe, 1s, doz.		3 60
Do., ½s, doz.		2 00
Pinks, 1s, doz.		2 10
Lobsters, ½-lb., doz.		3 50
Do., ¼-lb. tins	2 25	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.		1 72½
Peas, Standard, doz.		1 65
Peas, Early June, doz.		2 15
Do., Sweet Wrinkle, doz.		2 45
Beets, 2s, doz.	1 45	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beans, golden wax, doz.		2 00
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	1 20	1 25
Spinach, 2s, doz.		1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.		5 00
Apples, gal., doz.		4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each		1 27
Black Currants, 16 oz., doz.	4 00	4 60
Do., 4s, each	0 95	1 25
Gooseberry, 4s, each	0 90	1 25
Do., 16 oz., doz.	4 00	4 60
Peach, 4s, each	0 90	1 25
Do., 16 oz., doz.	4 00	4 60
Red Currants, 16 oz., doz.		5 50
Do., 4s, each	0 95	1 25
Raspberries, 16 oz., doz.	4 00	4 60
Do., 4s, each	0 95	1 25
Strawberries, 16 oz., doz.	4 00	4 60

Currants Are Weak

Toronto.

DRIED FRUITS.—Prunes continue to move fairly well but retailers confine their orders to small amounts, but are ordering more frequently, which would indicate that prunes are meeting with a better consuming demand. Currants are weak and reductions are expected on some future shipments. Cooking figs in bags of 30 pounds are offered at a lower price of 10½ cents per pound. Raisins are holding firm at the high figures, but since the first of the year the demand has been very limited.

Candied Peels—		
Lemon		0 48
Orange		0 50
Citron		0 80
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 18
Do., Vostizza		0 23½
Dates—		
Excelsior, pkgs., 8 doz. in case		5 25
Dromedary, 9 doz. to case		7 25
Fard, per lb.		0 30
Halowee dates, per lb.		0 13
Figs—		
Smyrna layers, 4 crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags		0 10½
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 19
50-60s, 25s		0 16
60-70s, 25s		0 15½
70-80s, 25s		0 12
90-100s, 25s		0 09
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy		0 46
Choice		0 42
Standard		0 34
Raisins		
California bleached, lb.		0 27½
Seedless, 15-oz. packets		0 29
Seeded, 15-oz. packets		0 30
Crown Muscatels, No. 1, 25s		0 26
Turkish Sultanas, pkgs.		0 27
Thompsons, Seedless		0 29
Valencia		0 23
Evaporated Apples	0 12	0 13½

Small Size Oranges Lower

Toronto.

FRUIT.—California navel oranges this season are running mostly to the smaller sizes and, as the crop is a large one, prices on sizes 176s, 216s, 250s and 288s are lower, and are selling at $4 to $5. The larger sizes are scarce, 150s being quoted at $6 and 126s at $6.50. The smaller sizes of California lemons are also lower, 360s selling at $4.25 per case. Canadian apples are in fair demand at unchanged prices. British Columbia boxed apples are quoted at $3.85 and Washington at $4. Hot house rhubarb is in demand at $1.25 to $1.50 per dozen bunches. Cranberries are slightly lower in price, now quoted at $12 per half-barrel box.

Oranges, California Navels—		
126s		6 50
150s		6 00
176s		5 00
200s, 216s, 250s		4 75
288s		4 50
Messina Bitters		5 50
Grapefruit—		
36s, 46s	4 75	5 00
54s		5 50
64s		6 00
70s, 80s, 96s	6 25	6 50
Bananas, Port Limons		0 09½
Lemons, Cal., 240s, 270s, 300s		4 75
Do., 360s		4 25
Do., Messinas		4 75
Grapes—		
Almeria, bbls.		18 00
Apples, Ontario—		
Spies, No. 1s		7 00
Spies, No. 2s		6 00
Other varieties	5 00	6 00
Box apples, B.C.		3 85
Do., Washington		4 00
Cranberries, half barrels		12 00
Tangerines, Florida	5 00	5 50
Hot House Rhubarb, doz.	1 25	1 50

Honey Quiet and Lower

Toronto.

HONEY.—There still appears to a fair amount of honey throughout t country but dealers are showing lit interest as the consuming demand very limited. Quotations to the tra are reduced another cent per pound.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 0
Honey, extracted, Ontario, No. 1, white clover, in 30 and 60 pound tins		0 2
10 pound tins, per lb.		0 2
5 pound tins, per lb.		0 2

Macaroni Steady

Toronto.

MACARONI.—The market is stea under a good demand.

MACARONI—		
Cases, 30 pkgs. 16 oz., per case	4 46	4 5
Cases 24 pkgs., 10½ oz., case		2 1
Cases (bulk), 20 lbs., per case		2 6
Cases (bulk), 10 lbs., per case		1 3
Cases (bulk) 5 lbs., per case		0 7

Shelled Walnuts Scarce

Toronto.

NUTS.—Shelled walnuts are very l and it is doubtful whether 50 cases co be picked up among the importers. T perhaps is an instance of where t wave of non-buying has reacted a wholesale men are finding themsel in a position where they are having d ficulty in filling orders. One of t heaviest importers stated that he h sold 100 cases to a Montreal firm, wh practically left him a stock of about cases. Other small shipments are the water but it will be some time fore they arrive. Shelled almonds also in a firm position and prices ran from 42 to 47 cents per pound. Shel pecans are firm and one house is off ing them at $1.15 per pound but general price appears to be around $1. Shelled brazils is about the weak spot in the nut market and althou prices generally have not been chan there is some irregularity.

Almonds, Tarragonas, lb.	0 22	0 2
Walnuts, Bordeaux, lb.		
Walnuts, Grenobles, lb.	0 23	0 2
Do., Marbot	0 22	0 2
Do., California	0 39	0 4
Filberts, lb.		0 2
Pecans, lb.	0 28	0 3
Cocoanuts, Jamaica, sack		8
Cocoanut, unsweetened, lb.		0
Do., sweetened, lb.		0
Do., shred		0
Peanuts, Spanish, lb.	0 21	0
Brazil nuts, large, lb.	0 32	0
Mixed nuts, large, lb.	0 32	0
Mixed nuts, bags 50 lbs.		0
Shelled—		
Almonds, lb.	0 42	0
Filberts, lb.		0
Walnuts, Bordeaux, lb.	0 65	0
Do., Manchurian	0 45	0
Peanuts, Spanish, lb.		0
Brazil nuts, lb.		1
Pecans, lb.		1

Package Cornmeal Lower

Toronto.

PACKAGE GOODS.—A reduction 40 cents per case is announced Quaker cornmeal, bringing the pr down to $3. Two-Minute Oat Food now quoted at $1.80 per case, a red tion of 95 cents. Manufacturers rep

n improvement in the demand for pan-ake flour and quotations are steady nder the recent declines.

PACKAGE GOODS

olled Oats, 20s, round, case ..	....	5 60
Do., 20s, square, case	....	5 60
Do., 18s, case	....	2 00
orn Flakes, 36s, case	4 00	4 25
orridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
ooker Package Peas., 36s, case..	....	2 85
ornstarch, No. 1, lb. cartons ..	....	0 10½
Do., No. 2, lb. cartons	....	0 09
aundry Starch	....	0 08½
Do., in 1-lb. cartons	....	0 09¼
Do., in 6-lb. wood boxes	....	0 12¼
Do., in 6-lb. tin canisters ...	....	0 13
elluloid Starch, case	....	4 20
otato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.....	....	2 30
ine oatmeal, 20s	....	6 30
ornmeal, 24s	....	3 00
arina, 24s	....	3 50
arley, 24s	....	3 50
heat flakes, 24s.....	....	6 00
heat kernels, 24s	....	5 40
elf-rising pancake flour, 24s ..	....	3 50
uckwheat flour, 24s	....	3 50
wo-minute Oat Food, 24s	....	1 80
uffed Wheat, case	....	4 40
uffed Rice, case	....	5 70
ealth Bran, case	....	2 85
S. Hominy, gran., case	....	3 70
Do., pearl, case	....	3 70
cotch Pearl Barley, case	....	2 70
elf-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
elf-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65
uffed Rice Pancake Flour, 24s	....	2 90

Blue Rose Rice Lower

oronto.

RICE.—Southern rices are now prac-ically on a pre-war price basis, in fact lue Rose is now the lowest price on ecord. This, of course, applies to pri-ary markets, but taking into consid-ration the increase in freight and ex-hange the laid-down price to the re-ailer is around 1 cent per pound less an in 1914. Japan and India rices re also lower, but Chinese are holding irly high.

onduras, broken, per lb.	0 07½	0 08
lue Rose, lb.	....	0 07½
sm, broken, per lb.	....	0 07½
am. per lb.	....	0 09
spans, per lb.	0 07	0 07½
hinese. XX	....	....
Do., Simiu	0 12½	0 13½
Do., Mujin, No. 1	0 11½	0 12½
Do., Pakling	0 11	0 13
Rangoon	0 07	0 07½
White Sago	....	0 08½
pioca, per lb.	....	0 08½

Spices Are Steady

oronto.

SPICES.—There are no changes in uotations. The general tone of the arket is steady with trade fair but nly on the hand-to-mouth basis.

llspice	0 20	0 22
ssia	0 30	0 35
nnamon	....	0 55
oves	0 55	0 60
yenne	0 35	0 37
nger, Cochin	....	0 30
Do., Jamaica	....	0 45
ustard, pure	....	0 30
erbs — sage, thyme, parsley,		
stry	0 28	0 35
ckling Spices	0 25	0 28
ace	0 90	1 00
ppers, black	0 26	0 30
Do., white	....	0 36
prika, lb.	0 60	0 70
illies, lb.	....	0 60
tmegs, selects, whole, 100s ..	....	0 45
Do., 80s	....	0 50
Do., 64s	....	0 60
Do., ground	....	0 40
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Carraway seed, whole	....	0 30
Tumeric	....	0 23
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 55
American high-test, bulk	....	0 55
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Salt Unchanged

Toronto.

SALT.—Salt is ruling steady at unchanged quotations.

Fine, 3½s, per bbl.	7 35	7 10
Fine, 7s, per bbl.	7 00	6 75
Fine, bbl. 280 lbs., bulk	4 30	4 05
Fine, bags, 50 lbs.	0 93	0 88
Dairy, bags, 50 lbs.	1 13	1 08
Coarse, bags, 50 lbs.	0 93	0 88
Ice Cream, bags, 200 lbs.....	2 55	2 90
Cases, 24 pkgs.	2 90	2 90

Syrups Unchanged

Toronto.

SYRUPS. — The demand for corn syrups shows some improvement but mostly for immediate requirements. Quotations are steady and unchanged.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 07
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case	....	5 60
Cases, 5-lb. tins, white, 1 doz. in case	....	6 25
Cases, 10-lb. tins, white, ½ doz. in case	....	5 95
Cases 2-lb. tins, yellow, 2 doz. in case	....	5 00
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 65
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 35
Cane Syrups—		
Barrels and half barrels, lb...	....	....
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 50
Molasses—		
Fancy, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal	....	0 56
Do., half bbls., gal	....	0 46
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doze.. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Sugar Steady to Firm

Toronto.

SUGAR. — Freight rates have now been adjusted which brings prices to $10.83 for granulated. The market is firm and some wholesalers are predicting an advance. The attitude of the sugar refiners, however, is non-committal and nothing can be learned with definiteness as to future prices. Raw sugars are in a stronger position with prices advancing and now that the balance of this season's crop of Cuban sugar has been placed in the hands of a commission for marketing, the tendency will be inclined to be upward rather than downward.

St. Lawrence, extra granulated, cwt. ...		10 71
Atlantic, extra granulated		10 71
Acadia Sugar Refinery, extra granulated		10 71
Dom. Sugar Refinery, extra granulated		10 71
Canada Sugar Refinery, granulated		10 71

Differentials: Canada Sugar, Atlantic, St. Lawrence, Dominion: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 65c; No. 2, 75c; No. 3, 85c.

Acadia granulated, advance over basis: gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, carton 50/2s, 70c Yellows same as above.

Maple Syrup Lower

Toronto.

MAPLE SYRUP. — The demand for maple syrup is showing a steady improvement, but although no one is buying in large quantities, there is a good movement to the retail trade, which indicates that consumers have renewed interest in this commodity. Bowes' pure maple syrup is reduced as follows: Cases of 6 No. 1 tins, $14.90 per case. Cases of 12 No. 3 bottles, $7.60 per case. Cases of 24 No. 4 bottles, $8.50 per case. One-gallon tins, 6 to case, $19.10 per dozen. Five-gallon tins, $14.55 each.

Tippy Teas Advancing

Toronto.

TEAS.—The tea markets continue to rule with a firm tone. Spot stocks are not large and, although quotations are unchanged, higher prices, especially on the finer grades, are not unlikely in view of the scarcity and steadily advancing prices in primary markets. Cable advices from Calcutta report that tippy teas are rapidly advancing in price.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Potato Prices Lower

Toronto.

VEGETABLES.—Potato values continue to reach lower levels and are now quoted at 95 cents to $1.10 per bag. Canadian vegetables are in little demand but southern lines are in active demand at unchanged prices. Florida tomatoes are easier in price, now quoted at $10 for six-basket crates.

Cabbage, Can., per bbl.	....	1 25
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	1 00	1 25
Onions, 100-lb. sack	1 50	1 75
Do., Spanish, large crate	....	5 75
Potatoes, per bag	0 95	1 10
Sweet Potatoes, hampers	....	2 65
Mushroms, 3-lb. basket	....	3 25
Cal. Head Lettuce, 4 doz. crate..	....	5 50
Cauliflower, standard crate	....	6 50
Celery, Cal., crate	....	7 50
Do., Florida	....	4 50
Tomatoes, Florida, 6-bkt. crates	....	10 00
Peppers, per doz.	....	1 00
Parsley, per doz.	....	1 00

WINNIPEG MARKETS

WINNIPEG, Feb. 23.—The market for general groceries during the week has shown a marked improvement in both city and country districts. Sugar remains steady. Canned vegetables continue to improve in demand and prices are now more in line with canners' lists. The dried fruit market shows no price changes, but wholesalers report a better buying movement. The demand for coffee locally has shown an improvement and coffee is quoted lower than replacement value. Tea is firmer. Peppers, both black and white, are higher. Jap rice has a firmer tone, while Siam is easier. The shelled nut market continues firm. Potatoes and other local vegetables continue on the downward trend. A drop of 50 cents per barrel is noted in flour.

Coffee Market Firmer

Winnipeg.

COFFEE.—Reports from the primary markets state that Bogotas is showing a little more strength. Locally, coffee has shown an improvement in the demand.

COFFEE—		
Rio, lb.	0 27	0 28
Mexican, lb.	0 49	0 51
Jamaica, lb.	0 46	0 48
Bogotas, lb.	0 49	0 52
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 43	0 45
Snatos, lb.	0 42	0 44

Cereals Are Steady

Winnipeg.

CEREALS.—The market is steady and unchanged. An improved buying movement is noted.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons..	4 75	6 00
Do., 36s, case, square kts.....	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case...	....	3 80
Puffed Wheat, 3 doz. case, case..	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Grape Nuts, 2 doz. case, per case	....	8 83
Package Peas, 3 doz. case, case..	....	3 75
Cream of Wheat, 3 doz. case, case.	....	9 00
BULK CEREALS		
Rolled Oats, 80s, per bag.....	....	2 60
Do., 40s, per bag	....	1 33
Do., 20s, per bag	....	0 76
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran, or stand., bag	....	5 00
Wheat Granules, 98s, per bag.	....	6 00
Do., 16-6s, per bale.....	....	7 00
Peas, whole, green, 100-lb. bag, per bush.	....	4 75
Do., split, yellow, 98s, per bag	....	8 45
Do., split, yellow, 49s, per bag	....	4 30
Beans, fancy, hand picked, 100 lb., bag, bushel	....	3 90
Do., Lima, 100-lb. bag, per lb..	....	0 14
Barley, Pot, 98s, per bag.....	....	4 25
Do., pearl, 98s, per bag.....	....	5 75
Cornmeal, 98s, per bag	....	3 20
Do., 24s, per bag	....	0 83
Do., 10-10s, per bale	....	4 25
Buckwheat grits, whole, 98-lb. bags, per bag	9 00	9 50

Canned Goods Firm

Winnipeg.

CANNED GOODS.—The latest advice from the Eastern market is that an advance on all staple canned goods can be expected, especially on canned peas, corn and tomatoes. Sockeye salmon is firm. Some brands of pinks and chums are being offered at very low prices.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.....	2 70	2 75
Finnan Haddie, 1s, 4 doz. case..	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz..	....	3 35
Do., ½s, 4 doz. case, doz.....	....	6 00
Oysters, 1s, 4 oz.. 4 doz. case, cs.	....	8 60
Do., 2s, 8 oz.. 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case..	....	22 00
Do., ½s flat, 8 doz. in case..	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case ...	....	16 25
Cohoe, 1s, tall, 4 doz. case....	....	18 00
Do., ½s, flat, 8 doz. case....	....	16 00
Pink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case...	....	11 00
Humpback, 1s, tall, 4 doz. case	....	8 60
CANNED FRUIT (Canadian)	Per case	
Apples, 6 tins in case, per case..	3 00	3 85
Blueberries, 2s, 2 doz. case.....	....	7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	7 00	7 65
Pears, 2s, 2 doz. case	8 30	9 00
Plums, Greengage, 2s, 2 doz. case	....	6 45
Light Syrup—		
Lombard, 2s, 2 doz. case.....	....	5 05
APPLES—		
Raspberries, 2s, 2 doz. case....	10 50	11 00
Strawberies, 2s, 2 doz. case...	9 75	10 00
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case.....	....	13 85
Peaches, 2½s, 2 doz. case	....	13 25
Do., sliced, 1s, 4 doz. case....	....	15 00
Do., halved, 1s, 4 doz. case ...	....	15 00
Do., 2s., 2 doz. case	....	10 00
Corn, 2s, 2 doz. case	3 80	4 20
CANNED VEGETABLES	Per case	
Asparagus Tips, 1s, tins, 4 doz. case, per doz.	....	2 75
Beans, Golden Wax, 2s, 2 doz. case	....	4 75
Beans, Refugee, 2s, 2 doz. case..	....	4 75
Pears, 1s, 4 doz. case	....	17 00
Pineapples, sliced, 2s, 2 doz. case	8 00	8 75
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2½s, 2 doz. case	....	7 00
Pumpkin, 2½s, 2 doz. case....	....	3 00
Sauer Kraut, 2½s, 2 doz. case..	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz. case.....	4 00	4 60
Spinach, 2½s, 2 doz. case	6 75	7 25

Dried Fruits Quiet

Winnipeg.

DRIED FRUITS.—There is very little change in the dried fruits. Owing to the recent reductions on some lines, wholesalers report a better buying movement and orders for larger quantities have been received.

DRIED FRUIT		
Evaporated Apples, per lb.	....	0 18
Currants, 90-lb., per lb.	....	0 22
Do., 8 oz., pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb..	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt. ...	....	0 35
Peaches, standard, per lb.	0 28	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	1 56	1 62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.....	....	0 30
Do., Cal., cartons, per carton	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 23
40-50s, 25s, per lb.	....	0 19½
50-60s, 25s, per lb.	....	0 18¾
60-70s, 25s, per lb.	....	0 16¾
70-80s, 25s, per lb.	....	0 15
80-90s, 25s, per lb.	....	0 13½
90-100s, 25s, per lb.	....	0 1
In 5-lb. cartons, per carton ...	....	1 2
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case, per pkg.	....	0 2
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 2
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 2
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 2
Cal., bulk, seeded, 25-lb. boxes	....	0 2
Do., pkt. seedless, 11 ozs., 3 doz. to case, per lb.	....	0 2
Do., bulk, seedless, 25-lb. boxes, per lb.	....	0 2
Apricots, choice, 25s, lb.	....	0 4
Do., 10s, lb.	....	0 4
Do., Standard, 45s, lb.	....	0 4
Do., choice, 10s, lb.	....	0 4
Do., fancy, 45s, lb.	....	0 5
Do., fancy, 10s, lb.	....	0 5

Fruit Prices Steady

Winnipeg.

FRUIT.—There is no change to rep this week in the fruit market. Orang are steady from $5 to $6 per case with fairly good demand. Bananas are quot at 12 cents per pound. California lemo are $6 to $6.50.

Flour Drops 50 Cents

Winnipeg.

FLOUR.—Flour has declined 50 cen per barrel and is now quoted at $10. Flour in jute bags is quoted at $10. Business on this line is reported ve quiet.

Jams In Better Demand

Winnipeg.

JAMS.—The demand for jams co tinues to show an improvement. Low prices on this line have no doubt stim lated the sale.

JAMS—		
Strawberry, 4s, per tin	....	1 1
Black Currant, 4s, per tin ..	....	1 1
Raspberry, 4s, per tin	....	1 0
Apricot, 4s, per tin	....	1 0
Cherry, 4s, per tin	....	1 0
Peach, 4s, per tin	....	0 9
Compound (all flavors), 4s, tin	....	0 6

Shelled Walnuts Firm

Winnipeg.

NUTS.—Shelled walnuts are firm, wi a great scarcity of Bordeaux halves a there are indications that these will co mand higher prices. There is very lit change in shelled almonds, but with t recovery of the exchange future pu chases are being quoted at one to tw cents higher. No. 1 Spanish shelled pe nuts are unsteady. Pecans still ho steady at high figures.

NUTS, SHELLED—		
Almonds, per lb.	0 43	0 4
Spanish Peanuts, No. 1, per lb.	....	0 1
Pecans, per lb.	....	1 3
Walnuts, per lb.	....	0 5
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 2

Japan Rice Firmer

Winnipeg.

RICE.—No. 1 Japan rice has shown firmer tone during the week, while Sia is easier.

RICE—		
No. 1 Japan, 100-lb. sacks, lb..	....	0 0
Do., 50-lb. sacks, lb.....	....	0 0
Siam, Elephant, 100-lb. bags..	....	0 0
Do., 50-lb. bags	....	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 0
Do., in less quantities, lb.	....	0 0
Tapioca, pearl, per lb.	....	0 0

Peppers Are Higher

Winnipeg.

SPICES.—Peppers are higher, due

Continued on page 47

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., Feb. 23.—Several cars of Wenatchee and Yakima apples arrive each week. Prices range around $2.50 to $2.75. Winesaps are firm at $2.75. B. C. jams, which opened at $18 per case of one dozen fours and later dropped to $11.50, are advanced this week $1.50 per case, making the present price $13 per case. The reason given for this advance is that several packers, having sold freely, are now holding limited stocks. Local fresh eggs are firm at 45 cents per dozen. Best butter is quoted at 58 cents per pound. Cheese is selling at 32 cents. Pure lard 21 cents and compound 15 cents per pound. Head lettuce is offered at $5.50 per crate. The onion market is very weak with large supplies which are showing a great deal of shrinkage. Okanagan onions are quoted at $1.50 and California at $3.50. Stocks of potatoes are heavy and the market easier at $30 per ton. Imported radishes are selling at 65 cents per dozen bunches. Sacked vegetables are $1.25 and $1.50. Apples are firming in the South on account of the Eastern demand.

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., Feb. 23.—Business is holding up well and is gradually showing improvement. The jam market is a little easier, some brands down one cent per pound. Evaporated fruits are weaker. Lard is down one-half cent. Eggs are up 50 cents per case. Local potatoes are down $3 per ton, making the price around $35. Large fancy table apples are scarce. Toilet paper rolls are down $1.50 per case.

Beans, B.C.	....	5 75
Rolled oats, 80s	....	2 50
Rice, Siam	....	6 00
Japan, No. 1	....	7 17
Tapioca	....	7 50
Sago	....	7 50
Sugar, pure cane, gran., cwt.	....	12 77
Cheese, No. 1, Ont., large	0 30	0 31
Alberta cheese, twins	....	0 30
Do., large	....	0 29
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s	....	15 90
Eggs, new laid, local, case	....	16 50
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	....	4 25
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	10 00	10 30
Raspberries, 2s, Ont., case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 16
Do., 25s, lb.	0 15½	0 17½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 10
Do., 70-80s	0 11½	0 13
Potatoes, local, ton	35 00	37 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Feb. 23.—The markets show few price changes during the week. Business continues good on all lines. Eggs dropped one cent, making the price 54 cents per dozen. Cheese advanced one cent, now quoted at 31 cents per pound. Butter is unchanged. Potatoes are showing a tendency for lower prices, now selling at $1.75 per bag. American clear pork is easier at $42 per barrel.

Flour, No. 1 patents, bbl.	....	13 75
Cornmeal, bags	....	3 25
Rolled oats, per bag	....	4 25
Rice, Siam, per 100 lbs.	8 50	11 50
Tapioca, 100 lbs.	....	13 00
Sugar, standard, granulated	....	10 60
Do., No. 1, yellow	....	10 00
Molasses, gal.	....	0 80
Cheest, Ont., twins	....	0 31
Eggs, fresh, doz.	....	0 54
Lard, compound	....	0 18
Lard, pure, lb.	....	0 24
American clear pork, per bbl.	....	42 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 38
Do., aver. 12-18 lbs.	....	0 38
Do., aver. 18-25 lbs.	....	0 37
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 56
Do., dairy	....	0 45
Raspberies, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 80
Corn, 2s, standard, doz.	....	1 92
Peas, standard, doz.	....	1 97
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 15½
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	1 75
Beans, white	....	3 50
Do., yellow eye	....	7 60
Bananas, lb.	0 10½	0 11½
Lemons, Cal.	....	6 50
Oranges, all sizes	....	7 00
Grapefruit, Florida, case	....	8 00
Do., Jamaica	....	5 00
Apples—		
Baldwins	3 50	7 00
Spys, No. 1	....	8 00
Do., No. 3	....	4 00
Oats, per bush.	....	0 92

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., Feb. 23.—Trade showed a slight falling off during the past week, undoubtedly due to the stormy weather. The markets continue to show a downward movement. Granulated cornmeal is easier at $3.95 to $4.10 and ordinary at $2.75. Compound lard declined to 16½ to 17 cents per pound. Potatoes are fairly steady at $2.50 to $3. California oranges dropped to $5 to $7 per case.

Flour, No. 1 patents, bbls. Man.	....	12 95
Cornmeal, gran., bags	3 95	4 10
Do., ordinary	....	2 75
Rolled oats	....	9 50
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	12 00	14 00
Molasses	....	0 75
Sugar—		
Standard, granulated	....	10 60
No. 1, yellow	....	10 10
Cheese, N.B.	0 30	0 31
Eggs, fresh, doz.	0 55	0 60
Lard, pure, lb.	0 21	0 21½
Do., compound	0 16½	0 17
American clear pork	44 00	47 00
Tomatoes, 2½s, standard case	....	4 40
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	....	0 65
Do., dairy	0 50	0 53
Do., tub	0 48	0 53
Potatoes, per bbl.	2 50	3 00
Corn, 2s, standard, case	....	3 85
Peas, standard, case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	6 50	7 00
Oranges, Florida	6 50	7 50
Do., California	5 00	7 00
Bananas, lb.	....	0 12
Grapefruit, case	6 50	7 50

TRADE INQUIRIES

2634. Canned Meats.—A Liverpool firm ask to be placed in touch with exporters of the above.

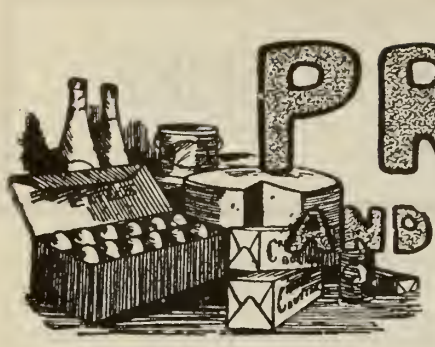
2635. Canned fruits.—A Liverpool firm ask to be placed in touch with exporters of the above.

2636. Packing house products.—A firm of commission agents in Trinidad and branch in Dememara with a travelling staff covering the West Indies wish to represent a Canadian house for packing house products and also lard. Bank references.

2637. Canned goods.—A large firm of commission agents in Trinidad who cover the West Indies and Demerara wish to represent a Canadian firm for canned goods, including both fish and fruit. Good references supplied.

2638. Grain and produce.—The produce and grain department of a South African corporation, with head office in Cape Town, desires to get in touch with a responsible Canadian firm of grain and produce brokers, with a view to sole representation throughout the Af-

2639. Paper.—A well known Glasgow firm are in the market for 5,000 reams of wax tissue; also brown wrapping paper and grease-proof paper; and any other kinds used by confectioners. Samples and quotations requested.



PRODUCE AND PROVISIONS

Why Cold Storage Stabilizes Prices

Prevents Prices From Going to Extremes During Scarcity—What Is Speculation?—The Answer

By L. D. H. WELD in Forbes Magazine

A MERCHANT bought twenty carloads of eggs in May, and put them in cold storage. He paid 40 cents a dozen for them, making a total outlay of about $96,000. He didn't have the ready cash to invest, so he borrowed money from his bank up to 75 per cent. of the value of the eggs.

Easy money, you say? Buy a few carloads of eggs with borrowed money; nothing to do but sit tight and wait until the price goes up during the next fall and winter; then sell them out at a handsome profit — enough to keep a family in comfortable circumstances for the whole year. And if this "egg deal" doesn't yield enough, why, just buy a few carloads of butter, or of potatoes. Easiest kind of a life you can imagine!

Queer thing, though, about that fellow that bought the eggs. I saw him in the fall after he bought his twenty carloads, along about November, and he looked troubled and worried. I asked him, "What's the matter?" He told me that business didn't look very good.

I happened to know about his egg operations, and I said, "Why, I thought you always made money. Don't see why you should worry."

He told me that he guessed I was like most other people, and that I didn't know much about the egg business or the cold-storage business. And then he began to give me a few pointers that made me realize that there are a lot of things about speculation that I didn't understand.

He explained that he had paid 40 cents a dozen, and that his storage, interest and insurance amounted to 3 1/3 cents a dozen. "That means that if can get 43 1/3 cents a dozen, I'll just break even. But have you noticed the egg market, lately?" he asked. "The blooming things haven't gone above 41 cents since June, and if I had to sell out now, I'd lose $5,600 on the whole deal."

"But surely," said I, "the price will go up before the winter is over."

Good and Bad Years

"It may, and it may not," he answered. "I have only a couple of months longer, and if we have a warm winter there may be lots of eggs coming to market, especially from the south. You see, there are a few thousand other fellows in the same boat as myself, and the storage stocks are very large for this time of year. I can't possibly hold them until the heavy supply begins to come in. Eggs can't be held over from one season to another."

This set me to thinking, and I asked him if he didn't usually make a pretty good thing out of his egg business. He said that in the long run, year in and year out, he made a respectable living out of it, but that there were many bad years mixed in with the good ones. His story ran about as follows:

"Last year I made a clear profit of a cent and a half a dozen. That was pretty good; above the average. I made about $4,500 on the year's business. The year before I just barely broke even. I had all my trouble and worry for nothing. I tell you this is no business for a nervous man. The year before that I lost half-a-cent a dozen, and if I hadn't made a killing the year before, with a profit of over two cents a dozen, I wouldn't have had enough to live on, and I'd have had to go into some other business.

"You see, when a bad year comes along, lots of fellows get discouraged, and they don't put any eggs away the next season. That means that storage stocks are small, the price goes up, and those of us who stick to the game make a profit. I long ago learned that the only way to make a living out of this business is to stick to it year-in and year-out, and to accept the lean years as a part of the game. In the long run, I come out all right, but sometimes I think it isn't worth while to spend one's life taking such chances.

"But some one's got to do it, I suppose. About two-thirds of the eggs that are produced in the United States come to market in the four spring months of March, April, May and June. If there weren't some of us who run the risk of storing away the surplus, the price would be so low in the spring that it wouldn't pay farmers to raise them. And then there would be so few eggs the rest of the year that the price would be so high that only millionaires could afford to buy them. It's a mighty good thing all around that some one stores them up in the spring.

Average Profit Small

"Most people don't believe that the profits in this business are so small. But you can easily verify what I say. Government reports, and agricultural college bulletins, and trade papers give you the dope. Why, I recently saw where one of the biggest handlers of cold storage products in the country reported his profits to an investigating committee in Washington, and the average profit on eggs for the past six years was just about a cent a dozen; on butter it was six-tenths of a cent per pound; and on poultry, only three-sevenths of a cent per pound.

"The storage of eggs is a speculative business—more speculative than most."

After a pause, he went on: "It isn't generally realized that speculation permeates all business.

"When you take a new job, you are a speculator; you are running a chance that you may not fit your job, or that the boss won't be satisfied with you.

"When you buy a stock of merchandise for your store, you are speculating; you are running the risk of not being able to sell the goods at a profit. Or, in the case of some goods, you are running a risk that they may deteriorate, or spoil, before you can sell them to advantage.

"When you buy a carload of cotton or a block of securities, you are speculating; you are running the risk of not being able to sell them at a higher price than you paid; or, what amounts to prac-

tically the same thing, you are running the risk of having paid more than you might have paid a week later.

"Speculation is nothing but the running of chances, or the assumption of risks. Every one is speculating to a certain extent every day.

"But at some times you speculate more than you do at others. When you buy a stock of staple, advertised groceries, you do not have to speculate very much. The price is steady, the demand is known, and you are practically sure of being able to resell before they spoil.

"But when you buy a carload of eggs, you may have to resell at a loss, or you may find before you have sold out that you could have bought at least part of your supply at a lower price. The price fluctuates. Or, if you buy a dozen crates of cantaloupes or strawberries, a considerable portion may spoil before you have been able to sell out.

"It's a funny thing, but almost everybody seems to think that speculation has the effect of raising prices. That's the theory the people down in Washington, who are trying to reduce the cost of living, go on. I can't figure it that way, and I firmly believe that speculation actually reduces prices, or keeps them from going higher than they would otherwise go. It also tends to make prices more steady.

"I think I can prove that statement by just appealing to your common sense. I'll concede that speculation undoubtedly raises prices temporarily. Take the price of eggs, for example. The speculators who buy up eggs in the spring create a demand that otherwise wouldn't exist, and therefore the price is higher than it would be if eggs were bought only for current consumption.

"The more eggs that are put away, however, the lower the price will be during the other eight months of the year. And the higher price during the spring induces a greater production of eggs than would otherwise be possible. This means that the total supply of eggs for the whole year's consumption is greater than it would be if there were not a market for the surplus during the spring. A greater supply, of course, means a lower average price throughout the year.

"Another thing: lots of people seem to think that the price of an article can be raised by selling it back and forth, or from one to another. The newspapers come out with stories about how a carload of eggs was sold by one dealer or speculator to another half-a-dozen times, and that each time the price was raised.

"Now, it may happen that a carload of eggs occasionally changes hands a number of times; that sometimes happens to a car of eggs. But so far as raising the price is concerned, that's all bunk. A man can't sell an article for more than its market price at any time. If the price is steadily going up, a car of eggs may change hands six times, with a profit of half-a-cent a dozen at each sale. But if the original owner had held on long enough, he would have made the whole profit of three cents, instead of having that amount divided among six dealers.

How Public Is Benefited

"I could also tell you of plenty of cases where goods have changed hands frequently, but at a loss on each transaction. When speculative goods change hands a number of times, that merely means that a number of different people are dividing the risks of profit and loss. It isn't all borne by one person.

"Yes, you say, but if you had been the original owner of the car of eggs, you could have sold it at a profit of a cent or two for consumption instead of to some other speculator, and then you would have been holding the price down, and you would have benefited the public.

"My answer to that would be—'Yes, I'd have kept the price down, but only for the moment.' If some one hadn't held back the supply the price would have gone still higher later on. The funny thing about the food speculator is that if he makes a profit, he benefits the country! He has withheld goods from consumption at a time when they were less needed until a time when they were more needed. The fact that the price rises and he makes a profit proves that. If the price had fallen and the speculator had lost money, that would show that the need for the goods had been greater at the earlier time. In that case the speculator would have used poor judgment."

In conclusion, my friend, who seemed to be a close student of the whole system of speculation, explained that the common impression that speculative profits were made through manipulation or restraint of trade is without foundation; that there is just as much competition in the purchase and sale of storage products as in the purchase and sale of products for current consumption; and that in all its investigations the Government had not been able to unearth any instances where speculators had acted together to manipulate the price artificially either upward or downward.

GENERAL MARKETS

Continued from page 44

the high exchange and the increased buying. Other lines of spices are unchanged.

Starches Unchanged

Winnipeg.

STARCH.—There is no change on starch quotations, but the demand for same has shown a slight improvement.

Cornstarch, 1-lb. pkgs., per lb.	0 10
Do., No. 1 quality, 1-lb. pkgs.	0 11½
Gloss, 1-lb. pkgs., per lb.	0 11¾
Celluloid, 1-lb. pkgs., per case	4 65

Syrups Are Steady

Winnipeg.

SYRUPS.—There is no change in corn or cane syrups this week. The demand for molasses in 5 gallon cans is reported very good and spot stocks are low on this size.

Sugar Remains Steady

Winnipeg.

SUGAR.—There is no change in sugar quotations. The market is steady at $12.05 basis. An improvement is noted in the demand.

Extra granulated, bags, 100 lbs.	12 05
Do., gunnies, 5/20 lbs.	12 45
Do., gunnies, 10/10 lbs.	12 55
Do., cartons, 20/5 lbs.	12 65
Do., cartons, 50/2 lbs.	12 80
Yellow, No. 1 light, bags 100 lbs.	11 65
Do., golden, bags, 100 lbs.	11 55
Powdered Sugar, bbls.	12 40
Do., boxes, 50 lbs.	12 60
Do., boxes, 25 lbs.	12 80
Icing, bbls.	12 50
Do., boxes, 50 lbs.	12 70
Do., boxes, 25 lbs.	12 90
LUMP SUGAR—	
Soft Lumps, boxes 100 lbs.	12 80
Do., boxes, 50 lbs.	12 90
Do., boxes, 25 lbs.	13 10
Do., cases 2 cartons	13 85
Do., cases, 40 half cartons	14 60
Small Lumps, boxes 100 lbs.	12 70
Do., boxes, 50 lbs.	12 80
Do., boxes, 25 lbs.	13 00
Do., cartons, 50/2 lbs.	14 10
Hard Lump Sugar, bbls.	13 00
Do., boxes, 100 lbs.	13 00
Do., boxes, 50 lbs.	13 10
Do., boxes, 25 lbs.	13 25

Tea Market Firmer

Winnipeg.

TEA.—Latest reports from primary markets state there is a good demand for all grades and qualities. Fine and broken orange pekoes have advanced in price. Medium grades are in much better demand and are reported firm. Orange pekoes are in brisk demand and show a distinct rise in price, especially the finer qualities. Fine, good, medium and medium pekoes are dearer, while common remains steady. The London market is reported up at least 6 cents per pound from the low point and all grades are firming up.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 43	0 50
Do., second quality	0 43	0 45
Pekoes first quality	0 49	0 53
Do., second quality	0 38	0 42
Broken Pekoe, first quality	0 52	0 60
Broken Orange Pekoe, 1st qual.	0 58	0 68
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 45	0 47
Pekoe	0 46	0 48
Broken Pekoe	0 47	0 50
Broken Orange Pekoe	0 48	0 51

Vegetables Quiet

Winnipeg.

VEGETABLES.—Dealers report the vegetable business very quiet, but look for an improvement in the very near future. Florida tomatoes are quoted at $2.75 per basket of 6 pounds and in cases of six baskets at $15 to $16 per case. Potatoes have shown a decline and are quoted at $1 per bushel. California celery is also lower and is quoted at $8.50 per case.

Potatoes, per bushel	1 00
Carrots, per cwt.	2 50
Turnips, per cwt.	2 00
Parsnips, per cwt.	4 00
Beets, per cwt.	2 00
Cabbage, per cwt.	3 00
Peppers, per basket	1 75
Celery (Cal.), per case	8 50
Head Lettuce (Cal.), per case	5 00
Cauliflower (Cal.), per case	3 25
Cucumbers, per case	7 00
Tomatoes (Florida), per case	15 00

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Feb. 23.—The demand for eggs is practically concentrated on new laid as the storage are exhausted and prices are further reduced. Butter is lower in price. Cheese, however, is advanced owing to the depletion of stocks by big export orders. Much lower prices are paid for hogs this week and barrelled pork is reduced in price. The beef market is firm with higher quotations on plate beef. There is a big demand for fish. Poultry prices are unchanged although the poultry market is very strong. The lard and the shortening markets are unchanged this week. Although there are a number of reductions in the produce market this week the trade as a whole is in an excellent condition. The lower prices are stimulating the movement and the Lenten season is distributing the demand for the different products.

Creamery Butter Lower

Montreal.

BUTTER.—The feature of the week has been the easier feeling that has prevailed in the market for butter. The larger receipts of the week have resulted in a decline of from 1 to 1½ cents per pound. The market on the whole has been quieter, with sales of the finest grass creamery at 53 to 53½ cents per pound. The finest fresh made creamery is selling at 51 to 51½ cents per pound and the lower grades at from 45 to 48 cents per pound. Solid packages of butter are quoted at 55 cents per pound for the finest creamery and at 56 cents per pound in one pound blocks.

BUTTER—

Creamery prints, qual., new..	0 53	0 56
Do., solids, quality, new.....	0 51	0 55
Dairy, in tubs, choice	0 49	0 51
Do., prints	....	0 50

Higher Prices on Cheese

Montreal

CHEESE.—The export business in cheese is practically over until the next season's make commences to come forward. The demand for cheese for export business has been such that local stocks have been almost depleted. The market is strong, with a good demand from local buyers for home consumption and prices are a little stiffer than they have been.

CHEESE—

New, large, per lb.	0 29	0 29½
Twins, per lb.	0 29	0 29½
Triplets, per lb.	0 29	0 29½
Stilton, per lb.	....	0 40
Fancy, old cheese, per lb.....	0 35	0 37
Quebec	0 30	0 32

Cooked Meats Unchanged

Montreal.

COOKED MEATS. — There is no change in the quotations on cooked meats this week. The demand for these lines at this season is not large.

Jellied pork tongues	....	0 40
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 33
Hams, cooked	0 61	0 68
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 63
Do., 6-lb. tins, per lb.....	....	0 16
Do., 25-lb. pails, per lb.	....	0 15

Barrelled Pork Reduced

Montreal.

BARRELLED MEATS.—Lower quotations are made this week on barrelled pork, but the price of plate beef has advanced $5.00 per barrel. Canadian short cut pork is selling at $45.00 per barrel and fat backs at $39.00. There is practically no demand for mess beef in this province, and the demand for barrelled meats generally has fallen off during the Lenten season.

BARRELLED MEATS

Barrel Pork—		
Canadian shot cut (bbl.), 30-40 pieces	24 00	45 00
Clear fat backs (bbl.), 40-50 pieces	....	39 00
Heavy mess pork (bbl.)	....	37 50
Plate beef	....	30 00

Eggs Decline Ten Cents

Montreal.

EGGS.—The price of new-laid eggs has scored a further decline this week of 10 cents per dozen, making a total decline in the last month of from 36 to 44 cents per dozen. The prospects are, with continued favorable weather throughout the country, for a still bigger production. If this keeps up still lower prices will result in the near future. There is a good demand for supplies to meet actual want and an active trade is being done in new-laid stock at 48 cents per dozen. American new-laid eggs are also being laid down in this market at 46 cents per dozen. There are practically no storage eggs on the market of the No. 1 quality, but the lower grade eggs that are being offered are quoted at 35 cents per dozen. The demand at the present time for eggs is almost entirely for new-laid stock.

EGGS—

Strictly fresh	0 48	0 50
Storage eggs	0 35	0 36

Big Demand for Fish

Montreal.

FISH.—The demand for fish is exceptionally good this season. It was expected that there would be a bigger demand during the Lenten season, but even the expectations of the big dealers have been surpassed. Quotations are practically unchanged.

Lard Market Steady

Montreal.

LARD.—There is no change in the quotations on lard this week. The market remains steady, with a fair amount of business passing for domestic and country account.

LARD—

Tierces, 360 lbs.	....	0 20½
Tubs, 60 lbs.	....	0 21
Pails, 20 lbs.	0 21½	0 22
Bricks	....	0 25

Big Drop in Hog Quotations

Montreal.

FRESH MEATS.—On account of the smaller demand for hogs from outside sources, the market locally is weaker. As a result the supplies offered are quite sufficient to meet local requirements, although the demand for hogs is heavy considering the season of the year. There is a decline of from 75 cents to $1.00 per hundred pounds in the prices paid for hogs in Montreal. $15.50 per hundred is the quotation made for hogs weighed off cars. The beef market stands firm this week, with no change in quotations.

FRESH MEATS

Hogs, live (selected off cars)....	....	15 50
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 24	0 25
Fresh Pork—		
Legs of pork (foot on)	....	0 30½
Loins (trimmed)	....	0 33
Bone trimmings	....	....
Trimmed shoulders	0 24	0 26
Untrimmed	....	0 24
Pork sausage (pure)	....	0 25

(Cows)			(Steers)	
$0 16	$0 23	..Hind quarters..	$0 18	$0 25
0 09	0 13	..Front quarters..	0 11	0 15
Fresh Beef—				
0 33	0 38	..... Loins	0 40	0 44
....	0 20	..... Hips	0 18	0 23
0 15	0 23	..... Ribs	0 16	0 26
0 09	0 11	.... Chucks	0 10	0 14

Farmer sausage	....	0 20
Spring lamb, carcass	0 24	0 30
Fresh sheep, carcass	0 16	0 18
Calves (as to grade)	0 15	0 24

Poultry Market Very Strong

Montreal.

POULTRY.—There is even a bigger demand this week for poultry. The supplies are not large and the market is very firm.

POULTRY—

Turkeys, per lb.	0 54	0 60
Chickens	0 40	0 42
Fowl	0 30	0 35
Ducks	0 33	0 40
Geese	0 30	0 34

Smoked Meats in Demand

Montreal.

SMOKED MEATS.—A good steady trade continues to be done in smoked meats despite the season of the year and the market on the whole is very active, with no change in price.

Shortening Unchanged

Montreal.

SHORTENING.—The shortening market is steady in price and in demand following the trend of the lard market. There is no change of note to be recorded this week.

ONTARIO MARKETS

TORONTO, Feb. 23.—In the produce markets eggs continue to absorb a great deal of interest and prices are again reduced to lower levels. Consumption of eggs has steadily increased which has had a tendency to rather steady the market at the moment. A feature of the butter market is the revival of a shipment of Dutch butter. This butter is of a pale color and has somewhat of a flat flavor, and it is generally considered that it will not seriously affect the market. Another factor that is unfavorable to the Dutch butter is that it is packed in casks of 112 pounds, which makes it hard to cut into one pound prints. Hogs continue to be in a weak position with values reduced. Dressed hogs and fresh pork cuts are lower, also fresh beef cuts. Smoked hams and bacon are lower. Lard and shortening are reduced in price. Fish quotations are steady under a good demand. Poultry is moving fairly well under light receipts.

Butter Slightly Easier

Toronto.

BUTTER.—The tone of the butter market is slightly easier, although quotations are practically unchanged. The quantity of Dutch butter arriving is not considered to be sufficient to affect the market.

BUTTER—		
Creamery prints	0 56	0 59
Dairy prints	....	0 45

Cheese Firm and Scarce

Toronto.

CHEESE—Cheese continues scarce at firm prices and it is the general opinion that there will be no change in the situation until the spring, unless some of the factories that are now making butter turn to making cheese. Large cheese is quoted at 31 cents per pound and Stilton at 38 cents.

CHEESE—		
Large, per lb.	....	0 31
Stilton	....	0 38

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Cooked Meats Unchanged

Toronto.

COOKED MEATS—There is no change in quotations on cooked meats, the market is steady under a good demand.

Boiled hams, lb.	0 54	0 58
Boiled shoulders	0 45	0 48
Head cheese, 6s, lb.	....	0 15
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 56
Bologna	0 17	0 20

Above prices subject to daily fluctuations of the market.

Egg Market Steadier

Toronto.

EGGS.—Eggs dropped in price two to five cents per dozen since our last report. Consumption of eggs has greatly increased since the lower prices came into effect, which has had a tendency to steady the market.

EGGS—		
New laid	0 45	0 47
New laid in cartons	....	0 50

Prices shown are subject to daily fluctuations of the market.

Hog Market Weak

Toronto.

FRESH MEATS.—Live hogs continue to hold a weak position and prices have been again reduced during the week. The receipts have been light, but the big packers say that the prices are still too high for export business and are offering this week 50 cents per hundred less than last week's close. Dressed hogs are lower, now quoted at $19.00 to $21.00 per hundred. Loins of pork are quoted at 36 cents per pound, a reduction of four cents. Other pork cuts are down one to four cents per pound. Butcher cattle are in a weak situation, with fresh beef cuts reduced one to three cents per pound.

Hogs—		
Dressed, 70-100 lbs., per cwt.	19 00	21 00
Live, off cars, per cwt.	14 00	14 25
Live, fed and watered, per cwt.	13 75	14 00
Live, f.o.b., per cwt.	12 75	13 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 26½
Loins of pork, lb.	....	0 36
Fresh hams, lb.	....	0 30
Tenderloins, lb.	....	0 57
Spare ribs, lb.	....	0 20
Picnics, lb.	....	0 19
New York shoulders, lb.	....	0 22½
Montreal shoulders, lb.	....	0 22½
Boston butts, lb.	....	0 28
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 22
Front quarters, lb.	0 10	0 13
Ribs, lb.	0 18	0 24
Chucks, lb.	0 11	0 14
Loins, whole, lb.	0 25	0 30
Hips, lb.	0 16	0 18

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 22	0 25
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 10	0 16

Above prices subject to daily fluctuations of the market.

Good Demand for Fish

Toronto.

FISH.—There is a good demand for fish, but dealers are of the opinion that if the weather was colder the demand would greatly increase. Heavy shipments are arriving and all varieties are represented. Quotations are steady and unchanged.

FRESH SEA FISH		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 14	0 15
Do., medium	0 21	0 23
Fresh Whitefish	0 13	0 14
Fresh Herring	0 09	0 10
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 10	0 11
Oysters—		
No. 1 tins	....	4 20
No. 3 tins	....	12 30
No. 5 tins	....	20 00
Glass jars, doz.	....	6 50
Shell Oysters—		
600 count, per bbl.	....	20 00
800 count, per bbl.	....	18 00
FROZEN FISH		
Halibut, medium	0 21	0 23
Do., Qualla	0 10	0 11
Flounders	0 10	0 11
Pike, round	0 07	0 08
Do., headless and dressed	....	0 08
Salmon, Cohoe	0 17	0 18
Do., Red Spring	....	0 26
Sea Herring	0 07½	0 08
Brill	0 10	0 11
Smelts—		
Extras, per lb.	....	0 25
No. 1, per lb.	....	0 17
No. 2, per lb.	....	0 11
SMOKED FISH		
Haddies, lb.	0 11	0 12
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	....	2 25
Boneless Digbys, box	....	1 50
Bundles, Digby	....	1 20
Ciscoes, lbs.	....	0 22
PICKLED FISH		
Salmon Snacks, lb.	....	0 24
Labrador Herrings, kegs, 100 lbs.	....	6 25
Do., bbls., 200 lbs.	....	11 75
Do., pails, 20 lbs.	....	2 00
Salt Mackerel, 20-lb. kit	....	3 00
Holland Herrings, Milchers	....	1 30
Do., mixed	....	1 20

Lard Prices Drop

Toronto.

LARD.—Quotations on lard dropped two cents per pound, bringing the price on one pound prints to 23 cents. On the tierce basis the lowest quotation is 19½ cents, but some houses are quoting as high as 21¼ cents per pound.

LARD—		
1-lb. prints	....	0 23
Tierces, 400 lbs.	0 19½	0 21¼

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Smoked Hams Reduced

Toronto.

PROVISIONS. — Smoked hams are down three cents per pound, making the price 37 cents. Breakfast bacon is quoted as low as 40 cents per pound for the ordinary cured, but the higher grade is bringing 47 cents and 52 to 56 cents for special trimmed. Smoked Wiltshire sides and salt meats are down one cent per pound. Barrel pork is also quoted lower. The market has a tendency for easier prices.

Hams—		
Small, 6 to 12 lbs.	....	0 37
Medium, 12 to 20 lbs.	....	0 37
Large, 20 to 35 lbs. each, lb.	....	0 36½
Heavy, 35 lbs. and upwards	....	0 30
Backs—		
Skinned, rib, lb.	0 51	0 53
Boneless, per lb.	0 51	0 58
Rolled, per lb.	....	0 66
Bacon—		
Breakfast, ordinary, per lb.	0 37	0 47
Breakfast, special trim	0 49	0 56
Roll, per lb.	....	0 32½
Wiltshire (smoked sides), lb.	....	0 35½
Do., three-quarter cut	....	0 39
Do., middle	....	0 41½
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 25½
Do., av. 80-90 lbs.	....	0 22½
Clear bellies, 15-30 lbs.	0 25½	0 26½
Fat backs, 10-12 lbs.	....	0 23

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork, 200 lbs.	....	38 00
Short cut backs, 200 lbs.	....	44 00
Pickled rolls, bbl., 200 lbs.:—		
Lightweight	....	56 00
Heavy	..	52 00

Above prices subject to daily fluctuations of the market.

Poultry Fairly Steady

Toronto.

POULTRY.—Receipts of fresh poultry continue light and a large part of the local trade is being supplied from storage stocks. Prices are firm and unchanged.

	Live	Dressed
Turkeys	-$0 50	-$0 58
Roosters	- 0 23	- 0 28
Fowl, over 5 lbs.	- 0 32	- 0 32
Fowl, 4 to 5 lbs.	- 0 30	- 0 30
Fowl, under 4 lbs.	- 0 22	- 0 25
Ducklings	- 0 35	- 0 35
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live	0 25- 0 30	0 30- 0 35
Geese	- 0 22	- 0 30
Prices quoted to retail trade:		Dressed
Turkeys	0 60	0 63
Geese	0 35	0 40
Hens, heavy		0 35
Do., light	0 30	0 33
Chickens, spring	0 35	0 43
Ducklings	0 45	0 45

Shortening Market Easy

Toronto.

SHORTENING—The shortening market continues easy, with quotations slightly reduced. One pound prints are quoted at 16 cents and on the tierce basis at 14 cents.

SHORTENING—		
1-lb. prints		0 16
Tierces, 400 lbs.		0 14

In 60-lb. tubs, ½ cent higher than tireces, and in 20-lb. pails, ¾ cent. higher than tierces.

WINNIPEG MARKETS

WINNIPEG, Feb. 23.—The feature of the produce market this week is the decline of 75c per cwt. on hogs. A few Lines of fresh pork have also shown a decline. Jellied ox and pork tongues are lower. The butter market continues steady. Lard and shortening declined during the week. Receipts of fresh eggs continue to increase and lower prices are prevailing. The poultry market is firm with very little fresh poultry being offered. The demand for fish continues brisk.

Jellied Ox Tongues Lower

Winnipeg.

COOKED MEATS.—Jellied ox and pork tongues have shown a decline in price. Ox tongues are now quoted at 60 cents per pound and pork tongues at 56½ cents per pound. There is a steady demand for cooked meats.

HAMS—		
Best quality, skinned, 8-13 lbs.		0 55
Do., 13-16 lbs.		0 53
Roast Ham, lb.		0 59
Roast Shoulders, lb.		0 48
Head Cheese, 1-lb. tins		0 17
Jellied Ox Tongues, lb.		0 60
Pork Tongues, lb.		0 56½
Luncheon Cooked Meats, lb.		0 27

Butter Market Steady

Winnipeg.

BUTTER.—There is no change in butter quotations and the market is fairly steady.

BUTTER—		
Creamery, best table grade		0 60
Dairy, best table grade	0 34	0 36
Margarine	0 28	0 34

Egg Prices Lower

Winnipeg.

EGGS.—Receipts on fresh eggs continue to increase. American fresh candled are quoted to the trade at 52 cents per dozen. Lower prices are expected.

Cheese Market Firm

Winnipeg.

CHEESE.—The cheese market continues firm. Stilton cheese is now quoted at 34 cents per pound.

CHEESE—		
Ont., large, lb.		0 30
Ont., Twins, lb.		0 30¼
Ont., Triplets, lb.		0 30¾
Man. cheese, large, lb.		0 27

Fresh Salmon In Demand

Winnipeg.

FISH.—The trade in fish continues brisk with a big demand from outside points. Fresh halibut at 23 cents per pound and fresh salmon at 33 cents per pound have arrived from the Coast and are in good demand. The demand for crab meat, scallops, live lobsters, shrimps and oysters has been exceptionally good.

Black Cod, lb.		0 13
Brills, lb.		0 09
Herring, Lake Superior, 100 lbs.		
sacks, new stock		4 50
Halibut, chicken, cases 300 lbs.		0 14½
Do., broken cases		0 16½
Jackfish, dressed		0 08
Pickerel, case lots		10 50
Salmon—		
Cohoe, in full boxes, 300 lbs.		0 21
Do., in broken cases		0 22
Red Spring, in full boxes		0 24
Do., broken cases		0 25
Soles		0 09
Baby Whites or Tulibees		0 09
Whitefish, dressed, case lots		0 13½
Do., broken cases		0 14
SMOKED FISH		
Bloaters, Eastern National, case.		4 00
Do., Western, 20-lb. boxes, box		2 10
Haddies, 30-lb. cases, lb.		0 14
Do., in 15-lb. cases, lb.		0 15
Kippers, East. Nat., 20 count, per count		3 25
Do., Western, 20-lb. boxes, box		2 25
Fillets, 15-lb. boxes, lb.		0 19
SALT FISH		
Steak Cod, 2s, Seely's, lb.		
Acadia Strip Cod, 30-lb. boxes, lb.		
Acadia Cod, 12-2s, wood boxes, lb.		
Do., 20-1s, tablets, lb.		
Holland Herring, Milkers, 9-lb.		
Do., pails, per pail		1 35
Do., mixed, 9-lb. pails, per pail		1 25
Labrador herrings, 100-lb. bbls., per bbl.		

Lard Prices Reduced

Winnipeg.

LARD.—The prices on both lard and shortening declined during the week. Lard in tierces of 400 pounds is quoted at 24 cents per pound and shortening in the same quantity is now 15¾ cents per pound.

Pure Lard, No. 1 quality, per lb. (in tierces of 400 pounds.)		0 24
Do., wooden pails, 20-lb. pails		5 30
Shortening (wooden pails, 20-lb. pails, per pail		3 60
Shortening, tierces of 400 lbs., per lb.		0 15¾

Easier Prices on Hogs

Winnipeg.

FRESH MEATS.—Reports from the Union Stock Yards state that trading during the week was very brisk, w prices remaining steady. Choice ste sold at $8.25 per cwt. Very few heif were offered during the week and w quoted at $7. Calves of good qual sold from $10.50 to $11. Selected l hogs were quoted at $13 per cwt. G sheep range from $6 to $8 and ex choice lambs were sold at $12 per c Spare ribs declined one and one-h cents and are now quoted at 21 cer Loins of pork also showed a decline are now quoted at 30 to 32 cents pound. Fresh beef shows no chan Veal is now quoted at 16 cents by t carcass and 22 cents per pound for hi quarters.

Selected, live, cwt.		13 0
Heavies		10 0
Light	12 50	13 0
Sows		7 0
Fresh Pork—		
Legs of Pork, up to 35 lbs., lb.	0 25	0 3
Spare ribs		0 2
Loins of pork, lb.	0 30	0 3
Fresh Hams, lb.	0 28	0 3
Picnics, lb.		0 2
Shoulders	0 20	0 2
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 1
Front quarters, lb.	0 09	0 1
Whole carcass, good grade, lb.	0 11	0 1
Mutton—		
Choice, lb.		0 1
Choice long hinds (leg and loin)		0 2
Choice Stews		0 1
Lambs—		
Choice, 30-45 lbs.		0 2
Veal—		
Good veal, 40 to 80 lbs., hind quarters		0 2
Carcass		0 1

Bacon Unchanged

Winnipeg.

PROVISIONS.—There has been change in smoked meats during the we The demand has been fairly active.

Ham—		
8 to 16 lbs., per lb.		0 4
16 to 20 lbs., per lb.		0 4
Boneless, 8-16 lbs., per lb.		0 4
Skinned, 14-18 lbs., lb.		0 4
Skinned, 18-22 lbs., lb.		0 4
Bacon—		
Sliced, 6 to 10 lbs., lb.		0 6
Cottage Rolls, boneless		0 3
Bellies, 6-10 lbs., lb.		0 3
Do., 10-14 lbs., lb.		0 4
Do., 14-16 lbs., lb.		0 4

Poultry Market Firm

Winnipeg.

POULTRY.—There is a firm unde tone to the poultry market under lig receipts. At present the main supply from cold storage. Quotations rema unchanged.

D.P. Chickens, 3½ lbs. and under		0 36
Do., 3½ lbs. and over		0 39
D.P. Fowl, 3½ lbs. and under		0 32
Do., 3½ lbs. and over		0 34
Turkeys, mixed weights	0 46	0 50

Jos. Gaste, who, for 15 years, has be a prominent cigar manufacturer at Lo don, Ont., has disposed of his busine to M. White. Mr. Gaste leaves short to reside on the Pacific Coast, where h intends going into chicken raising.

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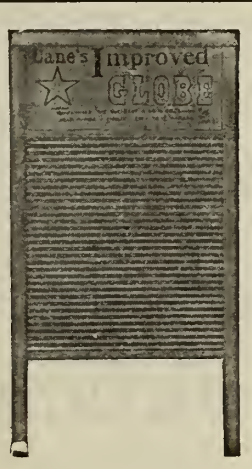

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Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.,
Toronto, Ontario.

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	$4 80
98-lb. jute bags, per bag	6 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	6 50

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
40-lb. Canada Laundry	$0 08½
100-lb. kegs, No. 1, white	0 09
200-lb. bbls., No. 1, white	0 09
40-lb. Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	0 10¾
Celluloid, 45 cartons, case	4 30

Culinary Starch
(Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½

(20-lb. boxes ¼c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 10½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 09
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 09
40 lbs. Argo Corn Starch, 1 lb. packages	0 09
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 12½

(20 lb. boxes ¼c higher, except Potato Flour.)

LILY WHITE CORN SYRU
2-lb. tins, 2 doz. in case ...$
5-lb. tins, 1 doz. in case ....
10-lb. tins, ½ doz. in case ...

KARO
24—2-lb. tins, per case .....
12—5-lb. tins, per case .....
6—10-lb. tins, per case ....

CROWN BRAND CORN SYRU
2-lb. tins, 2 doz. in case ...
5-lb. tins, 1 doz. in case ...
10-lb. tins, ½ doz. in case ..
(5, 10, and 20-lb. tins have w handles.)

MAZOLA
Per
No. 1, 24 tins, 1 lb .....$
No. 2, 12 tins, 2 lbs. .....
No. 4, 12 tins, 4 lbs. 1
No. 8, 6 tins, 8 lbs. 1

GELATINE
Cox's Instant Powdered Gelatine (2-qt. size), per doz... $

MAGOR, SON & CO., LTD
INFANTS' FOOD
Robinson's Patent Barley—
1-lb. .....
½-lb. .....
Robinson's Patent Groats—
1-lb. .....
½-lb. .....

CANADIAN MILK PRODUCT LIMITED
Ontario Prices.
KLIM
8 oz. tins, 4 dozen per case..$1
16 oz. tins, 2 dozen per case.. 1
10 lb. tins, 6 tins per case.. 2

COLMAN'S OR KEEN'S MUSTARD
Per doz.
D.S.K., ¼ lb. .....
D.S.F., ½ lb. .....
D.C.F., 1 lb. .....
F.D., ¼ lb. .....
Per j
Durham, 1-lb. jar, each ..
Durham, 4-lb. jar, each...

BLUE
Keen's Oxford, per lb. .....
In cases, 12 12-lb. bxs. to case

NUGGET POLISHES
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each .....$
White Cleaner (liquid) .....$
Card Outfits — Black, Tan, Toney Red, Dark Brown ..
Metal Outfits — Black, Tan, Toney Red, Dark Brown...

IMPERIAL TOBACCO CO. C
CANADA, LIMITED
Black Watch, 10s, lb. .....$
Bobs, 12s .....
Currency, 12s .....
Stag Bar, 9s, boxes, 6 lb.....
Pay Roll, thick bars .....
Pay Roll, plugs, 10s, 6-lb. ¼ caddies .....
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs. .....
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes .....
Forest and Stream, tins, 9s, 2-lb. cartons .....
Forest and Stream, ¼s, ½s, and 1-lb. tins .....
Master Workman, 2 lbs. .....
Master Workman, 4 lbs. .....
Derby, 9s, 4-lb. boxes.....
Old Virginia, 12s .....
Old Kentucky (bars), 8s, boxes, 5 lbs. .....

It Pays to Read
the Advertisements

THE MAIN thing an advertiser wants to do is to tell you plainly just how and why his goods are worthy of your consideration. You can learn a great deal from that alone, because many things you see advertised are the things you buy and use in your regular daily life. By reading the advertisements you can become familiar with the names and read descriptions of the things that are best and most satisfactory.

BACON

FEARMAN'S ENGLISH BREAKFAST BACON

has been long known for its delicious flavor. Your customers will appreciate a piece of this for their breakfast, as well as at other meals during the day.

We shall be glad to supply you with it.

F. W. Fearman Co., Limited
Hamilton, Ont.

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & CO.
Hamilton and Winnipeg

THE COWAN CO., LTD.,

Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$5 60
Perfection, ¼-lb. tins, doz...	1 55
Perfection, ½-lb. tins, doz...	2 85
Perfection, 10s size, doz. ...	1 10
Perfection, 5-lb. tins, per lb.	0 41

UNSWEETENED CHOCOLATE

Supreme Chocolate, 6-lb. boxes, per lb.	0 40
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 00
Perfection Chocolate, 10c size, 2 doz. in box, per box....	1 80

SWEET CHOCOLATE

Eagle Chocolate, ½s, 6 lbs. in box, per lb.	0 32
Eagle Chocolate, 10c size, 2 doz in box, per box.....	1 80
Diamond Chocolate, 10c size, 2 doz. in box, per box	1 80
Diamond Chocolate, 5c cakes, 20 cakes in box, per box..	0 75

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb...	0 42
Milk Croquettes, 5-lb. boxes.	0 40
No. 1 Milk Wafers, 5-lb boxes, 30 boxes in case, per lb. ...	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 39
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.....	0 39
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 39
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 39
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	$2 15
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 00
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 40

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.....	5 75
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	3 15
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	6 00
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 25
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 00
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	1 90
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	1 90
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	1 90
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 10
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

BRODIE & HARVIE, Ltd.

14 Bleury St., Montreal.

XXX Self-Raising Flour, 6 lbs packages, doz.	$5 80
Do., 3 lbs.	2 95
Superb Self-Raising Flour, 6 lb.	5 60
Do., 3 lbs.	2 85
Crescent Self-Raising Flour, 6 lbs.	5 70
Do., 3 lbs.	2 90
Buckwheat, Self-Raising, 1½ lbs.	1 50
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz. ..	1 50

SMALL'S LIMITED, MONTREAL

FOREST CREAM MAPLE SYRUP

Price Delivered	F.o.b. Factory	Ont. & Marit.
36—10 ozs., bottles..	$ 8 10	$ 9 85
24—16 ozs., bottles..	7 75	8 55
12—32 ozs., bottles...	6 95	7 85
24—28 ozs., tins	9 90	10 60
12—80 ozs., tins	14 25	15 25
6—160 ozs., tins ...	13 85	14 90
1—5 gall. tins	13 50	14 65
In barrels, per gal. .	f 50	2 70

FOREST CREAM PURE SYRUP

36—10 ozs., bottles...	$ 6 65	$ 7 40
24—16 ozs., bottles..	6 15	6 95
12—32 ozs., bottles..	5 35	6 05
24—28 ozs., tins	7 10	7 80
12—80 ozs., tins	10 30	11 30
6—160 ozs., tins ...	9 80	10 80
1—5 gal. tin	9 50	10 55
In barrel, per gal. ..	1 70	1 90

STANDARD SUGAR SYRUP

36—10 ozs., bottles..	$ 5 75	$ 6 50
24—16 ozs., bottles..	5 25	6 05
12—32 ozs., bottles..	4 45	5 15
24—28 ozs., tins	5 45	6 15
12—80 ozs., tins	7 95	8 95
6—160 ozs., tins....	7 50	8 50
1—5 gal. tin	7 05	8 10
In barrel, per gal. ..	1 20	1 40

FOREST CREAM MAPLE BUTTER

24—13½ ozs., tins ..	$ 4 65	$ 4 75
24—2½ lbs,. tins	11 75	12 80
1—30 lbs., pail	4 80	....
2—30 lbs., pails ...	9 80	10 85
In barrel, per lb. ...	0 14	0 15½

FOREST CREAM AMBER HONEY

48—No. 1 Tumblers..	$ 6 40	$ 6 85
24—No. 3 Tumblers..	6 90	7 40
24—2½ lbs., tins ...	19 75	20 85

FOREST CREAM PEANUT BUTTER

48—No. 1 Tumblers..	$ 5 30	$ 5 75
24—No. 3 Tumblers..	4 75	5 25
24—2 lbs., tins	11 80	12 65
1—24 lbs., pail	4 55	....
2—24 lbs., pails ...	9 75	10 60
In barrel, per lb....	0 17½	0 19

FOREST CREAM SALTED PEANUTS

1—15 lbs., pail ...	$ 2 75	$ ....
2—15 lbs., pails ..	6 05	6 60
In bags of 85 lbs...	13 15	14 50
In barrel, per lb. ...	0 16¼	0 18

FOREST CREAM PEANUTS, MAPLE SUGAR COATED

72—5c packages	$ 2 40	$ 2 55
48—No. 1 Tumblers..	4 95	5 30
24—No. 3 Tumblers..	4 45	4 85
24—1 lb., tins	8 45	8 90
1—12 lbs., pail	3 85	....
2—12 lbs., pails ...	8 20	8 65

FOREST CREAM SALTED PEANUTS (BLANCHED)

72—5c packages ...	$ 2 40	$ 2 55
48—No. 1 Tumblers..	4 40	4 75
24—No. 3 Tumblers..	3 60	4 00
24—1¼ lbs., tins ...	8 50	9 05
1—15 lbs., pail	3 10	....
2—15 lbs., pails....	6 50	7 05

MATHIEU'S SYRUP OF TAR *and* COD LIVER OIL

...A Profitable Spring side-line every good grocer can sell

Most of your customers during this spring will need at some time this highly efficient and nationally known MATHIEU COUGH REMEDY. It is not only a cough cure of the highest order, but it also possesses tonic properties that build up the system while curing the cold.

Its curative properties will win the confidence of your customers and on every sale there is a profit margin that makes selling it a highly profitable proposition. Try a sample order.

J. L. MATHIEU CO., *Proprietors*
SHERBROOKE, QUEBEC

Easy Know—Easy Go!

Put Gold Dust packages where your customers can see them.

With a woman "seeing Gold Dust means buying it," especially since our advertising has shown her what Gold Dust will do. Keep it out in front on your shelves and watch the sales come in.

Gold Dust is "Made in Canada," backed by widespread advertising and is going stronger every day. Are you getting your share of its quick turnover?

THE N.K. FAIRBANK COMPANY
LIMITED
MONTREAL.

Quality Counts

Golden Orange Navels
have many substitutes—but no equals

One quality only—The Best

Sold only by

Hugh Walker & Son, Ltd.
Established 1861
The House of Quality
Guelph - - - Ontario

Stripes Brand Florida Grape Fruit

"The Aristocrat of the Breakfast Table"

Acknowledged to be supreme in ***Pack, Weight, Texture and Flavor.*** The Grade is large, and above all it ***SELLS*** and ***SATISFIES.*** Brings them back for more.

Florida Tomatoes
California and Florida Celery
Iceberg Head Lettuce

Bananas, California Lemons, Pineapples, Florida Oranges, etc.

WHITE & CO., LTD.
Fancy Fruits
TORONTO

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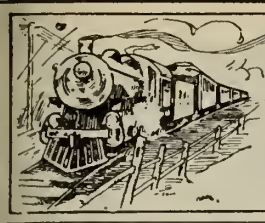


BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto

STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.

OPPENHEIMER BROS., LTD. Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivary
7 Bonsecours St., Montreal, Que.

Canada Barrels & Kegs, Limited
Successors to
The Chas. Mueller Co., Ltd.
Manufacturers of Tight Cooperage
Waterloo, Ontario

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

FOR SALE

Choice Yellow Dutch Set Onions for spring delivery. Buyers would do well to get our prices before placing their orders. No order too large and none too small.

REID, EDIGHOFFER & SON,
Dashwood, Ont.

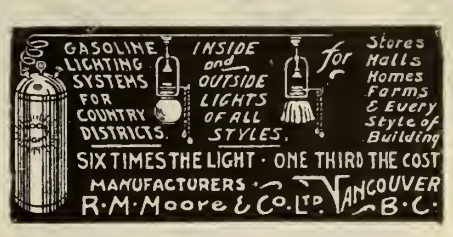
SHELLED NUTS HAVE FIRM TONE

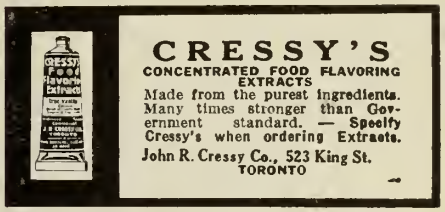
Shelled Bordeau walnuts in primary markets are in a strong position with prices higher. Importers have not been buying heavily the past few months and consequently spot stocks are practically cleaned up. Future shipments to arrive are costing more than present stocks, and with the advance in exchange there are indications that quotations will be higher. Then again, many importers are not handling the Manchurian nut this season, which will create a bigger demand for the French variety.

Pecans, on account of the very small crop, have a stronger tone and in some instances quotations on spot have been advanced. Almonds and filberts are also firm under a good inquiry.

HOG MARKET TENDS DOWNWARD

The hog market continues with a downward trend and there are no indications this downward movement will be checked for some time, at least until packers get prices down to a level more in line with their ideas. They claim that prices are far too high for export purposes and are offering lower prices each week and only buy what they require for immediate use. This condition is reflected on bacon, lard and other hog products and has resulted in these lines being in an unsettled condition.


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS.
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd. VANCOUVER B·C


CRESSY'S
CONCENTRATED FOOD FLAVORING EXTRACTS
Made from the purest ingredients. Many times stronger than Government standard. — Specify Cressy's when ordering Extracts.
John R. Cressy Co., 523 King St.
TORONTO

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

BARRELS

For all purposes. The best package for exporting. I can make them to suit your goods.

JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk Pickles, Mincemeat, etc.

SALESMEN WANTED

SALESMAN WANTED TO TRAVEL ONTARIO. One used to wholesale groceries preferred. Good position, salary and commission. W. Y. Colclough, 23 Scott St., Toronto.

Information

We can keep you posted with all daily news and business Tips.

Canadian Press Clipping Service
143-153 University Avenue, Toronto

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITION WANTED

POSITION AS TRAVELLING SALESMAN IN city or the Canadian West wanted by man with 5 years' practical experience in general store. Age 22. Apply Box 458, Canadian Grocer, 153 University Ave., Toronto. Ont.

SALESMAN WANTED

SALESMAN WANTED—WE REQUIRE A representative who has made a success in a retail store and who wishes to broaden his experience and at the same time increase his present earning power and immediate prospects. Salary and bonus on sales. To a man of ability and character this position offers a bright future. Write The MacLean Publishing Co., Ltd., Trade Newspaper Division, Toronto, Canada.

MISCELLANEOUS

LEARN SHOW CARD WRITING AT HOME—A salesman who can make Show Cards can always earn more money and is always sure of his position. Professional Show Card Writer will teach speedy system by mail to a limited number. For particulars write Albert Edgar, 20 Edgar Building, Windsor, Ont.

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

We Present a Record—Not a Prospectus

Reputation gained by years of vigorous, conscientious and successful work.

John A. Thompson

General Manager Western Canada

TORONTO

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

When Answering Advertisements Kindly Mention this Paper

Easter

always means a bigger-than-ordinary demand for

Swift's Premium Hams and Bacon

FOR many years it has been our policy to induce and cater to this universal demand, and Swift Dealers everywhere have been given the assistance of extensive special publicity and other profit-making sales aids.

The Advertisement Here Illustrated

will occupy page space in full colors in March issues of all leading Canadian Magazines. Another attractive advertisement will appear in daily and weekly newspapers from Coast to Coast during the weeks of March 14th and March 21st.

Our Beautiful Lithographed Easter Window Display

is specially designed for your use in tieing-up your store with this special Easter Selling Campaign. You should not overlook this feature, if you wish to benefit to the fullest extent. Send in your order for Premium Hams and Bacon to-day to make sure of receiving your Easter Display in good time.

THE universal desire to make Easter breakfast a really delightful meal, is easily fulfilled by housewives who use
Swift's Premium Hams and Bacon
A few slices of this mild, delicately-cured ham or bacon — cooked to a tempting brown — served sizzling hot — make a meal the whole family can enjoy. For Swift's Premium is outstanding in excellence: the Ham, because of its extra mild cure and juicy tenderness, the Bacon because of its succulent fat and delicately flavored lean, and both because of their characteristic sweetness due to the exclusive Swift process of selection and curing
Serve Swift's Premium on your Easter breakfast table and we know you will insist on this brand in future
Order today from your Butcher or Grocer
Swift Canadian Co.

Watch your Magazine for this advertisement, and paste it up in your Store Window

Swift Canadian Co.
Limited

To Cure "Flabby" Service—More Daytons.

MR. RETAILER:

Is your service "FLABBY" as charged in the indictment?

"Guilty or not guilty?"

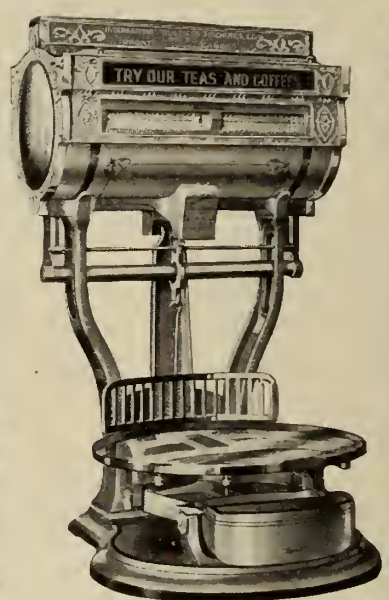
One of America's greatest sales experts is your accuser. He says that about four years ago you and your sales force "broke training"; that since then it has been easy to sell goods; that you've grown accustomed to telling the customer what goods you've been out of and making excuses for delays; in short that your vim had withered and you're "FLABBY."

Slow service and vexing delays mean "FLABBY" business.

If you've been guilty of them, Mr. Retailer, call a halt **NOW.** People no longer will beg you to sell them goods, nor will they waste their time in a "waiting line."

If your sales service is "FLABBY," now is the time to back it up with the latest and best service equipment—International Dayton Scales, Meat Slicers and Cheese Cutters."

The up-to-date Halifax grocery pictured above shows you how. Provide enough Daytons to handle your trade even at the peak of the rush hour—then you can insist that your clerks give SERVICE instead of EXCUSES.



$2,500 In Cash Prizes

Are You Entered Yet in the Great Dayton Scales Word Contest?

Here is your problem: How many words can you make up from the letters which make up the words D-A-Y-T-O-N S-C-A-L-E-S? Come in and win. The contest is open to merchants and their clerks all over Canada and Newfoundland who use scales. It costs you nothing to enter. Replies must be in before Mareh 15, 1921.

If you have not yet received circular with rules and entry blanks, write to-day to our Contest Department.

International Business Machines Co., Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory: 300-350 Campbell Avenue, Toronto

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also Manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

FEATURING MADE-IN-QUEBEC PRODUCTS

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly [Grocer] Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE: TORONTO, MARCH 4, 1921 No. 9

The Welch Lades

pure fruit and sugar jams

The quality of these jams is superb. Welch uses only choice, whole ripe fruit. Pits, skins and seeds are removed, leaving 100 per cent edible jam. There is no apple base in any Welch Lade—nothing whatever but the fruits named on the labels and pure sugar. Welch methods preserve the fine flavor of good fruit.

Stock a full line of Welch Lades and let your customers know you have them. They are widely advertised in Canadian magazines, weeklies and in daily newspapers. Fruits available in No. 16 glass jars or 4 lb. standard tins are

Grapelade	*Orange Marmalade*
Peachlade	*Cherrilade*
Plumlade	*Grape-Raspberry*
Strawberilade	*Currantlade*

Order from your wholesaler or write to us for information.

PERMIT EST. 272

The Welch Co., Limited, St. Catharines, Ontario

The Answer To A Need

No product ever "caught on" as Aladdin did, unless it fulfilled a real want on the part of the public.

The women of Canada wanted a Dye Soap that would be as easy to handle as ordinary soap and yet that would give results equivalent to those obtainable by professional dye experts.

We gave them just that—and the natural result is a sales response so immediate and so large that merchants are as enthusiastic in *selling* Aladdin as the women are in *using* it.

CHANNELL LIMITED, TORONTO

Distributors of

Aladdin DYE SOAP

Manufacturers of O-Cedar Products

—A size for every need

Long Established Quality, Convenience and Economy

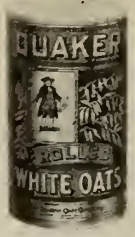
These are the three things that have made Borden's Milk Products so popular with women. They are the same factors that have made them the fastest selling milk products in the grocer's store.

And year after year Borden's National advertising is telling your customers about this QUALITY, CONVENIENCE and ECONOMY—constantly at work doing its share to help the grocer speed up turnovers and increase his profit.

The Borden Co., Limited

MONTREAL

You Take This Loss



On a sale of 90 lbs. of bulk Rolled Oats you won't average to-day **over** 65c gross profit.

You put up 90 lbs. of loose Rolled Oats in eighteen 5-lb. paper bags.

The **lowest** price at which any competitor is selling makes your market—be it 25c, 23c or even 20c.

One paper package is as good as another—no trade-mark on these packages to reassure your customers.

The quality and condition of the product is often doubtful. You have extra expense for paper bags, twine, time, shrinkage, etc.

From your gross margin—not over 65c—must be deducted all the usual as well as the extra overhead.

You can't make a net profit on that basis.. **You are actually losing money.**

Take This Sure Profit Instead

90 lbs. Rolled Oats make 26 packages of **Qua ker Oats.** They cost you no more than 28c each. Your selling price is 35c—a gross margin of 7c per package. Total gross margin, $1.82.

Quaker Oats require no twine, no paper bag, no time in filling, no shrinkage. Quality guaranteed, also condition of the product when your customer buys it.

You make at least three times as much profit from 90 lbs. of **Quaker Oats** than from same quantity of bulk oats.

It isn't difficult to choose which line you should get behind for best profit.

From a dollars and cents standpoint only, the housewife buys Rolled Oats cheaper in bulk, but she does so at **your expense,** which is not sound business.

The **Quaker** package contains the finest flake we make; does not break up, is sanitary and pure. The contents therefore are worth more per pound.

Would you go to a pawnshop to purchase a watch for your wife or daughter? No, you would not buy such an "unknown quantity." You go to a legitimate jeweler—someone you can trust—and you look for the maker's name on the case.

You get a watch that **no one else has handled.**

Show **Quaker Oats** in the window or in a prominent place in the store. Let your customers see you have the package for sale.

You exercise your option when buying—let your customer do the same.

The Quaker Oats Company

MANUFACTURERS OF

CEREAL PRODUCTS

Peterborough, Ontario Saskatoon, Saskatchewan

An aeroplane view of

The Grimsby Pickle Company

Limited

Grimsby, Ontario

AN "All Canadian" company offering a strictly high-grade line of the finest pickles that can be made, from a selected stock of cucumbers, cauliflowers, onions and the best of spices and vinegars. They are guaranteed to be uniformly *crisp and firm*, and their excellent color and the careful manner in which they are packed give them an exceptionally attractive appearance. Here are our lines:—

GRIMSBY Sweet Mixed Pickles
GRIMSBY Sour Mixed Pickles
GRIMSBY Mustard Pickles
GRIMSBY Sweet Mustard Pickles
GRIMSBY Sweet Gherkins
GRIMSBY Sweet Relish

The Profit Margin is excellent, their flavor and quality unsurpassed, and they are packed in attractively labelled glass jars with screw cap closures, also in wooden pails and oak kegs.

Ask your wholesaler or write direct for quotations.

SELLING AGENTS

Grimsby Brokerage Company

FOOD PRODUCTS

106 BAY ST., TORONTO **PHONES, AD. 5858-5859**

Representatives for Quebec Province, Forbes & Son, 291 St. Paul St. W., Montreal

because

A "BETTER BUY"

PRICE isn't everything but it's a big something. Even the lowest price differential heaps up at the end of the year.

Growers Brand brings you California-quality prunes—rich, full-flavored, full-meated—and priced a little lower, too!

True—most of the prunes packed under Growers Brand run to the medium and smaller sizes. But what of it? More and more of your customers are learning that the size of a prune does not necessarily affect its quality or its "eating value." As a matter of sales-fact, frequent tests have proved that the smaller-sized prunes are a "better buy." You get more "meat," more flavor, for the money—that's why! Ask your jobber about it—now!

CALIFORNIA PRUNE & APRICOT GROWERS INC.
5473 Market St., San Jose, Cal. 10,000 grower-members

Packed 3 ways too!

Growers Brand Prunes are packed in three ways to meet every need: in the regular 25-lb. and 50-lb. wooden boxes [all sizes]; in a special 5-lb. Growers Brand carton containing medium-sized prunes [60-70's]; and the same-sized carton containing a *blend* of the smaller-sized prunes [70-80's and 80-90's].

Growers Brand PRUNES

Canadian Representatives:
SAINSBURY BROS.

Offices: Toronto, Montre
Winnipeg, Vancouver,
Halifax.

Eddy's
Twin-Beaver
Indurated Fibreware
Washboard

Eddy's
Indurated Fibreware
Wash Tub

Eddy's
Silent Fire
Matches

Maintaining a Reputation

Eddy's
Grocery Bag
Self-opening, Box-shaped

Every Eddy Product you stock carries the responsibility of maintaining a reputation for superiority sustained continually since 1851.

Eddy manufacturing methods are a guarantee of better quality and better value. Eddy advertising keeps the buying public educated to the fact that the name "Eddy" is a money's-worth symbol in Matches, Indurated Fibreware Utensils, etc.

Let your customers know you handle Eddy Products.

Note the Self-opening, Box-shaped Grocery Bag shown at left. An ideal little container for putting up small groceries neatly and securely.

The
E. B. Eddy Co., Limited
HULL, CANADA

The "Hotel" Size

THE demand for KLIM in 10 pound tins is becoming more pronounced day-by-day.

Many families now realize the economy and advantages in having a larger stock of KLIM in the house and prefer buying the 10 pound "Hotel" size tin for general home uses.

You will find a ready sale for this size and it will pay you well to have an ample stock on hand to meet the demand.

CANADIAN MILK PRODUCTS LIMITED

10-12 St. Patrick St., Toronto.

St. John, Montreal, Winnipeg.

British Columbia Distributors: Kirkland & Rose, 132 Water St., Vancouver.

Historic Facts

IN 1876 the packing of salmon began on the Fraser River, British Columbia.

In 1913 seventy-six modern canneries were packing salmon along the Coast line of B.C. from Fraser River to Naas River—500 miles.

The total pack of Pacific Coast in 1915 was 7,639,592 cases, valued at nearly 40,000,000 dollars.

The British Columbia Packers Association, now the B. C. Fishing and Packing Co., Ltd., in the same year were operating 24 canneries.

14 canneries on the Fraser River, 1 on the Bella Coola
4 canneries on the Skeena River, 1 on the Lowe Inlet
2 canneries on the River Inlet, 1 on the Alert Bay
1 cannery on the Naas River—24 in all

and packed 399,467 cases out of the total returns for British Columbia of 1,353,901 cases.

The British Columbia Fishing & Packing Co., Ltd., are in a most favourable position to supply all grades of Pacific Coast salmon, from the fact of their owning and operating plants in all the best points along the Coast of B.C.

Four Brands of Pink Salmon

Cascade Big Horn Wellington Tip Top

All the B.C. Fishing and Packing Co. Ltd. labels are well known, and are a guarantee of quality in every Can.

Watch our announcements in this Paper each week.

B.C. Fishing & Packing Co., Limited

Vancouver, B.C.

Eureka Refrigeration Equipment

This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

COUNTER Check-Books

Duplicate and Triplicate styles for every purpose. Carbonized, and Carbon Leaf Kinds.

Our SURETY Non-Smut Books are the best on the market.

Guaranteed to give 100%
Perfect Copies

MAIL US SAMPLES OF YOUR PRESENT BOOKS *for* PRICES.

McCaskey SALES PADS, ACCOUNT REGISTERS
GALT, ONTARIO

King Oscar BRAND SARDINES

The finest flavored, highest-grade sardines on the market. King Oscar brand are packed from carefully selected Norwegian-caught bristlings in pure oil, and their tempting flavor and exceptional quality will win steady repeats from your better class of trade.

Recommend them for making dainty, wholesome sandwiches, etc., for afternoon teas, socials, etc. You'll find the profits worth a little extra selling effort.

Canadian Agents :
John W. Bickle & Greening
Hamilton, Ontario

There Was a Time —Maybe—

when economy was secondary

—

NOW the public is studying it

Caught in Deep Salt Water

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

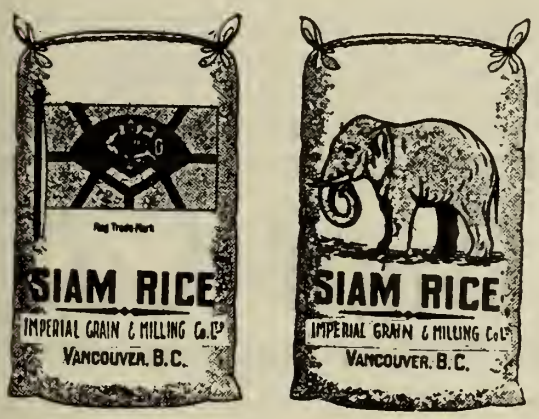
WESTERN CANADA

Johnson-Lieber Mercantile Co.
of Canada, Ltd.
[MANUFACTURERS' AGENTS
Calling on Grocers, Confectioners, Hardware, Stationers, and Ship Chandlery in British Columbia.
850 Hastings St. West, VANCOUVER, B.C.

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

BOXES AND CRATES
SUPPLIED BY
British Columbia Box Manufacturers

Combine Strength, Light Weight and Appearance

RAW MATERIALS, EQUIPMENT and SHIPPING FACILITIES equal to any demand.

Enquiries addressed to the Secretary
Box Manufacturers' Section
Canadian Manufacturers' Association
VANCOUVER
will receive prompt attention

EVERY MORSEL EDIBLE AND DELICIOUS

"He offered me Pilchards a dollar a case cheaper than "Albatross," but I said: "You have to pay the same for cases, and cans, and to the fisherman—so I guess you save a dollar's worth of labor on each case—NO THANK YOU."

Clayoquot Sound Canning Co., Ltd.
VICTORIA
AGENTS:
Ontario and Quebec: Alfred Powis & Son, Hamilton, Ontario
Manitoba & Sask.: H. P. Pennock & Co., Ltd., Winnipeg, Man.
Alberta and British Columbia: Mason and Hickey
J. L. Beckwith, Victoria, B. C.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

Why Not Build Up Your Trade In the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

The advertiser would like to know where you saw his ad.—tell him.

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1889

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

When Writing to Advertisers Kindly Mention this Paper

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBU-
TION

Two Sure Repeaters

Quality Rolled Oats and **Rainbow Flour** are two high grade, popular sellers that never fail to repeat.

Look over your stock and try a sample order. We guarantee rapid shipment.

Our Quality Split Peas, Pot and Pearl Barley are guaranteed leaders.

MILLS AT
Tillsonburg Ayr Galt *and* Stratford

WAREROOMS AT
Toronto, Ont. St. John, N.B. Halifax, N.S.

Head Office: Stratford, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

DETAIL WORK

Christie's Biscuits and
Robertson's Confectionery

Are having big sales in Western Canada. Why not have your goods marketed by their Agents?

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

½ million buyers see an advertisement similar to this every week. Display the Tea.
The Codville Company Ltd.

5

Up to date grocers have found Domino package rice a success

Insist on Domino or Jack Frost Package Rice. You would if you could see the roaches, flies, mice, rats and germ-laden dust that gather in bulk rice. It is protected from the mill to your store by modern sanitary precautions. They contain the best quality

CAROLINA AND BLUE ROSE RICE

There are no other package rices just as good. You can prove it yourself by examining their beautiful selected grain, white as snow.

RALPH GOLDSMITH CO., New Orleans, La.

For Sale by all Jobbers

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

J. K. McLAUCHLAN
Manufacturers' Agent and Grocery Broker
Warehouse and Distributing
45 Front St. East, TORONTO

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.
Concentrated representation within the Province of Ontario

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
REPRESENTING
J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
Correspondence Solicited Agencies Wanted
LAING BUILDING, WINDSOR, ONT.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

H. C. BRENNAN
Grocery Broker and Manufacturers' Agent
Booth Bldg. Ottawa, Canada

The CROWN *Trade-Mark*
on a bag of white beans is a guarantee of their uniform size and choice quality.
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.
BRAND
. T. MICKLE - Ridgetown, Ont.

C. A. MANN COMPANY
Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry
Special Attention to Grocers' Orders.
Satisfaction Assured.
LONDON, ONTARIO
Phone 1577

The Sarnia Paper Box Co.
Sarnia, Ont.
Manufacturers of
Ice Cream, Butter and Egg Cartons
Also
Handy Paraffin Containers
Suitable for Salted Fish, Mincemeat, Oysters, Pickles, Etc.
Three reasons for buying "Sarnia" Boxes:
I. Quality
II. Service
III. Prompt Delivery
YOU CAN'T DO BETTER ANYWHERE

OAKEY'S
"WELLINGTON" KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

"Member Audit Bureau Circulations"
"Member Associated Business Papers"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV. TORONTO, MARCH 4, 1921 No. 9

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager*

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GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek. London, England.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway, Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401, Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $5 a year; single copies, 15 cents. Invariably in advance.

The Question of Price

Quality is the foundation of the Red Rose Tea business. That's a better basis for building trade than Price.

The fact that Red Rose Tea consists chiefly of blended Assam teas, the strongest in the world, makes the cost of Red Rose Tea per cup lower than teas selling at less per pound. Red Rose Tea is actually more economical.

Red Rose Tea "is Good Tea"

T. H. ESTABROOKS CO., LIMITED
ST. JOHN MONTREAL TORONTO WINNIPEG CALGARY EDMONTON

CLIMAX PAPER BALER

TURNS WASTE INTO PROFIT

BUILT TO LAST A LIFE TIME

EARNS MONEY EVERY DAY

EASY TO OPERATE

TWELVE SIZES: A BALER FOR EVERY PURPOSE

Send for Catalogue

CLIMAX BALER COMPANY

HAMILTON, ONTARIO

When you suggest "Colman's" or "Keen's" you say something

— because you "tip" your customers to the most reliable mustards. Also your suggestion will have brought its own reward in satisfied customers.

Canadian Agents:

Magor, Son & Co., Limited

Montreal Toronto

DOMINION BRAND TOMATO SOUP

For the Lenten Season

A delicious, appetizing, purely vegetable soup. Made from red, ripe tomatoes and pure spices.

A window display will bring many sales.

Order your supply to-day.

DOMINION CANNERS LIMITED HAMILTON, CANADA

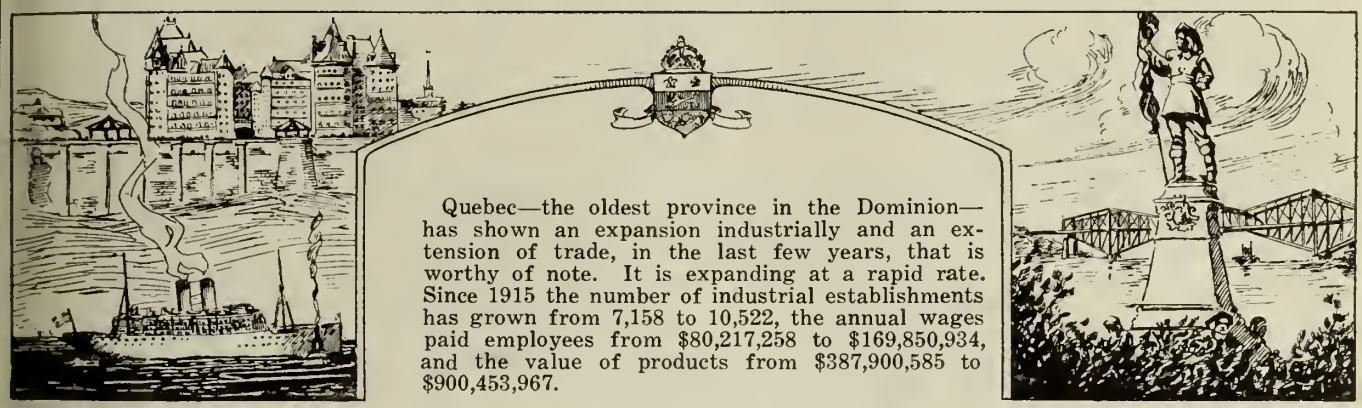
The *New* Soup with the *New* Label

Dominion Canners, Limited

Hamilton, Ontario

CANADIAN GROCER

VOL. XXXV. TORONTO, MARCH 4, 1921 No. 9



Quebec—the oldest province in the Dominion—has shown an expansion industrially and an extension of trade, in the last few years, that is worthy of note. It is expanding at a rapid rate. Since 1915 the number of industrial establishments has grown from 7,158 to 10,522, the annual wages paid employees from $80,217,258 to $169,850,934, and the value of products from $387,900,585 to $900,453,967.

Demand for Quality Is True Economy

Montreal Grocers are Finding That People To-day More Than Ever Before are Buying the Better Quality Goods—Quality is Of More Importance Than the Price

By Staff Correspondent of Canadian Grocer

MONTREAL.—Reports from retail grocers in different districts show that a new element characterizes the grocery trade which indicates a very healthy condition in the business. This element is a widespread demand on the part of the customers for quality. One grocer says that to-day, as never before, people are looking for quality in their foodstuffs and are quite willing to pay for it. He also added that it may seem to be to the contrary, but in the majority of cases it is true economy, an economy that the grocer has been advocating for some time, that only the best is cheap. Provision merchants state that this has done much to make easier the grocer's buying and has relieved him of some of his load of responsibility in buying.

In proof of this one of the grocers in this city said to Canadian Grocer representative: "Just before the war we put in an order for a small shipment of a new line of goods, which although it was of high quality seemed to be expensive in comparison with the prices on the same line prepared by another manufacturer. We felt at the time that we were taking a big chance but it was a new brand on the market and we decided to experiment with it. The shipment of the goods was delayed for some time on account of the outbreak of the war and many months elapsed, in which time we endeavored to cancel the order, fearing depressed times ahead. We were unsuccessful, however, and the goods were delivered. They were put on our shelves. At first the customers shied at the prices asked but after a little salesmanship they gave the goods a trial, on the merit of their quality. To-day, although the same goods are fifty per cent. dearer, we cannot get enough of them to supply the demand. We have found the same thing to be true in other lines in which the price is backed up by real quality."

Customers Demand Quality

A similar report was given to Canadian Grocer by A. Pigeon, the manager of Thos. F. Hannan's store, on St. Catherine St. W. Mr. Pigeon said: "Our customers demand above all quality in their provisions. For this they are willing to pay a little more. This is perhaps most evident in canned goods and preserved fruits. For instance if we show a customer two brands of olives, that are at a glance of the same size and quality but one is about twenty or thirty per cent. dearer than the other, in the majority of cases the customer will choose the dearer brand on account of the better quality implied by the price. In almost all the lines we carry it seems that the people are to-day prepared to pay more for the line that shows quality than for one in which the quality is doubtful. This has helped us in our buying. We know pretty well just what to buy and what not to buy. If a grocer is buying for customers who think of nothing but price he is very apt to be led astray and find on his hands a stock that does not meet with the tastes of his customers. When a man is buying for quality he only needs to be convinced that the quality is there and he is able then to recommend it without fear to his customers. We have found that buying for quality is by far the most satisfactory to the grocer and that it is the easiest line to turn over. During the last year we have not kept our stock as large as it has been but by a careful arrangement we have found that it improves the appearance of the store, our stock turns over quicker and so is in better condition, it does not take as much capital to run the business, and we are able to take advantage of the readjustments of the market. I doubt if the time will ever come when the grocer will buy as heavily again as he was tempted to do at one time, on account of the rising prices. I believe that it is to the advantage of all to buy in smaller quantities and buy oftener."

Quality Means More Than Price

W. Finlay, manager of the late E. J. Quinn's grocery store at the corner of

St. Catherine St. and Green Ave., Westmount, brought out the same point even more strongly, saying: "I have found recently that among our customers quality is of more importance than price even among the most thrifty buyers. They seem to feel that it is better to pay more for quality than to buy the cheaper line and be dissatisfied and after all, that is real economy. No grocer is doing justice to himself or his business who does not put real salesmanship into his business. There are two things that make salesmanship easy and they are first quality, and second general appearance.

Containers Mean Much

"In selling a new line the appearance of the container, in the case of package goods and canned goods, counts for more perhaps than anything. The wrapper on a can of corn or peas either helps its sale or hinders it. It is far easier to sell a can of corn with an artistic label than one with some cheap design, poor printing and sloppily stuck on. It is really surprising how much a little thing like that counts, especially when introducing a new line. A rusty dirty tin may spoil a sale. Of course the repeat order depends upon the quality of goods inside the container. There is a brand of macaroni in our store which has won much favor with our customers. It is packed in a very attractive white box. It bespeaks cleanliness. When we first stocked it we recommended it to our customers. In nearly every case, the purchaser scrutinized the package, then bought it. It had the quality all right but the appearance of the package made the sale and although it is the most expensive brand in the store it is by far the biggest seller. There may be a danger, however, that people are apt to judge quality by price. If they do they are only making things more expensive for themselves. If a grocer is convinced that a certain line has the real quality then it will not take long to introduce the line to the people but the grocer must be sure first and then he must have the energy to put the effort behind the lines. People today take very quickly to quality and price is a secondary consideration except in certain much talked of lines."

Many Contraries In The Trade

Although this theory has been brought out by a number of grocers in this city and examples cited to prove it there are some very peculiar characteristics of the grocery business that nearly every grocer must notice. It is almost amusing how far some people will go out of their way to save a few cents. Even the very customers who are willing to pay from 10 to 50 per cent. more to be sure of quality will go a long way to save a cent a pound on sugar or even less than that. One of the local grocers pointed out to Canadian Grocer representative that some people will even go to great inconvenience to deal with a grocer in whose judgment they have confidence.

To Hold Confidence of Customers

This grocer referred to is the manager of one of the down-town cash and carry stores. It means that the people who buy there must carry home all their parcels. Yet he states that people from the other end of the city have come there regularly to get their groceries, not because the goods are particularly cheaper there than at the grocery store in their own section of the city but because, as they say, the line of goods at the down-town store is of better quality. This grocer claims that this is not altogether accounted for in the goods stocked but in the way they are displayed and the freshness and system of the store itself. The appearance of the store, he claims, lends quality to the goods in the store. "At the same time," this grocer said, "it would be easy to lose the trade of these people if we ever betrayed their confidence in us by recommending or selling to them anything of the quality of which we were not absolutely sure."

New Branch of Manufacturers' Association at Three Rivers, Que.

A Plan of Activities is Mapped Out at Organization Meeting, Including Income Tax Law, Workmen's Compensation Act, and a "Made in Canada" Campaign

THREE RIVERS, March 1.—Three Rivers took another step forward in importance as a manufacturing centre recently, when a branch of the Canadian Manufacturers Association was organized in this city.

R. W. Gould, secretary of the Quebec division, and L. D. Loranger, assistant secretary, were present at the meeting which was held at the Chateau de Blois. After luncheon the members of the new organization, which included representatives of a number of Three Rivers manufacturing concerns, discussed the activities of the new association led by the chairman, Vivian Burrill. It was decided that following the plan of the Canadian Manufacturers Association of Sherbrooke, Que., a meeting should be held every other month.

A Plan of Action

The first business of the society was to outline a plan of activities for their association. This included equalization of freight rates, the income tax law, the workmen's compensation act, tax recommendations and a "Made-in-Canada" campaign.

With regard to the equalization of freight rates, it was pointed out that it is believed to be the intention of the Federal Government to appoint a commission to make an investigation throughout the Dominion after the plan followed by the Tariff Commission. It was felt that if a meeting of the association was held previous to the visit of the above commission in Three Rivers a considerable amount of useful data could be compiled by the different industries represented in the district.

A "Made-in-Canada" Campaign

The question of a "Made-in-Canada" campaign was thoroughly gone into and at a later date will be taken up along with lines now being considered by the association as a whole. Other studies were discussed relating to business problems peculiar to the city of Three Rivers, and the income tax and business profits tax were thoroughly discussed by those present. It was recommended that a five years' period for the enforcement of the sales tax should be sufficient and that this tax should be paid yearly. If such was the case, it was pointed out that by averaging the tax for five years and paying it yearly, then the term would cover both good and bad years and the depression would not be so keenly felt.

Trade Conditions In England Are Abnormal

Montreal (Special). — Harold Seddon has recently returned from Worcester, England, where he has been visiting his principals, Lea & Perrins, in the interests of their Canadian business.

Mr. Seddon reports trade conditions in England abnormal. The export trade was to a great degree stagnant, especially with South Africa and Australia, where questions of finance and exchange were involved. As regards food products, it was noticed that the retail trade was doing well, being anything but panicky and adverse to cutting prices, even though in some instances wholesale prices were easier. In this respect it must be remembered that they have been supported by Government control of several staples. Business men generally were optimistic in their opinion that business would pick up in the spring and strengthen throughout the coming summer.

A Unique Display of Flour in a Quebec Store That Meant An Unusually Large Turnover

A recent window display of the Paquet Company, Ltd., Quebec City. This is a splendid single unit display and was the means of greatly stimulating sales on the brand of flour shown. The loaves of bread were baked by a customer living in the country, thirty-five miles from the city. The bread was baked in bowls and iron kettles, the one seen on the left measured twelve inches in diameter and six inches in height.

Domestic Trade In Box Shooks Heavy This Year

Vancouver (Special).—The box shook manufacturers have reduced their prices at the mill by approximately 20 per cent. To those using these near the coast, a saving of this amount will be shown, but to those who must pay freight charges on their shooks this decline will be more or less offset by the increased freight rate of 40 per cent.

The fact that ocean freights are unsettled, may be lower any time, and will probably decline for some time, is keeping export buying from developing to any great extent. The foreign buyers feel that at any time a drop in freight rates, by water, might make their early purchases show a loss, and they simply wait for lowest rates.

The domestic business this year is expected to be large. Authorities all over predict large British Columbia fruit crops for next season, both based on the light crops of fruit last year and the condition of the trees last fall.

Those associations and large operators who will require large numbers of boxes next fall are inquiring as to the supply available to meet their need. The increasing use of the box in the Eastern markets is making various authorities in the East study the maximum capacity of the coast box factories. From Australia and New Zealand inquiries are coming both from Government and private buyers for Canadian box shooks.

Present Price for Sugar Beets Six Dollars Per Ton

London, Ont., March 1.—The sugar beet situation in the district west of London is attracting considerable attention just now. Last year the growers received $9 and the price this season is only $6. Several of the growers in Wanstead district stated to Canadian Grocer that they will put in other crops this year rather than grow beets at the figure offered. They claim that all the work has to be done by Belgians and that it is impossible to procure the right kind of help and make even fair returns at $6.

Personal Contact With Customers Often Means Increased Sales

Quebec Grocer Prefers Selling Customers at Counter Rather Than Over the Telephone—More Opportunity to Make Extra Sales.

Two Essentials For Success

Must Have a List of Customers Upon Whom the Grocer May Count for Steady Patronage—Appearance of Store Counts.

O. CARIGNAN, the proprietor of O. Carignan and Sons grocery, 22 Des Forges Street, Three Rivers, Que., claims that two things are absolutely essential for a successful grocery business operating on a permanent foundation. "The first," says Mr. Carignan, "is a list of customers upon whom the grocer may count for steady patronage. He then can study their wants and estimate their requirements. In this way he avoids overloading his stock with unsaleable goods, and at the same time he is able to meet the demands of his customers at a moment's notice. The second is that these customers may be so well satisfied with the goods they receive and the service rendered that they are not only good customers but are good advertisers of that grocer's business.

Appearance of Store Counts

"Every grocer must admit that there is a classification of customers and that some of them the grocer would rather serve than others. To get the best class of customers, in my opinion, the general appearance of the store is an important factor. As a rule the customer first comes personally to the store to buy. Later they do most of the ordering over the telephone. If the appearance of the store is pleasing, it gives the customer confidence both in the grocer and in the goods he handles. Naturally the quality of the goods handled by the grocer is important but that can only be demonstrated after the purchaser has been influenced to deal at the particular store in question. Personally, I believe that price is only a minor consideration when the other two factors are present.

Personal Contact with Customers

"There is a drawback to developing the grocery business when the customers get to the point in their buying when they do all their ordering over the telephone. It is a great advantage to the grocer to deal personally with his customers. He gets to know their tastes. He has a chance to, perhaps, influence their buying, as he cannot over the telephone, and so many extra sales are lost. It is almost impossible to push a new line with customers whom the grocer rarely sees and there is a certain amount of satisfaction in talking face to face with those whom you serve. However it is not possible to serve all your customers directly and if the grocer wishes to develop the trade of those who do their ordering over the telephone, it is quite as important that he is extremely careful of the appearance of his store as if these people called on him daily."

One Price Only

There is one other thing that Mr. Carignan emphasized in this connection, and that is sticking to one price. He stated that since the price is not the most important factor, the small margins in prices that are created by those who cut prices may be well neglected by the merchant who does all in his power to make his store attractive and keeps the quality of his goods the best. "In fact," said Mr. Carignan, "the reputation for being a one-price store is something worth while having for after all the public feel a certain amount of confidence in the man who has assurance enough to stick to his price no matter what the other man is quoting. For instance, the man who fills his window with a line of canned goods all jumbled up and advertises a low figure for it, may sell it all right but he cannot help but give at least to some the impression that there is something the matter with the goods since his neighbor calmly goes on selling the same line at a little higher figure. The two different styles of display are responsible in part at least for this impression."

An Orderly Store

As will be seen by the accompanying picture of O. Carignan and Son's store, it is attractively laid out and everything in the store bespeaks system. The wall cases behind the counters are all dustproof with sliding glass doors. The bins below are the patented pivoted bins with the glass compartments in the front for display. The rear wall is almost covered with two heavy mirrors, which besides brightening and beautifying the store make it look a great deal larger than it really is. It gives depth to the store. The stairway of two or three steps at the rear of the store leads through an artistically carved oak arch to the store house behind where all the orders are put up. Apart from the few small sales that are made on the cash and carry plan in the front store nothing is changed on the shelves to fill orders. These are all put up at the rear, direct from the cases. This insures an orderly display in the front store, avoids a mess and at the same time gives the customers the freshest stock on hand.

Sells Toilet Articles

The third showcase from the front in this store is devoted to toilet articles. This perhaps is an odd line for a grocer to carry but Mr. Carignan says that it was handed down to him by his father and he keeps it up. Years ago, when Three Rivers was much smaller than it is to-day, Mr. Carignan's father stocked this line to accommodate his customers. Space has continued to be devoted to this line ever since, and to-day, by carrying only the very best lines, the proprietor of this grocery store is able to hold the custom, in this line, of many of those who have dealt with this same store for years. It has become a habit with them, to buy these lines at their grocery store.

Seven Turnovers Yearly

Mr. Carignan stated to a Canadian Grocer representative that the stock in his store turns over from six to seven times a year, thus insuring a fresh stock continually, the full advantage of a declining market and does not require any bigger layout than is absolutely necessary. The store does over two hundred thousand dollars' worth of business yearly.

INCREASED ACREAGE IS ALLOTTED TO PEANUTS

More than 2,000,000 acres in the United States were planted with peanuts last year. The demand for them is increasing by leaps and bounds. They are one of the most nutritious foods known to man, one pound of them (shelled) containing nearly half a pound of fat and a quarter of a pound of protein, both high grade and readily digestible. For running the body machine they are three times as efficient as an equal weight of beef and five times as efficient as an equal weight of eggs.—Indianapolis News.

WHAT DAYLIGHT SAVINGS COST MASSACHUSETTS FARMERS

Boston, Mass.—The farmers of Massachusetts suffered a cash loss of more than $8,000,000 in 1920 as the result of daylight saving, according to a statement issued from the state department of agriculture recently, based upon figures compiled from 6,000 questionnaires, which were sent to farmers throughout the state.

Showing the attractive interior of the store of O. Carignan & Son, at Three Rivers, Que. Equipment for the purpose of display and to facilitate service to customers is a feature of this store.

Dividing the Buying into Groups

Goodwins, Ltd., Montreal, Adopt a New Idea in Connection With the Various Departments Included in the Grocery Section—Grocer Should Not Buy From Behind the Counter

By Staff Correspondent of Canadian Grocer

MONTREAL, March 1.—Goodwins, Limited, of Montreal, have adopted a new idea in connection with the buying for the different departments which affects the grocery department perhaps more than any other branch of their store, since the buyers for the other departments have always had at least part of the present arrangement. By the new system adopted the buyer for the grocery department is away from the grocery store itself. J. Bailie, the manager of the grocery department, has, up to the first of January, had his office down in the grocery store, but after the first of the year he was moved up to the fifth floor, altogether away from the department which he manages. The buying for the grocery department is divided up into groups and one clerk put in charge of each group. In this way more interest is taken by the clerks than if one man was responsible for the whole business.

Sample Room Convenient

Beside Mr. Bailie's office upstairs is a sample room where the salesman representing the manufacturer brings his samples for display. The man in charge of the department downstairs interested in this line is brought up and he makes his choice and states his requirements. The salesman then comes with his tentative order to Mr. Bailie, who, if he sees fit, O.K.'s the order. It is then passed on to the business office and becomes a contract.

In speaking to a Canadian Grocer representative about the advantages of this new system Mr. Bailie said: "We find that it is to the advantage of both the salesmen and the buyer to meet away from the scenes of the store's activities. In the first place the grocer cannot give his whole attention to his buying if before him he sees customers coming and going and sales either being made or lost.

Diverting the Clerks

"Then, too, travellers are in many cases very fond of conversing with the clerks, in an effort to urge them to push their particular line. While this is to the advantage of the traveller and the house he represents, it not only attracts the attention of the clerk from his work but is apt to prejudice him for or against certain lines, which is not a good thing for the grocery business. The goods should be sold on their merits alone."

Giving the People What They Want

Charles Chapman Opens New Type of Provision Store in Montreal, Adopting the Slogan "What the Public Want," Specializing in High Grade Domestic and Imported Provisions

By Staff Correspondent, Canadian Grocer

MONTREAL, March 1.—For two weeks in January last a big white banner bearing the words "WHAT THE PUBLIC WANTS" hung across an empty store on Dorchester Street near Beaver Hall Hill. It caused much curiosity at first among those who daily passed the place, since it is located exactly between the uptown retail section of the city and the downtown business section.

Old English Provision Store

Finally the big banner was taken down and the secret was revealed. It was an old-fashioned English store specializing in high-grade domestic and imported cheese, bacon and hams. The name of the proprietor stands out above the store in large gilt letters on a black sign — Charles Chapman. Below this sign, and above each window, is a brown sign bearing the slogan of the store, "WHAT THE PUBLIC WANTS."

Upon analyzing the business it is quite evident that both the site of the store and the slogan are well chosen. Mr. Chapman, having had ten years' experience with the produce firm of Cadbury and Pratt, New Bond Street, London, England, besides operating for some years his own store in the same line in Tunbridge Wells, England, has carefully chosen the special lines that he is carrying for the public of Montreal and judging by the patronage his store has already received it is evident that he has not miscalculated the wants of the public.

Imported Cheese

It might be interesting to the grocery trade to know just what some of these special lines are: English—Stilton, Cheddars and Cheshire cheese; French—Camembert and Roquefort; Italian—Parmesan and Gorgonzola; and Swiss—Gruyemere and Emmenthal.

Beside these different lines of cheese, Mr. Chapman carries fine bacon, hams and French comestibles. He also carries choice Canadian cheese, and a cheese that is made in the province of Quebec and which is rather scarce, since, as far as can be ascertained, there is only one man in this province who makes it, namely, sage cheese.

New Type of Store

Although the store is not large in floor space, the proprietor has so arranged the display and the decorations of the store that it gives the attractive appearance of an old English dairy house. The interior of the store is painted a creamy yellow and white, while the fixtures, a tall, glass-fronted cupboard showcase, the counters and racks, are finished in mission oak. On the walls are hung old English pictures which add to the quaintness of the store. Directly behind one of the front windows hangs a large coat-of-arms of the late King Edward the Seventh, who gave Mr. Chapman the right to use the same on his premises. The refrigerator, which is built into one of the walls of the store, is finished in keeping with the other decorations, and has a glass-fronted door so that the display of cheese and bacon in the refrigerator can be seen by the customers in the store.

Analyzing the Business

In discussing this rather unique business with a Canadian Grocer representative, Mr. Chapman said: "I have noticed a rather peculiar condition that exists in connection with this business and which helped me to decide upon this site for my first retail store in Montreal. Good cheese interests men while good bacon and hams attract the women. By far the greater portion of the customers who come in here to buy cheese are men. For that reason I chose a store on a street by which the men come uptown from their offices on their way home in the evening. It is not even one of the main streets of the city but my reasoning was proved correct the first night I opened the store by the number of men attracted by the display in the windows. Another factor in making this site advantageous for the sale of such lines as I carry, is that just opposite my store is the Engineers' Club and the St. James Club of this city. For some years I have been supplying these and other clubs with dairy products and now that I have opened up a retail store in this line, the members of the clubs come and buy for their own homes what they have enjoyed previously at their own club.

The Window a Big Factor in Sales

"I fully realize," continued Mr. Chapman, "that the sales in my store depend almost entirely upon the effectiveness of my window display. For that reason I am not going to spare either money or time in order to get the best possible results from my windows."

At the present time Mr. Chapman has the windows dressed with whole, sliced and quartered cheese of the different kinds. This continually attracts the attention of the passers-by. In the other window the dark red color of a pyramid of English ham and bacon makes a very attractive background for the sliced and quartered hams and bacon that stand out in the front of the window. The stuffed moose head above each of the windows adds to the quaintness of the appearance of the store.

Besides these lines of cheese and bacon Mr. Chapman carries special lines of canned goods and delicacies including pate de foie gras, olive oil and Russian caviar. One line of French comestibles that is carried in this store is packed in a small glass jar, and among the vegetables and fish included in the mixture can be seen sardines, anchovies, tunafish, carrots, celery, gherkins, red peppers, cauliflower, capers, green peas, ripe and stuffed olives. These hors d'oeuvres are packed ready to be used for sandwiches and in Montreal there is a big sale for these lines.

Collections in February Show a Marked Improvement

Hamilton, March 2 (Special).—"Business is picking up splendidly," stated a retail merchant here to a Canadian Grocer representative. "In fact at no time has it been as bad as it was in 1913, the year before the war. Collections, during the latter part of last year and during January were pretty slow, but during February there has been a steady improvement and many accounts that had accumulated during those months are gradually being reduced. Things are coming down in price, foodstuffs as well as everything else, and workers will have to take a lower wage. This may seem a little hard on some of those people who have been getting big money, especially the unskilled labor, but they will have to get used to it. Just as soon as all things are reduced to a lower level, I have no doubt whatever that business will be on a sounder basis than it has been for several years past."

Other merchants interviewed all report the same as the above merchant. Stocks too, have been reduced to a minimum and merchants are buying more freely. The buying is not in a large volume, but buying is more frequent as the consuming demand requires.

Features A New Line Every Week

Grocer in Three Rivers, Que., Greatly Increases His Sales in This Way—He States That It Is Surprising What Systematic Effort Will Do—How He Sold One Woman Three New Articles.

By Staff Correspondent of Canadian Grocer

THREE RIVERS, Que., March 1.—The ability of a grocer to sell specialty lines when a systematic effort is put forward in that direction was strikingly demonstrated by Albert Weaner, 88 Des Forges Street, Three Rivers, Que., when a Canadian Grocer representative was in his store a few weeks ago.

A woman was sitting by the counter giving Mr. Weaner her order. When she had finished stating her requirements Mr. Weaner said, "I have a new pudding powder here that I would like to have you try."

Increasing Sales

He then led his customer across the store to a glass showcase on the top of which was a pyramid of cartons containing the line mentioned. After a little conversation with regard to the preparation, the sale was made. The grocer then took from the same counter another package which was also a specialty line and in less than a minute another sale was made. Twice more this was repeated and in less than five minutes Mr. Weaner had added four new items to this order and each one of them was a line the customer had never tried before.

When the customer had left the store Canadian Grocer representative remarked to Mr. Weaner on the success of his efforts in pushing these new lines. Mr. Weaner replied:

"I have made it a practice to push specialty lines and particularly new lines which my customers have not tried, providing that the lines first meet with my own approval when I have tried them. It does not pay to push or recommend any line in which there is any doubt. I believe that a grocer should be very conscientious in this regard and not attempt to push the sale of any line which he would not care to purchase himself."

A New Line Every Week

Mr. Weaner makes it a practice to put a new line out on his counter every week and to push that line for that length of time. At the end of the week enough sales have been made to give the line at least a fair trial and to put it on a basis where sales can depend upon its merits. Mr. Weaner states that in such lines that he pushes in this way, the repeat orders are surprising and mean a much increased business.

"Even the best known brands of foodstuffs which are now regarded as staple lines were once new on the market and had to be pushed or recommended to the people. Evidently their quality gave satisfaction and repeat orders resulted. To-day they no longer need to be featured. On that principle I make an effort to sell new goods. I must first feel that the customer is getting real value and then I make a real effort to sell the goods and generally meet with success. This has resulted in a much wider range of goods in my store, but I find that all the lines are moving. If after recommending the line to my customers for a week, I find that it does not result in repeat orders, then I simply do not stock any more of the goods and I have learned my lesson. However, I have found that it pays so well to push new lines that when once in a while I strike a dead one I do not feel that I am the loser, because in the first place it is not necessary to buy a large quantity, and in the second place the sales that have resulted from this plan warrant taking at least the small chance that must go with any venture. The grocer is always repaid for the extra effort he takes to sell a new line. I myself have been surprised how easy it is to increase sales when a systematic effort is put forward."

THE NEW "SQUIRTLESS" GRAPEFRUIT IS A TANGELO

Washington.—The "squirtless" grapefruit may appear shortly on the American breakfast table. The new product, designed to spare the eye from a citrus shower, is known as the tangelo. It is a hybrid, the offspring of the tangerine and the grapefruit, but is more tender than its parents.

This discovery was disclosed when Senator Ashhurst, Arizona, read into the congressional record a bulletin from the department of agriculture. The birth of the tangelo is complete, but no attempt has been made yet to market it.

A view of the Port of Montreal, showing this harbor in the busy activity of Summer months.

"Public Will Solve Your Problems"

"If You Do Not Solve Your Problems, the Public Will Do It for You," Dr. Hindley, Director Bureau of Education, State Retailers' Association, Washington, Tells Vancouver Retail Grocers, in Timely Address Last Week

By Staff Correspondent of Canadian Grocer

VANCOUVER, B.C., Feb. 28.—A great gathering of retail grocers assembled in Dominion Hall on Wednesday evening of last week to hear an address by Dr. W. J. Hindley, director Bureau of Education, State Retailers' Association, Washington, on the subject of "The Buyers' Strike." President J. T. Crowder, of the Vancouver branch of the British Columbia Retail Merchants' Association, also made a few remarks.

Starting with trade conditions during the war, when the public accepted ever-rising prices with patriotic resignation, then the armistice, with the public expecting an immediate drop, and their consequent bewilderment when, through abnormal foreign demand and a triple issue of paper money, the prices rose more than during all the years of the war, right through to six months ago, when the accumulated public indignation, fanned by the press, expressed itself in the refusal to buy, Dr. Hindley took his audience. "When all the thrift campaigns were insisting on 'Do not buy luxuries' and 'Do not buy extravagantly'," said the speaker, "the public became impressed with the first two words only, 'Do not BUY' and they commenced to accept that suggestion.

Attitude of Newspapers

"The newspapers are the greatest constructive factor in this country," he continued. "They must keep up reader interest, else they will have nothing to sell to the advertiser. They therefore always reserve their front page for the unusual—the striking and sensational. I, personally, do not blame them for taking up the question of distribution, it is vitally interesting to the public. That the headings they used and the slant of their news items was damaging to the retailer especially, apparently is a mere detail. A newspaper man is essentially an idealist, a theorist, a publicist, and he is not a business man, as you and I understand the term. Now then, I do blame the retail trade, that individually and collectively they did not go to the publishers, though uninvited, and lay before them the effect of their actions. It will be a sorry day for Canadian institutions when the retailers or any organization can wield the big club over the Canadian press and force their editorial and news columns. That would be disastrous. But it is not unreasonable to point out to a publisher of any kind that a certain course of action is bringing too speedy a reversal of merchandising, and will lead, as it has, to a business paralysis.

Reacts on Farmers

"The farmer felt six months ago that all manufacturers could immediately drop their prices—that the retailer could immediately mark down his goods to near pre-war levels, without the farmer being affected when he sold his products. The fallacy of that is becoming evident to the farmers to-day, and their unlimited demands for low tariffs are becoming modified within the last few weeks as the effect of the slump in the price of goods, that they as well as others have hastened, has not left them untouched.

"The farmers for the last fifty years have made efforts to organize. They made many mistakes. They corrected those mistakes, and to-day, as a result of their organization and strength, what have we? Text books on agriculture in the schools, courses on agriculture in the colleges, hundreds of thousands of dollars expended all over the country, by the governments, on agricultural colleges, experimental stations and farms and research bureaus, Ministers of Agriculture in every Government looking after the interests of the farmer.

"Did you ever hear of a special portfolio in any Government to look after your interests?

What Labor Has Accomplished

"The labor unions in the last fifty years have been organizing. They made lots of mistakes. They were only human. But look what they have accomplished. Union men are in charge of technical and vocational schools. Departments of labor have been founded in the various governments. A Minister of Labor in Ottawa and Washington with all kinds of organizations for adjusting disputes, settling strikes, setting wages has been appointed. They have put through wonderful legislation for the worker, workmen's compensation, women and child labor laws, minimum wage laws, eight-hour days, etc.

"All because they are organized strongly enough to demand attention. The general public," said Dr. Hindley, "has decided that the distribution system of this country has to be improved. Waste has to be eliminated and efficient service will be the price of a legitimate profit. The mortality among retail merchants is colossal. Every year hundreds of merchants fail. Their stocks may be sold for 40 cents on the dollar. Who," demanded the speaker, "pays the other 60 cents? The wholesalers? Yes, probably, for the time being, but you know and I know that that other 60 cents on the dollar ultimately must come out of the public.

More Economical Distribution

"It is not sufficient that we as merchants go serenely along, ignoring the demands of the public. The railroads did that fifty years ago, and, as a result, the public used the only tool they had, clumsy though it be—legislation. To-day the railroads have been so hampered by legislative enactment (and the end is not yet) that no person would consider United States railroad securities a sterling investment. The liquor interests on this continent refused to put their house in order. The public rose in its might and wiped the entire industry off the map. It is not a fair parallel to compare the liquor business with the retail distribution of this country, but, gentlemen, the public is to-day of the opinion that the retail system of distribution could be more economically handled.

"Shall We Do It?"

"Shall we attend to it, or shall we permit the public to use the only instrument that they possess—legislation? There are five bills before the United States Senate at this moment. They deal with vital matters, such as printing the cost on every article, setting a uniform profit on all articles, putting all distributors under the control of Government bureaus. Don't ever imagine that the problems of the retailers in the United States to-day will not be yours to-morrow. Our problems are common and our solutions will be applicable on both sides of the line. Are you aware of what the trend is here in Canada? Have you read the last issue of MacLean's Magazine? You should all read it. Under the title, 'My Confession of Faith,' Crerar states,"—and Dr. Hindley quoted from MacLean's Magazine Crerar's remarks re the attention that will be given to the distribution system.

"Public Will Do It for You"

"If you do not solve your problems, and have not the courage to effect the necessary changes, the public will do it for you. If there are found practices not in the interest of the public good, among any member of the bar, the Bar Association, with consent of the Gov-

ernment, takes action. If charlatans are found among the medical profession, the Medical Association, with consent of the Government, takes the necessary action to clean house. The same with the wiring of your house, the digging of a sewer or the installation of a water pipe, the same is covered by your city by-laws, acting on the advice of the respective trade association concerned.

Organization Essential

"But in retailing any one can engage, without training, without examination as to fitness, or any supervision whatever, and the public knows this and knows who pays for the failures, and will take action unless you do. You must organize—you must agitate till you have a training system for retailers—you must cut out the inefficiency, the loss, the waste motion. You must be united to fight the demands of radical experimenters who would scrap the present retail distribution system and destroy your investments. You must unite to fight the suspicion that has been cast on your trade by malicious agencies, and unsympathetic newspapers. You must join your association and let it speak for 100 per cent. of the retailers in this country."

In addition to the address of the evening, a musical programme was given, community singing being conducted by Roy A. Hunter, representative in Vancouver of Canadian Grocer. Mr. Hunter also contributed a cornet solo, and vocal numbers were given by Ben Crann and Douglas Whitelaw.

Farmers Tire of Being Retailers

The Farmers' Co-operative Movement in Certain States is Reviewed—Farmers Seem To Be Realizing That They Are Beyond Their Depth, So Far As Conducting Retail Stores Is Concerned

From Printers' Ink

MANUFACTURERS who have been watching with some little apprehension the growth of the co-operative buying idea among farmers have asked Printers' Ink how the movement is being affected by present business conditions.

A survey of the situation in Iowa, Nebraska and Kansas, where the agitation has been the strongest, reveals two interesting conditions of a contradictory nature.

The farmers seem to be realizing that they are beyond their depth, so far as conducting retail stores is concerned.

On the other hand, the sentiment is growing in favor of buying binder twine, harvester machinery, coal and similar commodities in carload lots.

The latter proposition is really one that the leading promoters of co-operative buying have urged from the beginning. It is the thing that Printers' Ink mentioned a few months ago as being of real concern to the manufacturer. The manufacturer has to look out for it now more than ever.

Sentiment Changes

The retail store—the selling of dry goods, groceries and general merchandise—was hooked onto, or rather wished onto, co-operative buying without general consent.

For years farmers have held the bag for about every kind of co-operative store deal you ever heard of. All sorts of schemes have been cooked up for the purpose of doing away with the independent retailer. During the recent reign of sky-high prices, these stores got to be more in favor than they probably ever will be again. But now that readjustment is in progress the sentiment seems to be going the other way—showing that Mr. Farmer is a hard-headed individual after all, who is not going to buy goods from anybody very long from a standpoint of sentiment.

In Iowa, nine retail stores are owned and operated by the State Farmers' Union. Now comes the announcement that the Farmers' Union Exchange, which is the wholesale house supplying the nine retail stores, is in the hands of a receiver. The effect on the co-operative store proposition in Iowa remains to be seen.

In Kansas and Nebraska the retail stores are owned by the local unions and buy their goods wherever they like. Life is not at all pleasant for these stores right now. At this writing one big store of the kind in central Kansas is being closed out because its stockholders, all farmers, were "dissatisfied with the way things were going."

The officers of the Nebraska Farmers' Union are taking the situation in hand and are definitely discouraging the formation of co-operative retail stores.

Quantity Buying

In the matter of buying certain things in carload lots, however, and distributing them according to the method already described in Printers' Ink, the favorable sentiment gets stronger all the time. This has the backing of State Boards of Agriculture and is even supported by the United States Department of Agriculture.

It must be remembered in this connection that the farmer gets what he wants, no matter what the politics of the "in" administration may be. The farmer wants co-operative buying. And it must be admitted that he is going about it in a businesslike manner. Anyway, with the State and Federal Government back of him, he is a force that cannot be ridiculed away or argued out of existence.

Obviously the thing for the manufacturer to do in States where the co-operative buying idea is strong is to redouble his efforts for the upbuilding of the retail store. After all, here is the real weakness of almost any buying scheme. When it comes to distributing the goods to the consumer the retail store is the only real satisfactory way.

Build Up the Retailer

There is no use for the manufacturers to try to solve this problem through governmental agencies. The farmers are in the saddle there. Doubtless manufacturers would scorn to use such tactics in any event. But they can devote more attention to building up the retailer.

The experience that has been worked out in the case of retail mail-order ought to be enough encouragement. Ten years ago retailers were badly scared and all sorts of ridiculous ideas were proposed to help them defeat retail mail-order. Among other things, a move was started to have Congress impose a prohibitive tax on the catalogue houses. But certain manufacturers and jobbers who succeeded in keeping their feet on the ground realized that the way to curb mail-order was to have strong retail stores. This policy was put into effect. Retail dealers were shown how they could compete with the catalogue houses. To-day mail-order is great and strong but it no longer is regarded as a menace to the retail store.

Where there are aggressive, capable retailers willing to put up a real fight for business the farmer is not going to be influenced so much by any talk about the fancy advantages of going in with his neighbors and buying things in carload lots. The retail store is or can be a stronger force than the agricultural departments and other agencies backing the co-operative plan.

Prime Essentials of a Modern Window Display Are Judgment, Good Taste and Knowledge of Color Harmony, Also Attractiveness in Trims

I MUST admit frankly in the beginning that I am not a window display expert, but simply one who tries to help in getting other people to make the most of their wares, by giving the public an opportunity through window displays to see and to appreciate not only the best in the fine arts, but the more modern achievements in the applied arts for which America is gaining recognition the world over. Beautifully designed products will at once secure an increased sale over the inartistic product, for the discriminating individual, as well as he who cares only for utility, will buy.

One of my objects in life is to cooperate in the stimulation of love for art in people's minds and souls, that the public may have a greater appreciation of things artistic and thus encourage the development of the best in the applied as well as the fine arts.

In this connection I was much impressed with a remark made by Edwin Howland Blashfield in one of our Fifth Avenue week conferences when he said: "We have too many so-called works of art and too few works of craftsmanship."

In Days of Old Bagdad

There is no record of just when the show window was first used as an adjunct to advertising. In old Bagdad arose the custom of exhibiting and selling goods in open booths. Even now Bagdad's famous bazaars, despite her evolution in other ways, are conducted as they were a thousand years ago. A writer in the National Geographic Magazine of December, 1914, describing the bazaars of Bagdad, says:

"Here is such a mob as Christ drove from the temple. If Herodotus came back he could see no change since his day. The shopping streets seem like tunnels; they are arched overhead with brick to keep out the heat, thus they run like subways up and down the bazaar quarter. On each side are stalls no larger than telephone booths. Cross-legged in each booth, his wares piled high about him, sits the Arab or Jew trader. Brown women, their faces hid by yashmaks, upset the ordered piles of goods and haggle shrilly."

This picture presents a vivid contrast to the modern business thoroughfares of American cities with their wonderfully attractive show windows, but it is from these primitive methods of merchandising that the profession of the expert decorator or display manager has been developed.

Nor need we go outside of New York to find these ancient methods still in practice in all their picturesque simplicity. Here we find the peddler, who, like the packman in days of old, carries his goods on his back, going from house to house, and who has first to show his goods before he can interest prospective buyers. The dingy store in the crowded foreign settlements of the city is a reminder of the bazaars of Bagdad or the old shops in Cheapside, London, where goods are displayed on a hanger outside the shop for want of a better method.

The history of the development of the show window, which is really the history of merchandising, has yet to be written in its interesting detail, but in any big city the student may study it in all its stages and even find it embodied in the progress of some successful merchant who started as a peddler with his pack on his back.

This article is presented as a special contribution to the readers of Canadian Grocer by Robt. Grier Cooke, President of the Fifth Avenue Association of New York City. The points brought out are based on a paper read by Mr. Cooke before the American Federation of Arts. While in Toronto recently he stated to the editor that the power of the well-thought-out window display is appreciated today more, perhaps, than ever before.

Creating a Favorable Impression

Such a book would not be complete without a chapter on the old Bowery, which is still full of interesting memories for many New Yorkers, who will find something of its atmosphere on Broadway in the Great White Light district, where the freak museum and other characteristics of the Bowery are beginning to make their appearance.

Advertising and selling goods would appear to be but very distantly related to art, but actual demonstration proves the contrary. The secret is in the artistic character of the goods and their display. To attract you must please; a favorable impression must precede a sale.

Window display to-day is an art that requires judgment, good taste, a knowledge of color harmony and of what constitutes an attractive display. For the member of this profession there is no groove or rut that he may follow to success. His success depends chiefly on his power of observation, his individuality, personality and convincing methods.

A writer in System three years ago, discussing the importance of color as a silent salesman, says:

"In fifteen blocks of the fashionable Fifth Avenue shopping district in New York, as viewed in one afternoon, less than six window displays were found in which the exhibition of merchandise did not suffer because of unwise color combinations and contrasts.

"The color qualities of goods are affected by juxtaposition, by day light, by artificial light and by colored light. Yet these very qualities, and their appeal or lack of appeal to human interest, are but little understood."

The Best Window Display

The best window display is that which most attractively exhibits the merchandise on which a store's reputation is based, for it is this window which will sell the most goods. All people may not be critics, but the natural harmony between the artistic and practical is sure to appeal to the general public.

A window display should be planned with the same common sense and artistic arrangement as would be used in designing a gown or painting a picture or in the decoration of a mantelpiece or the arrangement of a room. It must be above all well balanced. For this reason the window display that exhibits a single idea is the most effective. The spectator gets a single impression that is a lasting one and that is the result that you seek to achieve.

Buying enthusiasm can be created through the medium of good windows, which fully justifies every effort toward making the display most presentable.

It is only in comparatively recent years that window displays have received the attention that their importance in relation to merchandising should command. It is generally conceded that in this respect the West has made greater progress than the East, but in no city in the world is the incentive for artistic

window displays so great as in New York.

Art Through Window Trims

I received from Dr. John H. Finley, president of New York State University, just prior to Fifth Avenue week, a very interesting contribution from an associate, on the subject of Fifth Avenue's potentiality as a factor in popularizing art through window displays. There is so much of interest and value in what he says that I take this occasion to make it public. He says:

"Fifth Avenue, through the concerted efforts of her merchants, can well be made to emphasize the fact that art value is in no way affected by rarity, period, age or source. Art value is determined aesthetically and in the eyes of aesthetics the art of ancient Greece, mediaeval France and modern America are as one. Fifth Avenue is the rendezvous of merchants who distribute both foreign and domestic wares. Democracy in art provides a place for both. Imported goods have heretofore been given the preference. Products are now judged on their merits alone. We are at last to be free from the shackles of tradition in art. Let Fifth Avenue proclaim this to the people, to their designers, to their manufacturers and their merchants, and a democratic industrial art will be born in America.

"Fifth Avenue is not the rich man's street exclusively. Expensive art beyond the means of the majority is easily produced and easily sold because there is money for its manufacture and for its purchase. Such art needs little advertising. It is diligently sought by the millionaire. The standard of democratic art must be raised that the man of moderate income may find pleasure and satisfaction in form and color as employed in the product of reasonable price."

The educational value of a concerted effort can be accurately estimated only when one knows in advance the manner in which ideas are to be presented to the public. A maximum of educational value might be realized no doubt when a thoroughly comprehensive scheme, both logical and psychological is worked out. Such a scheme, if it is to be of real force, should indicate rather specifically the basis for discrimination and choice in the various industrial or commercial lines.

Educational demonstrations of this kind should present possibilities heretofore undreamed of by Americans of moderate means. They will, therefore, affect commerce directly. Industry will be affected indirectly as it is gradually reconstructed to meet the artistic requirements which sooner or later will come to be accepted as equally desirable commercial ideals.

Art quality will never sell a product if the consumer is ignorant of what constitutes the art quality. The salesman ignorant of the art quality will have difficulty in recommending the artistically superior article, while the manufacturer to be successful must cater to the public taste. Are we then to let public taste be a mere matter of whim?

Whatever the nature of the display, one fact seems to be apparent—the public must be informed in advance and kept informed. The educational purposes underlying such a demonstration should be clearly defined and published. Thorough co-operation should be established. One window display should reinforce the display next door and the one across the street. Principles of constructive design should be exemplified and emphasized everywhere, and the reiteration of these principles should echo and re-echo as one passes down the street. Repetition of fundamental art truths should be the rule.

Profession of Great Promise

In conclusion, I want to call attention to the field of opportunity that shop window display offers for men and women as a remunerative occupation. This is a recognized profession of great promise and one that the artistically inclined public should encourage.

Here the merchant has a world-wide audience attracted from every point of the compass and this is particularly true of Fifth Avenue. In no other thoroughfare is there so great a variety of shops covering the whole range of merchandise and art and exercising so great an influence on the public taste. Here, indeed, the show windows are the people's picture galleries, and have a distinct educational influence.

A few lines of inscription should accompany and reinforce each display. Numerous problems should be created, the solution of which will demand of each observer the exercise of his best judgment. Attention must be arrested and held. Art must be featured as something which is to unite rather than divide mankind.

Big Co-operative Store Project in U. S. A. a Failure

Shattered almost in its inception, the United States Government employees' stores scheme, which was expected to make the retail merchant superfluous to the army of Government clerks in Washington, D.C., already has begun to disintegrate.

Its affairs, which have been going from bad to worse, have now reached the verge of a smash, in which the "cooppers" face the necessity of putting up out of their own pockets a deficit of more than $8,000.

The last blow was delivered by the flop of the sugar market, which has left the organization with a large stock of high-price sugar and 100,000 nominal customers who can go to the retail grocery "around the corner" and buy sugar much cheaper.

The co-operators, the 100,000 Government employees, are falling rapidly away after a brief period of patronage. For a while, it is explained, when prices in the regular markets were at their very peak, and the Government surplus army and navy stocks were available as comparatively low-cost sources of supply, the difference between the retail prices of the clerks' stores and the regular trade was sufficient to attract trade despite the lack of facilities for service.

But gradually, even before the drop in the outside markets, there was noted a steady tendency of the Government employees to turn away from the co-operative scheme and deal with the retail grocery which carried just the brands they wanted and just the size containers their household requirements dictated, and not "something just as good" in cans and packages large enough to spoil before they could eat them all up.

SCALE MEN MEET AT WINDSOR

Sales Convention Lasts All Week and Includes a Banquet

Windsor, Ont. — (Special). — Among those who attended the Canadian sales convention of the new Canadian Toledo Scale Co., Ltd., at Windsor, Ont., last week were the following: C. H. Collins, Toronto; H. A. Scott, Montreal, H. R. Scott, Calgary; Wm. McAllister, Ottawa; S. L. Moore, Toronto; E. J. Marsh, Calgary; K. S. Charters, London; R. Schurman, Edmonton; J. N. Bourque, Quebec; N. Heipel, Kitchener; J. A. Cote, Montreal; F. Brunelle, Sherbrooke; A. Houston, New Zealand; J. A. C. Kemp, Toronto; W. G. Lynch, Windsor; A. E. Tayler, Toronto; W. F. Morgan-Dean, Hamilton; B. I. Leonard, Halifax; E. S. Chambers, Vancouver; W. E. Davies, Toronto; J. A. Scott, Winnipeg; P. A. Wilson, St. John; E. E. Precourt, Sherbrooke; J. Uprichard, Regina; E. Francouer, Montreal; E. Evana Smith; Saskatoon; T. G. Waller, Hamilton; J. A. Love, Windsor; A. A. Currie, Toronto; W. S. Duck, Toronto; D. Legault, Montreal.

Henry Theobald, the president from Toledo, and other officials were also in attendance.

W. F. Morgan-Dean, of Hamilton, is the managing director of the new Canadian company. He will devote all his time to his new duties .

On Wednesday evening the Canadian sales staff were the guests of the company at an enjoyable banquet. Harry A. Scott was the toastmaster. Talks were given by many of the salesmen, all of whom were optimistic in regard to 1921 business. There were lantern slides showing Toledo Scale men moose hunting, and during the evening Mr. Theobald, the president of the parent company, was presented with a mounted bull-moose head.

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THE FORDNEY BILL IN U.S.A.

THAT the Fordney Bill, which embodies the recently proposed tariff changes in the United States, is likely to meet with the disapproval of President Wilson, when it is sent on to him, will be viewed with more or less satisfaction on the part of Canadian manufacturers and exporters, who are doing business with the United States. Agreement was reached this week by the conferees considering changes in this Emergency Tariff Bill, but opinion seems to be one that it will not pass the president. Republican leaders are strong in opposition to the measure, and characterize it as special legislation.

Wheat and produce lines are chiefly affected as far as Canada is concerned by these new proposals. The suggested new rate on wheat is announced as 35 cents per bushel, on wheat flour and semolina, as 20 per cent. ad valorem. Potatoes are assessed 25 cents per bushel, and onions 40 cents per bushel in the new schedule. Butter and substitutes are fixed at 6 cents per pound, and cheese and substitutes 23 per cent. ad valorem. These are some of the chief lines that will affect Canadian exporters, who do not look with favor on any such tariff enactment. In the past year Canada exported largely of potatoes, wheat, and other foodstuffs to the United States, and increasing the duty on these articles will discourage this trade. Values of Canadian goods in the United States would thus be enhanced without any advantage to the Canadian producer.

The fact that the proposals are likely to meet with the veto of President Wilson is reason for satisfaction.

THE SUGAR COMMISSION

THE appointment of a commission to control the marketing of the balance of the Cuban crop, and of a sub-committee to handle the offerings and allocations, is meeting with some opposition from some planters who prefer to be independent in the matter of selling their own sugar, and also from some brokers in New York who claim that the control of the crop will have a tendency to artificially raise prices and cause "a monopoly in the restraint of trade."

The object of the commission is to take charge of the sale and shipments of sugar produced during the 1920-21 crop. It will also establish prices for sales that will compare favorably with the prices ruling in the world markets. These prices will be based at a fraction less than what other countries are selling at.

The Cuban committee is already functioning, and has allocated 100,000 tons of sugar for February and March shipments, of which amount some 65,000 tons have been disposed of to American and Canadian interests at 4¾ cents c. and f., or 5.77 cents duty paid.

What the outcome will be will be watched with much interest. Some authorities on the sugar situation claim that controlling of the crop and setting of prices will attract outside sugars, and the same result will occur as that of last fall which practically demoralized not only the sugar trade but other interests as well.

HOW ABOUT YOUR "DEAD STOCK?"

A RETAIL merchant upon taking stock found that he had seventeen different brands of shoe polish, out of which number just two were enjoying a ready sale. The other brands eventually found their way to the bargain table. Another merchant was forced to vacate his present location on account of the lease expiring and the building being sold for another purpose. Upon looking over the stock, he found upwards of one hundred lines that were not selling, and, in fact, many of them had been in stock for several years. As this merchant did not want to remove all this "dead stock" to the new store, he put it on sale at prices that did not nearly represent the cost.

These instances bring home the lesson that the merchant should exercise great caution in deciding just what brands he should stock, judging the goods by the quality, attractive appearance of the package, and price that would especially appeal to his customers. Perhaps the advice that a wholesaler gave to a young man just entering business would not be amiss at this time. "Watch your buying carefully, and pay special attention to the travellers. They are the smartest people in the world, and before you are aware of it they will have you loaded up with a lot of goods you cannot sell."

EDITORIALS IN BRIEF

ALL THINGS that are supposed to come to him who waits are subject to change without notice, says the St. Maurice Valley Chronicle, Three Rivers, Que.

* * *

THIS ISSUE of Canadian Grocer is the annual Quebec number, with stories of merchandising from grocers in the eastern province. Readers from one end of the country to the other will review these with interest, and it is hoped, with many helpful suggestions learned thereby.

* * *

THE PROVINCE OF QUEBEC is making rapid strides in the way of expansion, and its position financially is a very gratifying one. Quebec's finances at a glance for the year ending June 30, 1920, show ordinary revenue of $14,472,650.87, and ordinary expenditure of $13,520,740.37, the surplus amounting to $951,910.50.

Computing Margins on Sales and Why

The Old, Old Problem is Again Discussed, With Some New Slants Given on an Ever-recurring Question: "We Don't Figure Profits—We Figure Our Margins"

By HENRY JOHNSON, Jr.

THIS is the old question, recurring every so often that the crying need for some groundwork in our schools is made plain thereby. I have this letter before me:

Dear Sir:—We have been looking for an article on the difference in figuring profits on cost and on sales. Merchants are advised to figure profits on sales and not on cost, but we cannot see the difference. Will you give us your opinion.

Yours truly, J. W. F.

We should get our minds clear on one thing, that we don't figure "profits." We figure margins. It is loose to talk of figuring profits when what you are discussing is the total spread between cost and selling prices. That is a gross difference, or margin, and it is very different from the only thing we should call profits. Profits are net earnings. It is correct to speak of gross profit, but confusing and misleading, because we are so apt to omit the word gross. If we use margin for that total spread between cost and sale price, we shall speak more accurately, speak the same language always, not be misunderstood, and play safe.

Why should margins be figured on sales, not on costs? For many important reasons. First, custom has decreed that expenses shall be figured on sales. Seeing we are all used to this method, it is not only hard but practically impossible to change, as I expect to show below. In fact, custom has become fixed in this regard largely, or I suspect wholly, because it is impracticable for any but expert mathematicians, who are highly trained in the use of most abstract and abstruse computations, to compete expenses correctly on cost on the basis of averages.

Factories and Stores Necessarily Differ

One reason for confusion lies in the fact that factory executives usually figure things on costs—and it is simple for them to do it. If you are running out a long line of tables, you can charge up every item of time and material that goes into the manufacture thereof. Then you can add the ascertained overhead and stick on ten or twelve or more per cent. for profit. This is so comparatively simple that even if your overhead is understated by four or five per cent. you are still working safely. Yet even here, with all this apparent ease, simplicity and accuracy, factories are continually waking up to the fact that no real money is being made. More and more are such executives coming to realize and have respect for the method of figuring on sales values instead of cost.

Retail merchandising, or, in fact, any kind of merchandising, must be guided by the bitter experience of those who have failed unless you want to run the risk of failure yourself; and it has been found that it is safer to figure on sales because then all figures are conservative, margins are computed from the same end as expenses, all computations are confined within the narrow compass of one hundred units of value, so that anybody who has a moderate arithmetical capacity can arrive at conclusions that are absolutely accurate every time he makes a computation.

Do I make my meaning clear? Probably not. This is something that only practice and consecutive thought, carried over some months of use, will make perfectly clear. The beauty of it is that once you have it clear in your mind, the logic of it will become irresistible, and it will be so simple and transparent to you that you will wonder how you ever thought there was any other way. So let me try a few illustrations.

Confusion of Tongues in Figures

The mix-up that occurred on the Tower of Babel had nothing on the confusion of ideas that can result from figuring without knowing just what you are doing. Let us take, for example, an item like lemons. Here the correct margin is 25 per cent. on sales. This is made up of the average expense burden of 16 2-3 per cent., plus a loading and shrinkage charge of 3 1-3 per cent. and the profit of 5 per cent.

We know what the average expense burden means. The loading charge is put in to offset the proportion of the burden of merchandise that is sold for less than a gross margin sufficient to cover expenses—sugar, flour, lard, butter, eggs, etc.—which should be borne by lemons. And these calculations are based on lemons bought and sold out weekly or oftener. They are not based on speculative purchases.

Now, starting from the sale value of 100 per cent., how simple it is to arrive at the various items of burden, expense and profit indicated above. Every factor is within our immediate comprehension. All of them are on the same basis. To arrive at the correct sale price by this method, all you have to do is divide your cost by 75, decimally, and you have your sale price. You will know, moreover, that the sale price contains a gross margin of 25 per cent., based on the sale value of the product. Then if you have paid $5.25 for the box of lemons, you divide it thus:

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      7
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75) 525
    525
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and you will have at a glance $7.00 as the price at which those lemons must be sold. That means that, in the case of 360s, the price will be 24 cents the dozen. In the case of 300s it will give you 28 cents as the right figure.

Of course, we know that 33 1-3 per cent. added to cost will give the same result. But if you do that and seek to analyze the various constituents of expense, loading and profit, you will have these figures:

Expense, 22.22 per cent. plus; loading, 4.45 per cent. minus or plus; profit, 6.66 per cent. plus—six two-thirds per cent.; total load on cost, 33.33 1-3 per cent.

So to arrive at anything like similar exactitude you have much more complicated computations with all the danger thereon attendant of making fatal errors.

Confusion Aggravated as You Go Higher

Take some semi-luxury, or call it plain luxury if you like, which is very slow of sale, part of which may readily be on hand a year or more. Such an article should be burdened about like this:

	Per Cent.
Basic expense	16 2-3
Load for interest, handling, cleaning for months	4 1-3
Load to offset the staples above indicated	7
Profit	8
Total	36

Plainly, if we load a staple like lemons with 3 1-3 per cent., mostly to offset low-margin merchandise, we can load this luxury with 7 per cent; and if five per cent. is correct profit on lemons, 8 per cent. is not excessive on such a luxury. In fact, you have to get such margins or you are not going to make money on the average.

Now turn those figures around on to a cost-plus basis and see how it works. It will look this way:

Expense	26.04
Handling, etc.	6.76
Loading	10.93
Profit	12.50
Total	56.23 plus

This shows that 36 per cent. on sales is equivalent to over 56 per cent. on cost. But what may not be so apparent until

Continued on page 32

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

J Smith is succeeding E. St Pierre as proprietor of the grocery business at 72 Menai St., Montreal.

J. Trombino has bought out the grocery business of A. Hornstein at 550 Moreau St., Montreal.

J. A. Chalifoux has bought out the grocery business of Choquette Frères at 54 Villeneuve St., Montreal.

John G. Reid, general sales manager, Acadia Sugar Refineries Co., Ltd., Montreal, returned to his office this week after a few weeks' illness.

O. Hebert has sold his grocery business to R. Fowler, who will in the future operate the business at 125 Church St., Verdun.

Archambeau Frères have taken over the trade of the Verdun Cash Grocery and will operate it under the same name at 244 Church St., Verdun.

The Trade Sundries Co., Ltd., of Montreal, have secured the agency for Quebec for Ablinco brand sardines packed by Anth. B. Nilson Co., Ltd., Christiania, Norway.

W. Finlay has taken over the grocery business formerly owned by the late E. J. Quinn. The store, which is situated at the corner of Greene Avenue and St. Catherine Street, Westmount, will now be known as the W. Finlay & Company grocery.

Frank W. Hill, grocer, 680 Wellington Street, Ottawa, died on Sunday morning, February 20, of pneumonia following grippe after a week's illness. He was a member of the Retail Merchants' Association.

Forbes Company, Limited, Montreal, have been appointed agents for the Grimsby Pickle Company and the Grimsby Fruit Growers, Limited, of Grimsby, Ont. Mr. Metcalfe and Mr. Robinson, representing these two firms, were in Montreal on Saturday last.

ONTARIO

O. E. Hutchinson has opened a business at Birchcliffe.

J. A. McKeil, Hamilton, has sold to Thos. Whitehead.

George R. Whitton, of Aberfeldy, Ont., has sold his grocery store to M. Smith, of Bothwell, Ont.

Retail grocers in Peterborough, Ont., are now closing their stores every Thursday afternoon.

Charles Rishor, of Rishors, Limited, wholesale grocers, Peterborough, Ont., was in Toronto on business last Friday.

George T. Gordon, has recently taken over the business of W. H. Gadden at 49 Strathcona Avenue, Brantford, Ont.

E. W. Jeffress, of E. W. Jeffress and Company, Walkerville, Ont., is on a business trip to the coast. He will return about May 1.

Fred Buckingham, of Kincardine, who was operated on for appendicitis last week, is making good progress toward recovery.

Owing to ill health J. A. Wadsworth, of Whitebread, Ont., is retiring and has disposed of his grocery to J. Johnson, of Sarnia, Ont.

Thomas Davis, of Petrolia, has purchased Livingston's grocery at Alvinston and also the confectionery business in connection with it.

James Desolvo, who went overseas with the Norfolk Battalion, has opened a store at Simcoe, Ont., and will handle fruits, vegetables, tobacco and confectionery.

Daylight saving is likely to go into effect in Toronto on May 1 and conclude on September 30. Canadian railroads, it is stated, will likely operate on daylight saving from May 1 until October 2.

According to a decision of the Railway Board, the William Davies Company are to be assessed as retailers in Toronto rather than as manufacturers. By such a decision the city of Toronto loses nearly $18,000 in taxes.

The death occurred at London, Ont., very unexpectedly after an illness of only two days with pneumonia of Ald. Charles G. Moorehead, for many years connected with the D. S. Perrin Biscuit Company.

The sudden death occurred recently of H. Gilbert, of H. Gilbert and Son, Mansfield, Ont. He had been in business for the past forty-two years. His son Garfield, who has been associated with his father in business for the past eighteen years, is carrying on.

A. W. Paskins, for fifteen years in the grocery business in Peterborough, Ont., has become associated with Geo. Holden and H. M. Vincent in the brokerage business of Geo. Holden, Limited, Vancouver. Mr. Paskins brings a practical retail merchandising experience to his new work.

Covered Market Is Proposed for City of Ottawa

Ottawa, Ont., Feb. 28.—The Retail Merchants' Association, Grocers' Section, received a deputation from the Russell County Agricultural Society at their meeting on February 24, the latter organization being anxious to get the grocers to approve of a covered market for the city.

Little Enthusiasm

The cost of providing a covering over the space specified is figured at $300,000 and the idea was not taken up with any degree of enthusiasm especially as the farmers are willing and indeed eager for the city and county to pay all the costs and then to collect a small fee from them as at present. It was pointed out to the farmers that it was a mere handful of them that used the market for the winter months and it was not considered good business to incur the heavy expense to protect them from the elements.

The members of the association passed a resolution of sincere sympathy with the family of F. W. Hill, who died recently.

A tax of one per cent. on turnovers is not favored, the majority being opposed to such a tax.

Farmers Are Now Taking Low Figure For Tobacco

London, Ont., March 1.—A situation of unusual interest in the cigar trade has developed here. The cigarmakers' union used to be the strongest organization in the city. To-day it is one of the weakest if not the weakest. Local factories have declared war on the closed shop and with the exception of John McNee & Sons are practically at a standstill. McNee & Sons some time ago gave all employees notice that they were laid off. The firm has since installed cigar-making machines which are operating most satisfactorily. About 75 former union employees have been taken back but not as union members. The cigar trade generally is reported as very quiet. In the district buyers are out for the first time in months and are offering for tobacco from 5 to 13½ cents a pound. The farmers in many instances are taking this rather than carry their crop indefinitely, although it means a heavy loss to them as many figure that at 35 to 40 cents a pound they would barely break even with high costs of labor last year. General indications point to a greatly reduced acreage in this district this year.

Action Against Dom. Sugar Co. Is Dismissed

The action of W. F. Morley & Co. to recover $30,172 from the Dominion Sugar Co., Ltd., representing the loss of profit on an unfilled sugar contract, was dismissed by Mr. Justice Rose in the Supreme Court this week. The plaintiff will appeal.

Plaintiff's Claim

The plaintiff stated that the defendant contracted November 21, 1919, to deliver 200 tons of granulated sugar at $12.10 per 100 pounds through Lamborn & Co., brokers, to H. O. Wilbur & Sons, Philadelphia, f.o.b. Chatham or Wallaceburg. Wilbur & Sons furnished defendants with a letter of credit on the Philadelphia National Bank for $54,208, which was accepted and still retained. The contract called for delivery in February, March, April and May of 1920, but defendants failed to deliver, despite frequent requests for delivery.

Further, the Philadelphia firm assigned the contract to plaintiffs, who notified the defendants and resold for $19.11 per 100 pounds. Plaintiff claimed that he paid $54,208 for the sugar, sold for $85,612 f.o.b. Toronto and Hamilton, and that after deducting freight the net price would be $84,380, making a loss of profit of $30,172.

Was Obeying Orders

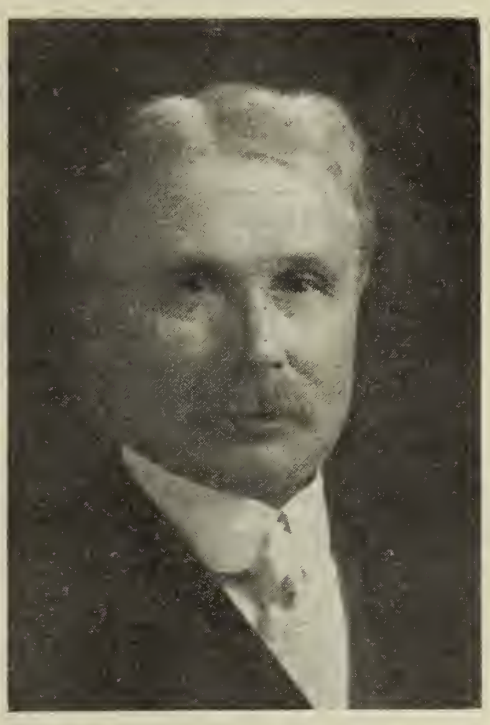
Charles A. Howson, vice-president of the Dominion Sugar Co., Ltd., said that the defendant firm objected to the distribution in Canada because it would not recover its drawback of $1.50 a ton on sugar refined for export. He also claimed that 200 tons was a large amount to deliver to one firm. His firm, he said, was working with the Government in delivery of sugar and was obeying orders.

DR. CREELMAN IS SELECTED TO MANAGE NIAGARA GROWERS' LIMITED

Dr. G. C. Creelman, formerly president of the Ontario Agricultural College, Guelph, and former Commissioner of Agriculture for Ontario, and now Agent-General for Ontario in Great Britain, with headquarters at London, has been selected by the proposed Niagara Peninsula Growers', Limited, as their general manager. Dr. Creelman has accepted the position. The selected sales manager of the committee concerned is Drysdale Carpenter, Winona, who has been sales manager of C. P. Carpenter and Sons, Winona, for many years. The proposed salary for each manager approximates $1,000 a month.

Grocery Business Of A. Dionne Is Fifty Years Old

Montreal, March 2.—Fifty years ago, Auguste Dionne opened his first grocery store on Laval Street, Montreal. As announced in Canadian Grocer two weeks ago this event was fittingly celebrated by the clerks of Mr. Dionne's present store. At the age of 16 Mr. Dionne began clerking in the store of his brother, T. Dionne, who at that time had a store on St. Catherine Street.



AUGUSTE DIONNE

who recently celebrated fifty years in the retail grocery business in the City of Montreal.

After working in the grocery store for his brother for six years Mr. Dionne opened his first store in 1871. In 1885 Mr. Dionne foresaw the growth of Montreal towards the west and opened a store on St. Catherine Street. He also had a store at the corner of Sherbrooke and Park Avenue but later seeing the developments in the west end of the city, he concentrated his efforts on what is now the present store at the corner of St. Catherine and Drummond Streets. At that time there was only one other grocery store, owned by Mr. Wilson, in that end of the city. The west boundary of Montreal at that time was practically considered to be Guy Street.

Grocery Trade Kept Pace

As Mr. Dionne calculated Montreal grew speedily westwards until Westmount was surrounded by the city of Montreal and still spreads westward to Notre Dame de Grace. With the growth of Montreal the grocery business of A. Dionne, Son & Company kept pace, until this year they expect to open the two new stories to their building, which will make their grocery store one of the largest in the Dominion of Canada. This will give the building four stories to be devoted entirely to the grocery business.

Long Service Employees

John Daly, the manager of this store, informs Canadian Grocer that at the present time there are fifty-five clerks employed with twelve rigs and three trucks continually in service delivering the orders. There are four clerks still in the employ of this store whose years of service with Mr. Dionne aggregate over one hundred years. John Daly, who manages the store, has been with the firm for fourteen years and V. Payette has been thirty-two years. T. Chaput, manager of the butcher department, has also been there thirty-two years and the two Legault brothers have both served eighteen years with this firm. This speaks well for the management of this store and shows that they have taken a hearty interest in the business.

Imports of Chicken Soup Unlikely In the Future

Montreal, Feb. 28.—As pointed out in one of the fall issues of Canadian Grocer last year, the pure food laws of Canada are so rigid and so exacting that at the present time it is almost impossible for dealers to import any canned goods containing chicken or other lines of poultry. As a result of this many of the American-made chicken soups are not to be found on the Canadian market any more, since the supplies which were on hand at the time of the enactment of this legislation have now been depleted. As chicken soup is a food which takes a prominent place in the diet of the sick and invalids, this would have been a hardship had it not been for the efforts on the part of Canadian manufacturers to fill the breach by a bigger output and of a high quality.

This has meant a real effort on the part of some manufacturers as the canning of chicken entails a lot of work, when it is done properly, and those shouldering the responsibility in Canada are not many. A few manufacturers are supplying the needs of the whole of Canada for canned chicken.

CELEBRATES HIS EIGHTIETH BIRTHDAY

The eightieth birthday of Charles Gurd, president of Charles Gurd & Company, Ltd., Montreal, was celebrated on Saturday by a gathering of directors and staff for a dinner, at which Mr. Gurd was the recipient of an illuminated address and the object of a number of laudatory speeches.

NEWS FROM WESTERN CANADA

WESTERN

M. J. Robuniski, grocer at Hilda, Alta., recently suffered a loss by fire.

E. C. Smith has commenced in the grocery business at Sperling, Man.

Giovanni Bartolmen has succeeded C. Marinaro, grocer at Calgary, Alta.

J. B. Wilson has commenced in the grocery business at Franklin, Man.

B.C. Grocery, Ltd., Vancouver, B.C., has been succeeded by J. A. Russell.

W. G. Bell, grocer at Vancouver, B.C., has been succeeded by S. Hutchinson.

John Steiert has sold his grocery store at Prelate, Sask., to Kasper Terries.

J. L. Borland has succeeded Mr. Hall in the grocery business at Vancouver, B.C.

S. D. McMicken Company, grocers at Moose Jaw, Sask., have been burned out.

Gruchy and Carlow, grocers at Vancouver, B.C., are selling out to Crossley and Son.

M. Eis has succeeded Bass and Wintramb in the grocery business at Winnipeg, Man.

R. P. Etterman, Enterprise, Sask., has sold his business to Mrs. Munroe, of Saskatoon.

E. Cropper, grocer at Baintree, Alta., has sold out to J. A. McLellan under the Bulk Sales Act.

H. R. Metz has been succeeded by J. Y. Will in the grocery business at Medicine Hat, Alta.

W. A. Delamont has succeeded Mrs. M. A. Routheir in the grocery business at Vancouver, B.C.

Magor, Sons and Company have commenced in the wholesale grocery business at Winnipeg, Man.

Mr. Wright, of John Irwin Company, of Calgary, Alta., was in Winnipeg last week on a business trip.

Barclay & Snow, grocers at Calgary, Alta., have dissolved partnership, Mr. Snow continuing the business.

S. E. Patterson & Son have succeeded J. D. O'Connell, proprietor of the Marlboro Grocery at Calgary, Alta.

W. M. Harrison, of Bovril, Limited, Winnipeg, Man., is on a business trip to some of the various jobbing points in the West.

Ross Richardson, of Richardson-Green, Limited, Winnipeg, is on a business trip to other Western cities—Regina, Calgary, Edmonton.

H. B. Armstrong, manager of the Keremeos Packing Co., Ltd., of Keremeos, B.C., was in Winnipeg last week on a business trip.

The Western Grocery, Fruit and Provision Centre has succeeded D. H. Hollingsworth in the grocery business at Winnipeg, Man.

Among recent incorporations in British Columbia is that of the retail grocery business of J. McTaggart and Sons, Vancouver. The new title is J. McTaggart and Sons, Limited.

J. M. Dale's store at Hammond, B.C., has been sold to B. B. Smith, of Vancouver. The Dale business has been a pioneer in the Hammond district.

E. Evans Smith, of Saskatoon, Sask., was one of a party of Western salesmen and representatives of the Toledo Scale Company, Toledo and Windsor alternating the annual sales convention, at Windsor last week.

Urges Better Marketing of B. C. Potatoes

Lardner, B.C.—At a meeting of Delta potato growers, presided over by Alex. Davie, the chief Dominion fruit inspector, R. G. L. Clarke addressed the growers on "Co-operative Marketing." He recommended the potato growers to emulate the example of the Fraser Valley Milk Producers' Association, who have practically monopolized the milk trade from farmer to consumer in British Columbia.

He emphasized that the entire crop of potatoes should be placed in the hands of those closely in touch with selling conditions. Mr. Clarke advised the growers that Yakima (Washington) potatoes were graded, whereas no grading was done on Canadian potatoes. He stated that a new grading law would probably be put into effect by Ottawa within a short time.

A RED SQUIRREL THE FEATURE OF THIS SALE

N. A. Marra, grocer at Amherstburg, had a novelty attraction in his window recently in the shape of a red squirrel which was kept busy doing stunts in a peculiarly constructed cage. In connection with this he was featuring a 95-cent Sale and had on display such goods as three tins of cocoa, ten bars of laundry soap, six tins of pork and beans, nine packages of cornstarch, three pounds of lard, six tins of corn, any of which may be obtained for 95 cents. Housewives have shown keen interest in the display and Mr. Marra had quite a satisfactory turnover. He backed up the window display by a double column ad. in the local paper, quoting prices on all offerings in large figures.

STRATFORD RETAIL MERCHANT HOLD BANQUET

On February 14 the Stratford Ret Merchants' Association held a banqu in the Chamber of Commerce roo Some eighty to one hundred memb were in attendance.

Mayor H. W. Gregory gave an a dress of welcome to the members, a spoke of their eagerness in doing bu ness and drawing trade to the city fr the surrounding districts, and suppo ing the city to make it a better pl to live in. E. M. Trowern, Domini secretary Retail Merchants, Otta gave an address, which was heart received by the members. B. W. Z man, provincial president; W. C. Mill provincial secretary; D. W. Clark, T ronto, provincial treasurer; W. J. M Cully, first vice-president, Stratfo W. Hodgins, second vice-president, L don, all being present, and spoke of t splendid organization that is being ganized all over the province. D. Wright, representing the manufacture expressed a desire to co-operate w the retailers. The president of the la organization was invited, but did n attend, also Hon. Peter Smith, w sent regrets.

Duncan Ferguson, past president the city organization, moved a v hearty vote of thanks to the gentlem being one of our oldest members of t organization of the Province of Onta complimenting Mr. Trowern on faithful endeavor to bring the organi tion over the whole Dominion to suc standard.

SALMON URGED AS FOOD FO YOUNG CHILDREN

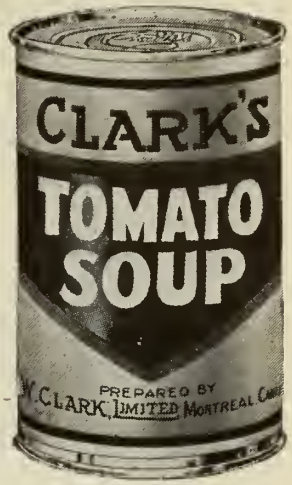
Washington.—Dr. Harvey W. Wil advocate of pure food for childr recommends "canned salmon for c dren over six as the cheapest and m nutritious animal food that can be ha

The United States bureau of fishe says: "The lighter varieties of sal are highly nourishing and more ea digested. Pink salmon is better t meat for building flesh and bone."

The usefulness of pink and chum s mon as an aid to setting a good ta should be welcome news to the ho keeper. This valuable food, hithe little known, has been brought to attention of home cooks by the w experiment and conclusions of United States bureau of fisheries w has shown conclusively the importa of pink and chum salmon, both fro nutritive standpoint and the point view of economy. Its wide use for family table will be an aid in obt ing variety and dainty nourishm while exercising the utmost econom

Clark's Prepared Foods

MADE
IN
CANADA
BY A
STRICTLY
CANADIAN
COMPANY



Quality

Mr. Grocer, is undoubtedly the most powerful of all selling factors, and QUALITY is the outstanding feature in CLARK'S PREPARED FOODS. Added to this, attractive packages, economical and popular "consumer" prices, make them your BEST SELLERS.

YOUR MARGIN IS ALSO GOOD

W. CLARK, LIMITED
MONTREAL

Made in Quebec

Brodie's XXX

Self-Raising Flour

Has stood the test for 50 years, and to-day is in greater demand than ever.

Are You Selling It ?

For making Biscuits
Pancakes
Brodie's
Pastry
Has
Pies
No
Muffins
Equal
Doughnuts
Etc.

Brodie's Will Win Customers and Keep Them

A very attractive package. Selling at a Popular Price
Order from your Wholesaler or Our Representatives

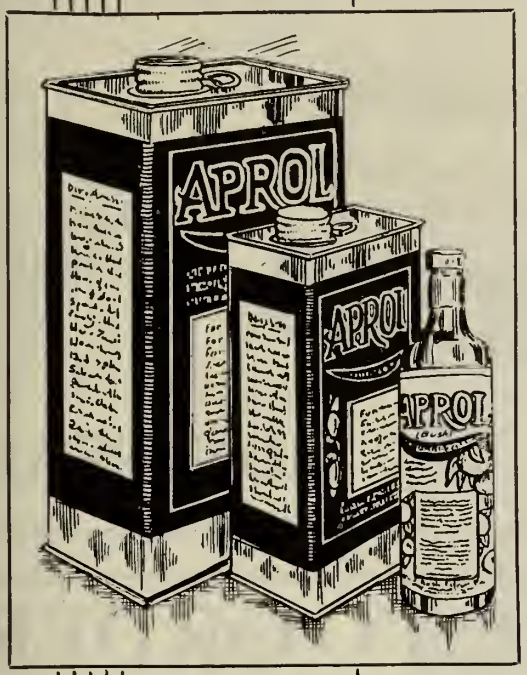
Ontario Agents :
Chadwick & Wright
28 Duke St., Toronto

Brodie & Harvie Ltd.
MONTREAL

Quebec Agents :
J. B. Renaud, Inc.
Quebec City

APROL

THE SWEET OIL OF PERSICA



A delightful, economical cooking and salad oil that is proving a highly profitable repeat seller.

AprOl is a nutritious oil of delightful flavor, pressed from the ripe kernels of apricots and peaches. It is a distinct improvement on olive oil when used as a salad component, being entirely free of that greasy, nauseating after-taste. It fries beautifully, requiring about half as much of it as would be used of lard or butter, and can be used over and over again—is an excellent shortening and is decidedly economical and highly digestible.

Canadian grocers handling AprOl have found it an active seller. The profit margin is good and it is being widely advertised.

Try a sample order.

W. J. BUSH & CO. (Canada) LTD.
PRODUCERS
MONTREAL and CALIFORNIA

Selling Agents for the Dominion of Canada

BOVRIL LTD.

St. Peter St. - Montreal

Made in Quebec

THIS IS THE TEA
YOU HAVE BEEN WAITING FOR

Superior Quality—
Moderate Price—
Satisfactory Profit

In ½-lb. and 1-lb. CARTONS

CHASE & SANBORN - MONTREAL

NOW IS THE TIME TO ORDER
FRUIT JARS

The Reduced Cost of Sugar Will Stimulate the Demand.

GUARANTEED FRUIT JARS

ORDER THROUGH YOUR JOBBER

BUY WHILE THE JAR ASSORTMENT IS COMPLETE.

DOMINION GLASS COMPANY, LIMITED
MANUFACTURERS

The Originator of National FISH DAY

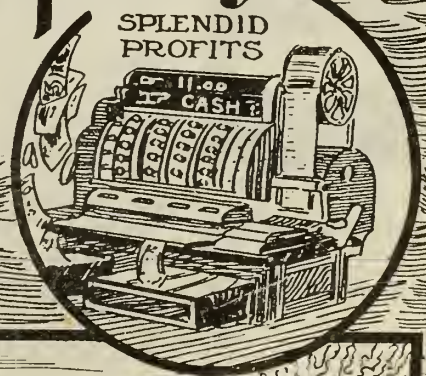
J. A. PAULHUS

Send Us Your Orders We Guarantee Satisfaction

D. Hatton Company

MONTREAL

Established 1874



Made in Quebec

DOUBLE YOUR SALES OF MACARONI IN 1921

BECAUSE Canadians don't eat enough macaroni—you don't sell enough—we don't make enough. It's a loss all around. How do we know we can double the sale in 1921? Simply because other countries eat from two to thirty times as much macaroni and alimentary pastes as Canada.. Why, in the United States last year, over fifty million dollars' worth was eaten—or seven pounds per head! Canada consumes less than 2½ lbs. per head.

Wherever introduced, Catelli's Macaroni Sauce has doubled sales of Macaroni, Spaghetti, etc.

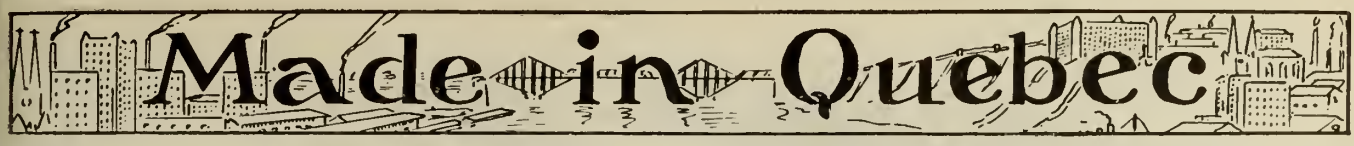
So we are going to take advantage of conditions this year of enforced economy, when every food dollar counts, to make the women understand the superior value of Catelli's products as a food—a full meal—for the family—for a few cents—in a few minutes. We'll tell them of the countless tempting ways to serve macaroni, spaghetti and other alimentary pastes. We'll emphasize the low cost. And we'll keep at it till we DO double the consumption! And that means doubling the sale. It means doubling your profits—if you will only do your part by featuring Catelli's Macaroni Products. Urge your employees to stimulate your customers to eat more macaroni, spaghetti, vermicelli and noodles, packed so carefully by Catelli. And then we'll launch Catelli's famous Macaroni Sauce at the same time, to make it easier still to serve macaroni.

Let's get together for more macaroni sales, more profits in 1921. Very little effort on your part will pay big dividends. We'll keep the quality and advertising going—your part is merely to keep selling!

THE C. H. CATELLI CO., LIMITED, MONTREAL

The Lenten Season is the Harvest Season for Macaroni Sales

See That Your Jobber Keeps You Supplied



FISH

We offer to the trade for immediate delivery:

Salted Codfish, No. 1 large, in 250-lb. barrels.
Salted Codfish, No. 1 medium, in 250-lb. barrels.
Skinless Codfish, in cases of 100 lbs.
Skinless Fish, in cases of 30 lbs.
Dried Codfish, No. 1 large, in cases of 100 lbs.
Dried Codfish, No. 1 medium, in cases of 100 lbs.
Smoked Herring.
Labrador Herring, in barrels of 100 lbs.
Red Sea Trout, in barrels of 100 lbs.
Boneless Codfish, "Gem of the Sea," in 1 and 2-lb. pkgs.
Boneless Codfish, "Favorite," in 1 and 2-lb. pkgs., 20 to the case.

DRIED FRUITS

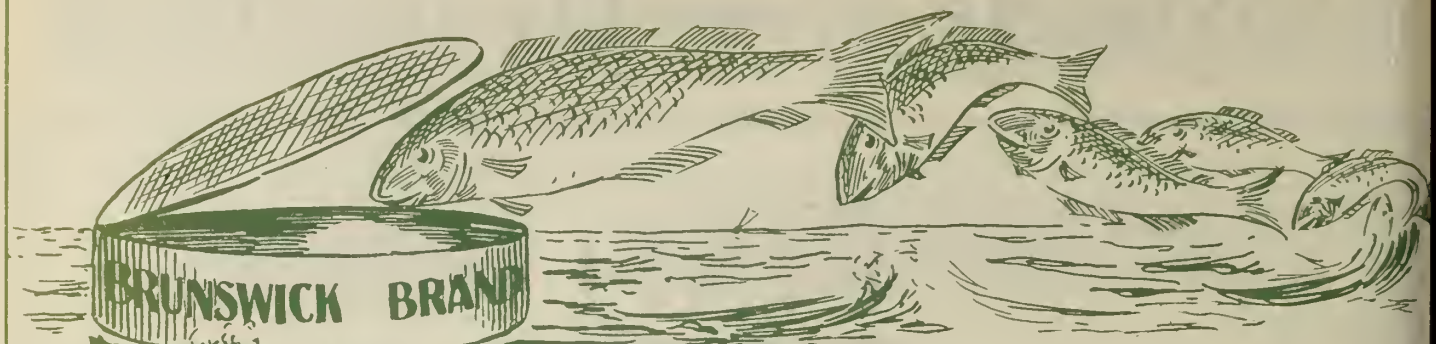
California Prunes, at excessively low prices.
California Prunes, crop of 1920, at the lowest market prices.
Nuts, Filberts, Almonds, Pecans, Peanuts.
Figs, Candied Fruit Peels.
Evaporated Fruits—Apples, Apricots, Peaches, 1919; Pears, 1919.
Currants, Seeded Raisins, Seedless Raisins, Muscatels, 1919-20; Sultanas, Valencia, Table Raisins.
We offer to dealers real bargains in the above lines; all should take advantage of same.

We shall be pleased to send you on request our superb calendar.
Write, telephone or wire your orders at our expense.

LAPORTE, MARTIN, LIMITEE

Wholesale Groceries, Wines and Liquors

584 St. Paul Street West, MONTREAL **Telephone: Main 3766**



Brunswick

Excellent Flavor
High Quality
Low Prices

These are the three outstanding f tures about **Brunswick Brand Cann Sea Foods** that have made them su popular sellers throughout Cana Every tin of these excellent f products is processed and packed fr carefully selected fish under ideal hygie conditions. They are prepared just as s as the catches are brought in from clear, cool depths, in our modern fact at Black's Harbour on the New Brunsw Coast.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Fresh from the clear cool depths to your customer's table.

Brand Sea Foods

Brunswick Brand Sea Foods will speed up your fish sales during the Lenten season if you properly feature and suggest these remarkable, "popular-priced" fish products.

If you've never before sold Brunswick Brand Sea Foods ask your wholesaler to send you a trial order. It will pay you to try them — they're unusually good sellers and they never fail to bring customers back for more.

Connors Bros., Limited

Black's Harbour, N.B.

Representatives in Winnipeg:
CHARLES DUNCAN & SON, WINNIPEG, Man.

MACDONALD'S

Put the Macdonald Packets Where They Will Be Seen

EVERY tobacco-user in Canada knows the Macdonald line by sight. The extensive advertising and the long standing of these tobaccos have brought Macdonald's to his notice. He looks on them, unconsciously perhaps, as old and trustworthy friends.

Put them where he can see them—in your display case and show-window—on your counter.

Your profit depends on your turnover; your turnover on your grasping the opportunity to build up sales.

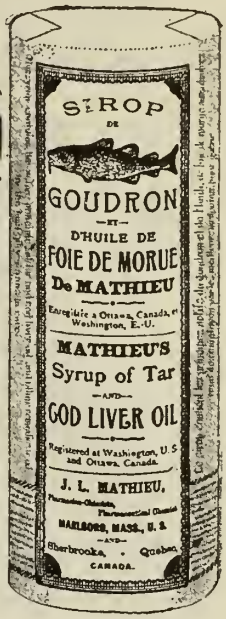
Our advertising has increased **our** sale of Macdonald's Tobaccos. It will increase **yours** if you turn it to your advantage.

Only a very slight sales-effort is needed to make Macdonald's the leading profit-maker of your business. It is worth trying.

Made in Quebec

Two Mathieu Remedies

that every grocer should stock

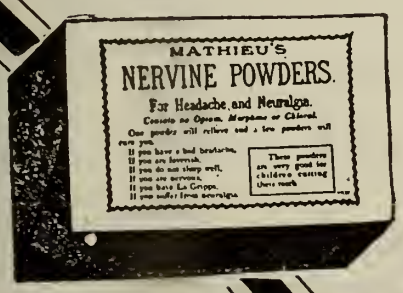


MATHIEU'S NERVINE POWDERS

—a popular and dependable remedy that has earned a national reputation through its efficiency in the treatment of headaches, nervousness, neuralgia, etc. It is a particularly good seller, offers grocers an excellent profit and is guaranteed to contain no harmful or habit-forming drugs.

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

Here is another big Mathieu seller that most of your customers will have need of before winter and spring are over. It is an efficient cough medicine that relieves the cold and builds up the system at the same time. Canadians know it from coast to coast, and every bottle sold yields a big profit.

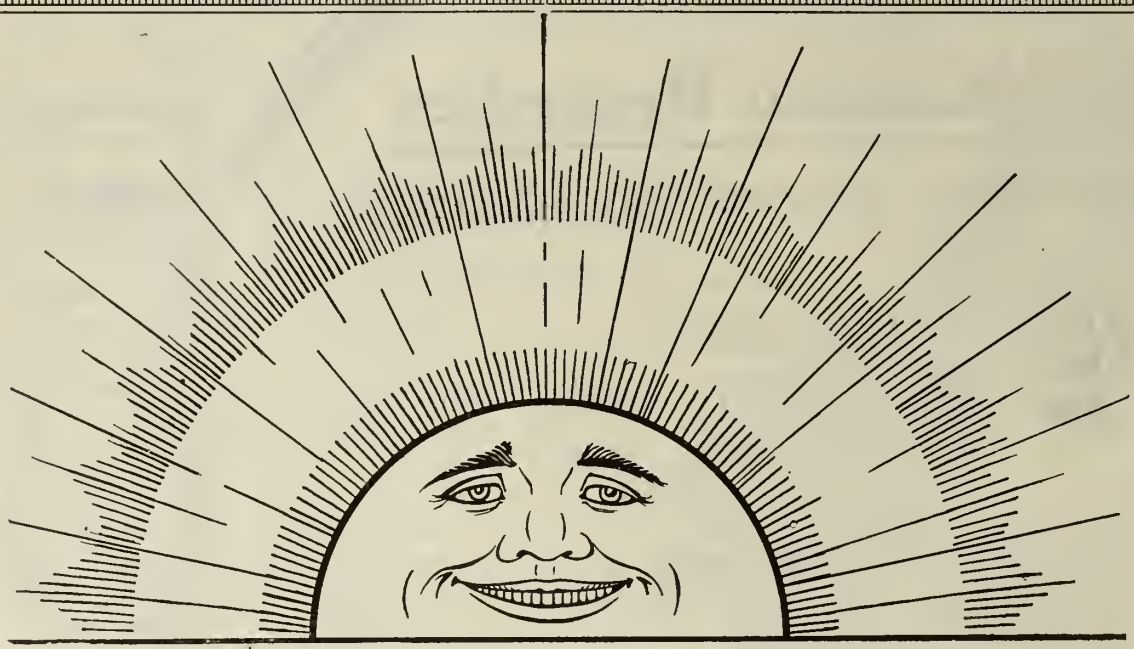


Order a trial supply of these two profitable side lines. They'll pay you handsomely.

J. L. MATHIEU CO., *Proprietors*

SHERBROOKE, QUEBEC

Made in Quebec



Sunshine Macaroni

will brighten up your macaroni sales

The wholesome flavor and purity of *Sunshine Macaroni* will instantly appeal to your customers once they try it, and you'll find your repeat orders steadily grow. "Sunshine Macaroni" never fails to make good because it's made right. Modern machinery prepares it under the careful surveillance of macaroni experts and only the finest of Canadian hard wheat is used.

Try a sample order and feature it prominently during this macaroni season. Just make this test—"Sunshine" quality will do the rest.

P. Pastene & Co., Limited

340 St. Antoine Street, Montreal

Made in Quebec

15 different Lines

MFG LTD.

Every one a big Seller showing a nice Profit

Look over this List
and
Send us your Orders:

Sweet Mixed Pickles
Sour Mixed Pickles
Chow Chow
Corn Chowder
Red Cabbage

Pickled Whole Beets
Sliced Pickled Beets
Onion Salad
Worcester Sauce
Marmalade
Fruit Juices
Extracts, etc.

The above lines are all big sellers during the Spring Months.

We guarantee the Quality of our Products

Nova Scotia Agents
Supplies, Limited
Kentville

Ontario Agents
Chadwick & Wright
28 Duke St., Toronto

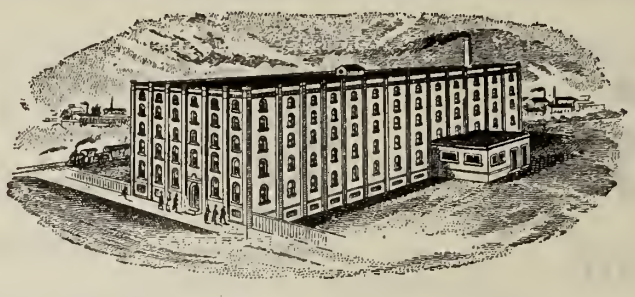
New Brunswick Agents
W. S. Clawson & Co.
St. John

The Trade Sundries Mfg., Ltd.

Clark Street, Montreal

Made in Quebec

Ready Cuts
Alphabets
Etc.



Macaroni
Vermicelli
Spaghetti
—the Best Made

CADIEUX Brand

Only the best of Canadian Wheat and Spring Water, scientifically prepared, used in the manufacture of our products. CADIEUX Brand products are well advertised and are being sold in the best grocery stores.

Order from your wholesaler.

THE J. CADIEUX CO., LIMITED

47 ST. FRANCOIS XAVIER ST., - MONTREAL

The McLaren Imperial Cheese Co., Ltd., *Ontario Representatives.*

MANUFACTURERS

Do you require storage in Quebec City?
We have 5-storey building.

Dry and Clean

Will rent space at moderate price.

Write in for information

ALBERT DUNN

Made in Quebec

SMALL'S MAPLE PRODUCTS

ESTABLISHED 90 YEARS

Gathering Maple Sap for Small's in the heart of the forests of Quebec
Recoltant la sere pour Small's dans les bois de Quebec
The above ad appears in many leading magazines throughout Canada

"DO IT NOW!"

Order your Spring supply of Maple Syrup and Maple Butter at once.

NOW!

and assure yourselves of having goods on spot when a keen demand is on for this article.

There will be no decline from our present Price List until May 1st—"if then." Consignments of Fresh Stock on spot, Montreal, Toronto, Winnipeg for convenience of jobbers.

You cannot give your customers maple products of higher quality and purity than SMALL'S and their long-established high-standard reputation has made them popular sellers from coast to coast for the past 90 years. Through national magazines, house journals and street cars, a big national advertising campaign is at work, telling over three million Canadians about these incomparable Maple Products and helping you to win greater sales and bigger profits. Key up your store to this live campaign by featuring SMALL'S in all your displays.

SMALL'S LIMITED, MONTREAL

SYRUP AND MOLASSES REFINERS

General Store Merchants

Here is a splendid proposition
For You.

A Big Seller with Large Profits

An attractive Store Fixture that pays for itself in a very short time.

Every Grocery Store Should Have One

Read about these Profit-makers, and Send Your Orders Direct to

The Crawford Company

331 St. Antoine St., Montreal

No. 10 COOLER OUTFIT

No. 10 COOLER OUTFIT—Cooler finished in Orange, sits on skeleton stand, and holds 3 two gallon bottles, serving 3 different beverages kept cold by the one ice supply. A handsome and profitable addition to any store.

Cost of Cooler Outfit Complete, including 4 gals. syrup....$48.00
(Your choice of Grape-ade, Lemonade, Lime-ade or Orangeade syrups.)

No. 6 COOLER OUTFIT—Cooler finished in Orange, sits on a skeleton stand and holds 5 gallon bottle, inside stoneware container holds 3 quarts liquid, which insures an ample supply of Ice Cold Beverage at all times.

Cost of Cooler Outfit Complete $30.00
including 4 gallons syrup (your choice of Orangeade, Lemonade, Lime-ade, Grape-ade).

PROFIT

To each gallon of syrup you add 7 gallons water, making 32 gallons finished beverage from the 4 gallons syrup; using 8 ounce glass, which will serve 7 ounces, this gives 704 glasses, which at 5c return $35.20
Cost of Cooler Complete 30.00

Profit .....$ 5.20

and the Orangeade Outfit besides. And on the next 4 gallons syrup the profit will be $22.20

No. 6 COOLER OUTFIT

PRIDE OF CANADA
Pure Maple Syrup

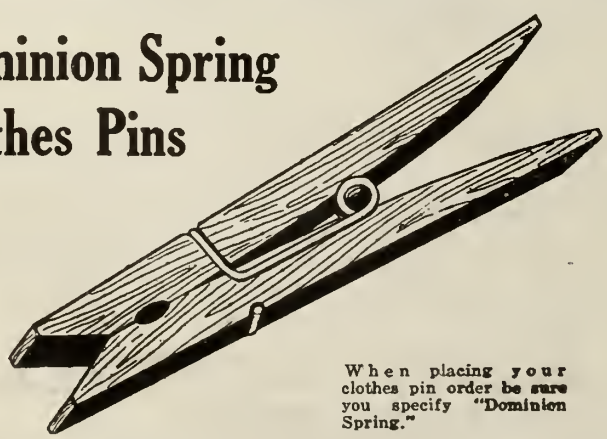
Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Easter Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co.. 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

OFFICES: 58 WELLINGTON ST. W., MONTREAL

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's Greater Satisfaction

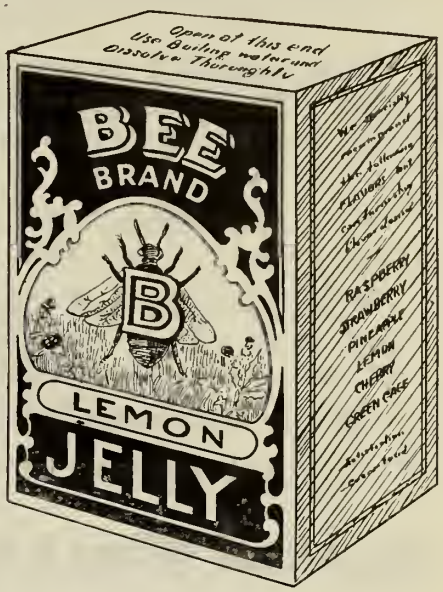
selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

BEE BRAND JELLIES

are made from the purest and highest grade goods obtainable, are free from any unwholesome ingredients and flavored with Bee Brand Extracts.



SELLS AT 3 *for* 25c.

Send us an order

BEE STARCH CO.

449 St. Paul St., Montreal

ROYAL ACADIA SUGAR

Royal Acadia Sugar

Make this brand your standard through the coming season.

Royal Acadia will please your most particular customers.

2 lb. - 5 lb. Cartons. 10 - 20 - 100 lb. Bags
Half Barrels and Barrels

Every Grain Pure Cane

The Acadia Sugar Refining Co., Limited

Halifax **Montreal**

"Oriole" Rice

An advertising campaign to the consumer is creating a demand for "Oriole" Rice.

This campaign is also making known the advantages of "Oriole" Rice as a wholesome and nutritious food.

This advertising helps to sell more rice—"Oriole" Rice.

Take advantage of the bigger rice sales the "Oriole" dealer makes—order a supply now.

"Oriole" Rice is sold in 5 lb. bags.

For prices, ask your jobber.

Mount Royal Milling & Mfg. Co.
Limited
D. W. Ross & Co., Agents, Montreal, P.Q.

Cow Brand Baking Soda

Canadian housewives have confidence in **Cow Brand Baking Soda** because they have learned that its great strength and purity always assure them of successful results in all their baking operations.
In every test, Cow Brand Baking Soda has proven its superiority, and its great strength makes it **the most economical baking soda on the market.**

Church & Dwight, Limited
MONTREAL

A Twenty Thousand Dollar Financial Expert

There are few men who could afford to have a personal financial expert to assist them in making the right kind of investments—the safe, sound investments that can be passed on as "an enduring" legacy.

And still fewer could afford to employ an expert who demanded a fee of $20,000 a year. But this is exactly what you have at your disposal—almost at your elbow—in the Investors' Inquiry Service of THE FINANCIAL POST.

Readers of THE FINANCIAL POST, through this service, can have the securities they are considering thoroughly investigated before spending a single cent. Men skilled in getting at the hidden factors and bed-rock facts that determine the value of stocks and bonds are at your service. Often securities many think are valuable are found to be unpromising, sometimes mere scraps of paper when the underlying features are uncovered.

It costs nothing to be sure. It may cost much—perhaps your hard-earned savings—to be sorry.

Readers of FINANCIAL POST are saved all this guesswork—this investing in the dark.

Whether you invest thousands or hundreds it will pay you to use this splendid service—free to all subscribers who make use of it.

THE FINANCIAL POST comes to you for one year—fifty-two issues on receipt of $5.00. Just attach a cheque or draft to the coupon.

The Financial Post

143 University Ave.

Toronto

128 Bleury Street, Montreal, Que.

303 Union Trust Bldg., Winnipeg, Man.

THE FINANCIAL POST
143 University Ave., Toronto.

.....1921

You may send me a copy of THE FINANCIAL POST. If after reading it carefully I decide not to subscribe I'll write you within five days. Otherwise you may bill me for one year's subscription—$5.00.

Name .....

Address .....

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

QUEBEC

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

PEAS WANTED
Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

AGENCIES WANTED
We are open to market several good lines of food products.
Manufacturers interested in securing distribution—we invite correspondence.
We work the Retail and Wholesale Trade.
THE VLIT MANUFACTURING CO., LIMITED
R.C. Honnon, Manager (formerly with Lipton's). Montreal

LET CANADIAN GROCER Sell It For You.

MOLASSES
ALL KINDS

ALSO

Extra Fancy—
ST. KITTS MOLASSES.
ST. VINCENT "
DOMINICAN MOLASSES
MONTSERRAT "
CUBAN "
PUERTO RICAN "
CUBAN CANE JUICE

BAKING MOLASSES
*FEEDING "
*BLACK STRAP "
WEST INDIAN HONEY (bulk)

We guarantee all our grades to be absolutely pure.

*These grades can be shipped in tank carloads.

Ask for Prices—In car lots for Prompt Shipment from Stock.

PURE CANE MOLASSES CO.
of Canada, Ltd.
Montreal, Que.
Direct connection with C.P.R. telegraph.

HAVE YOU ORDERED YOUR SUPPLY OF THIS

"Genuine Turkish" Delight

DROMEDARY BRAND

Packed in 1, 5 and 10 lb. boxes. Write us for prices and discount.

Sole Canadian Distributors

SHEPHERD-MOTT COMPANY
73 Ottawa Street, MONTREAL

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer

It reaches the Buyers — It's a Business-Getter

Rates and Information on Request

Made in Quebec

ESTABLISHED 1842

COFFEE - COFFEE

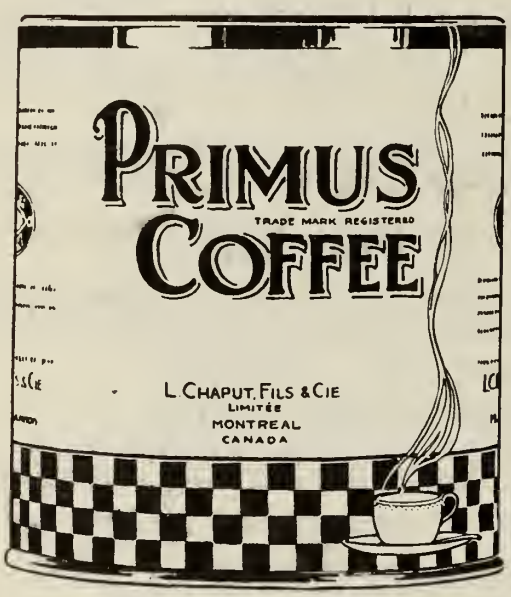
We specialize in this line

Our Coffees are Imported, Roasted and Ground in our own Plant

Choicest and Purest Produced

PRIMUS BRAND

1 lb. tins, cases 30 lbs. 50c. lb.
2 ,, ,, ,, 30 ,, 49c. ,,



ALSO COFFEES IN BULK "OWL" BLEND

RAJAH BRAND

1 lb. cartons, cases 24 lbs. 40c. lb.

	Roasted Whole or Ground
EXTRA FANCY	50c lb.
A.1.	42c "
No. 10	40c "
French Roasted, black, No. 1	40c "
No. 30	38c "
No. 40 (compound) ground only	35c "
French Roasted, black, No. 2	33c "
AVA (compound), ground only	30c "
RIO	25c "

Put up in 5, 10, 15, 25 and 50 lb. tins and cartons. Freight paid on lots of 200 lbs., one kind or assorted.

Try them, they are unequalled and will please you.

SPECIAL DISCOUNT TO JOBBERS.

Our Motto, "SATISFACTION ALWAYS."

L. CHAPUT, FILS & CIE, LIMITEE

DISTRIBUTORS, IMPORTERS, WHOLESALE GROCERS AND MANUFACTURERS

MONTREAL

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

A GREAT deal of interest is being centered in the sugar market since the Cuban crop has been placed into the hands of the commission for marketing. The commission is fully functioning, and some heavy transactions have taken place both to American and Canadian refineries. Another interesting point is that Australia has purchased some 165,000 tons at 4.60 cents f.o.b. Cuba. It is also reported that Japan has secured 6,000 tons on the same terms. The price paid by the Canadian refineries was 4¾ cents c. and f., or 5.77 duty paid.

The harvesting of the Cuban crop is progressing favorably and there is now ready for immediate shipment in Cuban ports 416,211 tons plus 101,347 tons of old crop, making a total of 517,558 tons. The visible production in Cuba to February 19 is 656,326 tons against 1,077,219 tons to corresponding date last year.

Refined sugar is in fair consumptive demand and all refineries are fairly maintaining prices and price cutting appears to have ceased.

Generally speaking, the markets for general grocery commodities show few price changes of any amount, and a firmer feeling prevails in many lines. Teas, coffees and shelled nuts are decidedly strong with prices in primary markets higher and stocks in Canada are smaller than they have been for several years.

Canned vegetables are moving in fair value and the situation can be viewed as a firm one, with tendencies for advances. Canned fruits show little movement and are in a weak position, but jams are moving more freely than they have at any time this season.

Cereals and flour are steady but there is a firmer tone on rolled oats in some localities.

The hog market continues with a weak tone which is reflected on all hog products. Lard and shortening are easier and lower. Eggs have strengthened under the increased consumption.

QUEBEC MARKETS

MONTREAL, March 2.—The same steady tone that characterizes the sugar market seems to prevail this week throughout the entire grocery market. Nearly all changes are upward, and in all lines there is a steady, firm feeling. Coffee, cereals, molasses, sugar and dried fruits are steady in price with an improvement in the movement of supplies. The tea market also shows a change for the better. Canned goods prices that were reduced by some of the local wholesalers are advanced again to the former prices and in some cases to even higher levels. Oranges and apples are dearer this week. The run on oranges that has passed during the last two weeks is responsible for the higher prices and apples are getting short in supply. Laundry soaps are advanced in price. The only change in package goods is the decline in the price of self-raising flour. There is a good demand for nuts with a firm market and some higher prices on walnuts. Celery is getting scarce and the quality is not as good as it has been. Potatoes still sell at the low prices that have ruled. The spice and the rice markets are quiet and prices are unchanged.

Canned Goods Prices Higher

Montreal.

CANNED GOODS.—Some time ago reductions were made by a number of Montreal wholesale grocers in the price of canned vegetables. This lasted for three or four weeks and this week the prices have been revised and advanced. The advance in the price is a sharp one. Two and one half pound tins of tomatoes are advanced 15 cents a dozen and the 2 pound tins are advanced 10 cents per dozen. Corn is advanced 10 cents per dozen; also standard peas. Early June peas are advanced 5 cents per dozen. Golden wax beans and Refugee green beans are advanced 15 cents per dozen, now quoted $2.10 and $2.15 per dozen. Clover leaf salmon is also advanced in price by the wholesalers to the extent of 15 cents on the ½ pound tins and 20 cents on the tall and flat pound tins. Other sockeye salmon is advanced 50 cents, and Red Spring salmon is also up 50 cents. These changes in price are made by some of the Montreal wholesalers, but are not changes in the quotations by the canners. It shows that the market for canned goods is very firm at the present time and that the reductions in price made some time ago could not hold.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb. doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do, Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	....	1 40
Do., 2½s	1 60	1 65
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standard	1 75	1 80
Do., Early June	1 85	1 90
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2-½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s., doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	..	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	2 75	2 85
2½-lb.	4 25	4 35
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	4 65	4 75
Do., 2-lb.	3 50	3 60
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced), 2½-lb.	5 40	5 80

2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Cereal Prices Stand Firm

Montreal.

CEREALS.—There is no change in the cereal market this week. Prices remain firm at quotations given. Rolled oats in particular stand very firm and some dealers who were cutting quotations are now bringing their prices back to the general list prices.

Oatmeal, gran., fine standard	....	4 25
Rolled Oats, 90 lbs.	3 55	3 75
Pearl Hominy	....	3 25
Cornmeal, Gold Dust Brand	....	3 25
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 12
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00
Split Peas, per bag	....	5 75

Coffee Market Firm

Montreal.

COFFEE.—It is apparent that coffee prices have struck rock bottom and that in all grades the present is the advantageous buying time. The market is running quite firm at present prices and no change is looked for immediately, although the tendency of the primary markets is upward.

Dried Fruit in Demand

Montreal.

DRIED FRUIT.—The only change in price that is recorded this week in the dried fruit market is the slight decline in the quotations on loose dates, which are quoted at from 11 to 14 cents per pound. Cluster raisins in packages are quoted at $6.75 per box of twenty packages. A better movement of prunes is reported since lower prices have been quoted. There is an excellent demand for evaporated fruit and prices on evaporated apples stand firm.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 29
Apples (evaporated)	0 12½	0 14
Peaches (fancy)	....	0 28
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 ozs.	0 21	0 23
Do., 16 ounces	....	0 27¼
California Seedless in bulk	....	0 28
Cluster 20 1-lb. pack	....	6 75
Currants, loose	....	0 30
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	5 25

A CORRECTION

Montreal.—In last week's issue of Canadian Grocer there was an announcement that Kellogg's Corn Flakes had been reduced in price. This is not correct. The manufacturers have not made any change, the price stands firm at $4.20 per case. The error occurred though a reduction of twenty cents a case being reported by a local wholesaler who was so endeavoring to reduce his stock.

Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.	....	0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do, mats	....	3 00
Do., 22-lb. box	....	1 90
Do., (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 27
30-40s	....	0 22
40-50s	....	0 19
50-60s	....	0 18
60-70s	....	0 15
70-80s	....	0 13
80-90s	....	0 11
90-100s	....	0 09

Higher Prices on Apples

Montreal.

FRUIT.—Higher prices are quoted this week on apples, oranges and lemons. There is an advance of 50 cents per barrel on nearly all apples listed. The big demand for oranges has resulted in higher prices and California navel oranges are quoted at from $5.25 to $6.25. California lemons, 300s, are quoted at $5.00.

Do., Alexander, per bbl.	7 50	8 00
Do., Greening	....	8 50
Do., Baldwin	8 00	8 50
Do., Ben Davis	6 50	7 00
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	7 00
Lemons, Cal., 300-360s	....	5 00
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	5 25	6 25
Do., Florida, 150-216s	4 75	5 00
Tangerines	....	4 25
Pears, Keiffers, per box	....	4 50
Tokay Grapes, per box	....	5 00
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	16 00
Cranberries, per bbl.	....	16 00
Malaga Grapes, per keg	....	10 00

Walnuts Strong in Price

Montreal.

NUTS.—The nut market in general is very firm, with a good demand. Walnuts in particular show strength and Marbot walnuts are quoted higher at from 26 to 28 cents. The new crop of Brazil nuts are offered at slightly lower prices, being quoted at 35 cents. Barcelona filberts are also a little cheaper, but the general lines in most demand are very firm.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	....	0 48
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 3
Chestnuts (Italian)	....	0 1
Cocoanut (shredded, bulk)	0 33	0 3
Filberts (Sicily), per lb.	0 17	0 1
Do., Barcelona	0 12	0 1
Peanuts, Jumbo	0 16	0 1
Do., shelled, No. 1 Spanish	0 18	0 2
Do., Java No. 1	....	0 1
Do., salted, red	0 21	0 2
Do., shelled, No. 1 Virginia	0 16½	0 1
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 3
Fancy splits, per lb.	....	0 3
Pecans, new Jumbo, per lb.	....	0 0
Do., large, No. 2, polished	0 29	0 3
Pecans, shelled	1 00	1 5
Walnuts, Grenoble, in shell	....	0 2
Marbot Walnuts	0 26	0 2
Do., new Naples	....	0
Do., shelled, Manchurian	....	0 5
Do., Bordeaux	....	0 5
Do., Chilean, bags, per lb.	....	0 3
Do., Spanish, shelled	....	0 5

Note—Jobbers sometimes make an added cha to above prices for broken lots.

Self Raising Flour Lower

Montreal.

PACKAGE GOODS.—About the on change this week in quotations on pac age goods is a reduction of 10 cents p dozen on Brodie & Harvie self-raisi pancake flour. It is now quoted at $1. per dozen. Self-raising flour is reduc 5 cents on the 3 pound package and cents on the 6 pound package.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2-oz. pkgs., doz.	....	0 78
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50	....	4 20
Corn Flakes, 36s	....	4 16
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 60
Do., 18s	....	2 00
Oatmeal, fine cut, pkgs., case	....	5 75
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	3 25
Hominy, pearl or granu., 2 doz.	....	3 00
Healtb bran (20 pkgs.), case	....	2 85
Pancake Flour, case	....	3 60
Do., self-rising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat Flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs	....	6 75
Porridge Wheat, 36s, case	....	6 40
Do., 20s, case	....	6 50
Self-raising Flour (3-lb. pack.) doz.	....	2 90
Do. (6-lb. pack.). doz.	....	5 70
Do., Buckwheat flour, per doz.	....	1 50
Corn Starch (prepared)	....	0 10
Potato Flour	....	0 12
Starch (laundry)	....	0 08
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Sbredded Wheat	....	4 95
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 15
Celluloid Starch, 45 pkgs., case	....	4 30
Package Cornmeal	....	3 00
Malt Breakfast Food (36 pkgs.)	....	9 50
Quaker Two-Minute Oat Food	....	1 80
Puffed Rice Pancake Flour	....	2 99
Egg Noodles, case 24	....	2 65
Macaroni (Quaker)	....	2 65

Rice Unchanged

Montreal.

RICE.—There is no change in the rice market this week. The movement shows a little improvement and prices remain unchanged.

RICE—		
Carolina, extra fancy	....	....
Do., (fancy)	....	0 08
Honduras, fancy	....	0 06
Rangoon "B"	....	0 08
Rangoon "CC"	....	0 05
Broken rice, fine	....	0 05
Texas rice	....	0 05½
Siam	....	0 06
Tapioca, per lb. (seed)	0 08	0 09¼
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras	....	0 07
Siam	....	0 14½

NOTE—The rice market is subject to frequen change and the price basis is quite nominal.

Spice Market Quiet

ntreal.

SPICES.—The spice market is quiet, th no changes in quotations. Prices d as quoted. The demand consists y of orders for immediate require- nts.

spice	....	0 22
ia (pure)	0 32	0 36
nut, pails, 20 lbs. unsweet- ened, lb.	....	0 46
., sweetened, lb.	....	0 36
ory (Canadian), lb.	.. .	0 18
namon—		
lls	....	0 35
re, ground	0 35	0 40
ves (ground)	....	0 63
am of Tartar (French, pure)	0 55	0 60
o., American high test	0 65	0 70
ger (Jamaica)	....	0 40
ger (Cochin)	....	0 31
e, pure, 1-lb. tins	....	0 90
ed spice	0 28	0 30
o., 2½ shaker tins, doz.	....	1 15
mega, whole—		
o., 64, lb.	....	0 40
o., 80, lb.	....	0 38
o., 100, lb.	....	0 35
o., ground, 1-lb. tins	....	0 60
per, black	....	0 30
o., white	....	0 40
o., Cayenne	0 35	0 37
kling spice	0 25	0 28
o., package, 2 oz., doz.	0 35	0 40
o., package, 4 oz., doz.	0 65	0 70
rika	....	0 65
rmeric	0 28	0 30
ric acid, per lb. (crystals or powdered)	0 95	1 00
damon seed, per lb., bulk, ominal	....	2 00
raway (nominal)	0 25	0 30
tard seed, bulk	0 35	0 40
ery seed, bulk (nominal)	0 70	0 75
ento, whole	0 15	0 18

Molasses Prices Unchanged

ntreal.

SYRUPS.—There is no change in the lasses market this week. Prices are nding firm at quotations given. The rket for corn syrup is also unchanged.

rn Syrup—		
arrels, about 700 lbs.	....	0 07
alf barrels, about 350 lbs.	....	0 07¼
uarter barrels, about 175 lbs.	....	0 07¾
gal., 25-lb. pails, each	....	2 35
gal., 38½-lb. pails, each	....	3 45
gal., 65-lb. pails, each	....	5 50
hite Corn Syrup—		
-lb. tins, 2 doz. in case, case	....	5 60
-lb. tins, 1 doz. in case, case	....	6 25
0-lb. tins, ½ doz. in case, case	....	5 95

	Price for Island of Montreal
rbadoes Molasses—	
Puncheons	0 85
Barrels	0 88
Half barrels	0 85
Puncheons, outside city	0 80
ncy Molasses (in tins)—	
-lb. tins, 2 doz. in case, case	7 75
-lb. tins, 2 doz. in case, case	10 75
-lb. tins, 1 doz. in case, case	8 95
0-lb. tins, ½ doz. in case, case	8 60

Laundry Soaps Higher

ntreal.

LAUNDRY SOAP. — All standard undry soaps are advanced 10 cents r case by Montreal wholesale grocers d are now quoted at $8.50.

Better Movement of Sugar

ntreal.

SUGAR.—There is no change in the otations on sugar. The market stands ry firm and in view of the new system handling sugar adopted in Cuba and e ruling of the Cuban Commission th regard to the price of sugar prices em likely to stand firm for some time come. Dealers are buying sugar more eely and there appears to be a better vement than there has been for some me.

anulated Sugar, per cwt.	....	10 50
o., barrels	....	10 50
Granulated, gunnies, 20/5	....	10 90
Do., gunnies, 10/10	....	11 00
Do., cases, 20/5-lb. cartons	....	11 10
Do., cases 50/2-lb. cartons	....	11 25
Yellow, light, per cwt.	....	10 10
Do., medium, per cwt.	....	10 10
Do., dark, per cwt.	....	9 90

Improvement in Tea Market

Montreal.

TEAS.—There is no notable change in the tea market this week except the improved condition of the primary markets and the better movement of the better grade teas on this market. Prices remain unchanged, but it seems that the tea market is gaining more strength and throwing off the effects of the lower grade teas that once flooded the market. The improvement appears to be mainly among the teas that rank better than the medium grades.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 65	0 68
Early pickling	0 75	0 90
Finest grades	0 90	1 40
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 45
Broken Orange Pekoes	0 45	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Celery is Getting Scarce

Montreal.

VEGETABLES.—There is practically no change in the vegetable market this week. Celery is more scarce and some higher quotations are made which vary with the quality of the shipments. The season is very nearly over. Yellow onions are a little cheaper, but there is not a big demand for them, despite the low prices. Potatoes are still quoted at the low prices, with a good supply arriving.

Beets, per bag	0 75	0 90
Cabbage, Montreal, bbl.	....	1 50
Chicory, doz.	....	0 50
Celery, per crate	5 00	5 50
Carrots, per bag	0 75	1 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 10	1 25
Do., sweet, hamper	4 00	5 00
Pumpkins, per doz.	....	2 00
Spinach, box	....	0 75
Turnips, per bag	0 75	1 00
Spanish Onions, per case	5 00	5 50
Red Onions, per cwt.	1 00	1 50
New Tomatoes, per crate	....	10 00
Yellow Onions, per case	....	1 50

ONTARIO MARKETS

TORONTO, March 2.—There are few price changes recorded during the week. The markets generally are steady and some lines continue to show firmness. Coffee and teas are in a strong position with an upward tendency. Shelled walnuts, almonds and pecans are firm under an active demand. Rolled oats are slightly higher but other cereals are ruling fairly steady. Currants are weak. Raisins hold firm under a limited demand. Rice quotations are lower. Sugar prices are firmly held at refiners' list. Some dealers are quoting this season's make of maple syrup and sugar which are lower than last year's prices. Domestic vegetables are moving slowly at lower prices.

Coffee Market Strong

Toronto.

COFFEE.—The strong tone that has been manifest in the coffee market since the first of the year is still in evidence. This is especially noted on the mild and finer grades. Spot stocks are at low ebb and there are indications for a strong market with a tendency for an upward movement for some time to come.

Java, Private Estate	0 51	0 53
Bogotas, lb.	....	0 43
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Mocha, lb.	0 52	0 55
Rio, lb.	....	0 24
Santo	....	0 35

Cereals Fairly Steady

Toronto.

CEREALS.—The cereal market generally is holding fairly steady. Rolled oats have a slightly firmer tone and the price cutting that has been manifest on this line appears to have ceased. Some wholesalers have advanced their quotations, but millers' prices are still on the same basis of $3.50 in five-bag lots. The average price on rolled oats in single bag lots is $3.60 but some are quoting as high as $3.80.

	Single Bag Lots F.o.b.	Lots Toronto
Barley, pearl, 98s	....	6 50
Barley, pot, 98s	5 00	5 50
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	5 70
Cornmeal, Golden, 98s	....	3 75
Oatmeal, 98s	....	4 90
Corn Flour, 98s	....	5 75
Rye Flours, 98s	....	6 00
Rolled Oats, 90s	3 50	3 60
Rolled Wheat, 100-lb. bbl.	....	7 25
Cracked Wheat, bag	....	6 00
Breakfast Food, No. 1	....	6 25
Do., No. 2	....	6 25
Rice Flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 50
Flaxseed, 98s	....	7 00
Peas, split, 98s	....	6 75
Blue Peas, lb.	....	0 10
Marrowfat green peas	0 05¼	0 06
Graham Flour, 98s	....	5 25
Whole Wheat Flour	....	6 35
Wheat Kernels, 98s	....	7 00
Farina, 98s	....	6 20

Canned Goods Unchanged

Toronto.

CANNED GOODS.—There is a good

movement in canned vegetables and prices are ruling firm. There is a slight scarcity noted of early June and extra fine sifted peas in some quarters and there is a tendency for a shortage on these lines before the end of the season. Jams continue to show improvement in the demand, but mostly in small lots according to the demand for consumption.

Salmon—		
Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	....	3 50
Do., ¼-lb. tins	2 25	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	....	1 72½
Peas, Standard, doz.	....	1 65
Peas, Early June, doz.	....	2 15
Do., Sweet Wrinkle, doz.	....	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beets, 2s, doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	1 20	1 25
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each	....	1 27
Black Currants, 16 oz., doz.	4 00	4 60
Do., 4s, each	0 95	1 25
Gooseberry, 4s, each	0 90	1 25
Do., 16 oz., doz.	4 00	4 60
Peach, 4s, each	0 96	1 25
Do., 16 oz., doz.	4 00	4 60
Red Currants, 16 oz., doz.	....	5 50
Do., 4s, each	0 95	1 25
Raspberries, 16 oz., doz.	4 00	4 60
Do., 4s, each	0 95	1 25
Strawberries, 16 oz., doz.	4 00	4 60

Dried Fruits Slow

Toronto.

DRIED FRUITS. — The dried fruit market generally is quiet and unchanged and there is little demand with the exception of prunes, which are moving fairly freely but only in small quantities according to consumptive requirements. Currants are in an easy position with a likelihood for lower prices.

Candied Peels—		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 18
Do., Vostizza	....	0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 25
Dromedary, 9 doz. to case	....	7 25
Fard, per lb.	....	0 30
Halowee dates, per lb.	....	0 13
Figs—		
Smyrna layers, 4 crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 10½
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 19
50-60s, 25s	....	0 16
60-70s, 25s	....	0 15½
70-80s, 25s	....	0 12
90-100s, 25s	....	0 09
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 30
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 29
Valencia	....	0 23
Evaporated Apples	0 12	0 13½

Oranges in Good Demand

Toronto.

FRUITS. — Heavy shipments of oranges and grapefruit are arriving daily and there is an active demand for consumption. Quotations are practically unchanged. Domestic apples are in good demand and prices are advanced 50 cents per barrel. Hot house rhubarb is in good demand at $1.25 per dozen bunches. Messina bitter oranges are about over for this season, one dealer is offering the balance of their shipments at $4.75 per case.

Oranges, California Navels—		
126s	....	6 50
150s	....	5 75
176s	....	5 00
200s, 216s, 250s	4 50	4 75
288s	....	4 50
Messina Bitters	....	4 75
Grapefruit—		
36s, 46s	4 75	5 00
54s	....	5 50
64s	....	6 00
70s, 80s, 96s	6 25	6 50
Bananas, Port Limons	....	0 09½
Lemons, Cal., 240s, 270s, 300s	....	4 75
Do., 360s	....	4 25
Do., Messinas	....	4 75
Grapes—		
Almeria, bbls.	....	18 00
Apples, Ontario—		
Spies, No. 1s	....	7 50
Spies, No. 2s	....	6 50
Other varieties	6 00	7 00
Box apples, B.C.	....	3 85
Do., Washington	....	4 00
Cranberries, half barrels	....	12 00
Tangerines, Florida	5 00	5 50
Hot House Rhubarb, doz.	....	1 25

Flour Unchanged

Toronto.

FLOUR.—There are no new developments in the flour market. The demand is mostly for domestic consumption.

FLOUR—		
Patents Firsts, in jute bags, barrel	....	10 70
Do., seconds, in jute bags, per barrel	....	10 20

Honey Market Quiet and Easy

Toronto.

HONEY.—There is little demand for honey even at the lower prices. The market is dull and there appears to be some irregularity in prices. The average quotations to the retail trade are as follows:

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, extracted, Ontario, No. 1, white clover, in 30 and 60 pound tins	....	0 22
10 pound tins, per lb.	....	0 22
5 pound tins, per lb.	....	0 23

New Maple Syrup Prices

Toronto.

MAPLE SYRUP. — There is a good demand for maple syrup and prices are holding steady. Some dealers are quoting this season's make for early spring shipment. The prices for this season's make are as follows:

8-lb. tins, 10 to case	....	18 10
5-lb. tins, 12 to case	....	15 60
Imp. 5 gal. cans, 1 to case, each	....	13 30
Bottles, 12 to case, per case	....	....
2½-lb. Tins, 24 to case, per case	....	1
10-lb. Tins, 6 to case, per case.	....	1
15 Gal. Kegs, per gal.	....	....
MAPLE SUGAR—		
1 lb. blocks, 50 lb. to case, lb.	....	

Package Coffee Lower

Toronto.

MISCELLANEOUS. — George W ington coffee is reduced, followin the new prices: Small size tins per dozen, medium $8.40 per dozen large size $13.10 per dozen. Cha Sanborn's coffee show price chang follows: Halves 54 cents per p ones 52 cents per pound and two cents per pound. Candles are lower, quoted at 17½ cents per pound for 6s and 12s in cartons of six pounds

Millfeeds in Fair Dema

Toronto.

MILLFEEDS.—There is some i ularity in prices on bran and midd with a spread in prices of around $4 per ton. Shorts is fairly stea $36.25 per ton.

MILLFEEDS—		
Shorts, per ton	....	3
Bran, per ton	38 00	4
Choice Middlings, ton	44 00	4

Macaroni Steady to Firm

Toronto.

MACARONI.—There is an increa demand for macaroni with quota firmly maintained.

MACARONI—	
Cases, 30 pkgs. 16 oz., per case	4 45
Cases 24 pkgs., 10½ oz., case	....
Cases (bulk), 20 lbs., per case	....
Cases (bulk), 10 lbs., per case	....
Cases (bulk) 5 lbs., per case	....

Shelled Nuts Firm

Toronto.

NUTS.—Shelled walnuts and alm continue to hold a firm tone an though prices in primary markets not materially changed during the week, the higher cost of exchan adding an additional cost to the laid down. Spot stocks of shelled nuts are very low. Some small ments of halves and broken walnut rived during the week but the de is so keen that these were rapidly p up. Walnuts are decidedly stron 55 to 60 cents per pound. Pecans generally holding firm at $1.35 pound although in one quarter they offered at $1.15. Almonds are fir 42 to 47 cents per pound.

Almonds, Tarragonas, lb.	0 22	
Walnuts, Bordeaux, lb.	....	
Walnuts, Grenobles, lb.	0 23	
Do., Marbot	0 22	
Do., California	0 39	
Filberts, lb.	....	
Pecans, lb.	0 28	
Cocoanuts, Jamaica, sack	....	
Cocoanut, unsweetened, lb.	....	
Do., sweetened, lb.	....	
Do., shred	....	
Peanuts, Spanish, lb.	0 21	
Brazil nuts, large, lb.	0 32	
Mixed nuts, large, lb.	0 32	
Mixed nuts, bags 50 lbs.	....	
Shelled—		
Almonds, lb.	0 42	
Filberts, lb.	....	
Walnuts, Bordeaux, lb.	0 55	
Peanuts, Spanish, lb.	....	
Brazil nuts, lb.	....	
Pecans, lb.	....	

Package Cereals Steady

Toronto.

CEREALS.—There is no chang quotations on package cereals, star

The demand is steady for small

Eastern Rice Lower

o.
CE. — The primary rice markets a slightly firmer tone and it is dered that prices have now reached owest point. This applies to both rn and southern rices. Chinese on spot are reduced one to two per pound. Siam is also lower. Rose is quoted at 7 cents per d, a reduction of one-half cent. e reductions are due to the arrival cks bought at lower prices and does in any way reflect the real con- n of primary markets.

ras, broken, per lb.	0 07½	0 08
Rose, lb.	0 07	0 07½
per lb.	0 06	0 06½
, per lb.	0 07	0 07½
e, XX	....	....
Simiu	0 11	0 12
Mujin, No. 1	0 10	0 11
Paklin	0 09	0 10
goon	0 07	0 07½
te Sago	0 07½	0 08½
a, per lb.	0 07½	0 08½

Salt Prices Hold

o.
LT.—There are no changes in quo- ns on salt. The market is firm r a steady demand.

3½s, per bbl.	7 35	7 10
7s, per bbl.	7 00	6 75
bbl. 280 lbs., bulk	4 30	4 05
bags, 50 lbs.	0 93	0 88
bags, 50 lbs.	1 13	1 08
, bags, 50 lbs.	0 93	0 88
eam, bags, 200 lbs.	2 55	2 90
24 pkgs.	2 90	2 90

Syrups Unchanged

o.
RUPS.—There is an improved de- l noted for syrups. This demand e to the increased consumption as salers and retailers are buying only mmediate requirements. Quotations nchanged.

ugar Prices Firmly Held

to.
GAR.—There is a fair consumptive nd for sugar, with all refiners fairly taining prices with full equalized ht rate and differentials. The price g seems to have ceased, although g first hand sellers there appears e some irregularity in prices to lers.

awrence, extra granulated, cwt. ..	10 84
ic, extra granulated	10 84
Sugar Refinery, extra granulated	10 84
Sugar Refinery, extra granulated	10 84
a Sugar Refinery, granulated	10 84

erentials: Granulated, advance over basis; sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; s, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 75c.

erentials on yellow sugars: Under basis, 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c.

ea Market Holds Firm

to.
AS.—There is nothing new or of al interest developed in the tea et during the week. The market nues with a firm tone with a strong nd for the finer grades. Some local rters have advanced their better ls 3 cents per pound, but medium common grades are unchanged, al- h these, too, have an upward tend-

Vegetables Are Quiet

Toronto.

VEGETABLES. — There is little demand for domestic vegetables and the market is dull with prices easy. It is claimed by some dealers that potatoes can be bought at country points as low as 60 cents per bag loaded at the cars, but dealers' prices to the retailers range from 95 cents to $1.10 per bag. Imported vegetables are in fair demand at unchanged prices.

Cabbage, Can., per bbl.	....	1 25
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	1 00	1 25
Onions, 100-lb. sack	1 50	1 75
Do., Spanish, large crate	....	5 75
Potatoes, per bag	0 95	1 10
Sweet Potatoes, hampers	....	2 75
Mushrooms, 3-lb. basket	....	3 25
Cal. Head Lettuce, 4 doz. crate	....	5 00
Cauliflower, standard crate	....	6 50
Celery, Cal., crate	....	7 50
Do., Florida	....	4 50
Tomatoes, Florida, 6-bkt. crates	....	10 00
Peppers, per doz.	....	1 00
Parsley, per doz.	....	1 00

WINNIPEG MARKETS

WINNIPEG, March 2.—The markets in general grocery commodities show few price changes. Sugar is ruling steady. Corn syrups are lower. Cereals are easier with lower quotations on many lines. Mild coffees are firmer. Spices have shown a firmer tone. Shelled walnuts still maintain an upward tendency but lower prices are noted on brazils. There is very little change in the dried fruit situation and prunes are practically the only line that show any real activity.

Beans Are Easier

Winnipeg.

CEREALS.—The cereal market appears to have an easier tone. Oatmeal is now sold at $3.50 per bag. Whole green peas and yellow split peas have shown a decline. Beans are easier. Pot and pearl barley are quoted at $4.20 and $5.50 per bag. Cornmeal and buckwheat grits have also shown a decline.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square kts	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	3 80
Puffed Wheat, 3 doz. case, case	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case	....	3 75
Cream of Wheat, 3 doz. case, case	....	9 00
BULK CEREALS		
Rolled Oats, 80s, per bag	....	2 60
Do., 40s, per bag	....	1 33
Do., 20s, per bag	....	0 70
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran., or stand., bag	....	3 50
Wheat Granules, 98s, per bag	....	6 00
Do., 16-6s, per bale	....	6 75
Peas, whole, green, 100-lb. bag, per bush.	....	4 25
Do., split, yellow, 98s, per bag	....	7 90
Do., split, yellow, 49s, per bag	....	4 00
Beans, fancy, hand picked, 100 lb., bag, bushel	....	3 75
Do., Lima, 100-lb. bag, per lb.	....	0 14
Barley, Pot, 98s, per bag	....	4 20
Do., pearl, 98s, per bag	....	5 50
Cornmeal, 98s, per bag	....	3 00
Do., 24s, per bag	....	0 76
Do., 10-10s, per bale	....	3 65
Buckwheat grits, whole, 98-lb. bags, pe rbag	8 25	8 75

Mild Coffee Firm

Winnipeg.

COFFEE.—Mild coffee remains firm and good grades of Bogotas are reported scarce and commanding a premium. The recent uncertainty in the coffee market has had a tendency to influence merchants to buy their supplies from local roasters.

COFFEE—		
Rio, lb.	0 19	0 20
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 30	0 33
Santos, lb.	0 27	0 31

Canned Goods Firmer

Winnipeg.

CANNED GOODS.—There is practically no change in the market for canned goods this week. Prices are remaining firm, with a tendency towards an advance on quotations.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Oysters, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case	....	22 00
Do., ½s flat, 8 doz. in case	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case	....	16 25
Cohoe, 1s, tall, 4 doz. case	....	18 00
Do., ½s, flat, 8 doz. case	....	16 00
Pink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case	....	11 00
Humpback, 1s, tall, 4 doz. case	....	8 60
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case.	2 90	3 35
Blueberries, 2s, 2 doz. case	....	7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	6 75	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	....	5 00
Do., Lombard, light syrup, 2s, 2 doz. case	....	4 65
Do., heavy syrup, 2s, 2 doz. case	....	5 95
Raspberries, 2s, 2 doz. case	10 25	10 75
Strawberries, 2s, 2 doz. case	9 00	9 75
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 65
Peaches, 2½s, 2 doz. case	....	12 60
Do., sliced, 1s, 4 doz. case	....	14 50
Do., halved, 1s, 4 doz. case	....	14 50
Do., 2s, 2 doz. case	....	9 75
Pears, 1s, 4 doz. case	....	16 25
Pineapples, sliced, 2s, 2 doz. case	....	8 00
CANNED VEGETABLES		
Asparagus, Tips, 1s, tins, 4 doz. case, per doz.	....	4 75
Beans, Golden Wax, 1s, doz. cs.	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corn, 2s, 2 doz. case	3 50	4 00
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2-½s, 2 doz. case	....	7 00
Pumpkins, 2-½s, 2 doz. case	....	3 00
Sauer Kraut, 2-½s, 2 doz. case	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2-½s, 2 doz. case	4 00	4 60
Spinach, 2-½s, 2 doz. case	6 75	7 25

Prunes Moving Freely

Winnipeg.

DRIED FRUIT.—Prunes are the only particular line of dried fruit that is

showing any real activity. At the present time they are down to pre-war prices. These low prices, which are being offered by the wholesalers, have accounted greatly for the increased activity. The demand for other lines of dried fruit is only moderate.

Oranges Are Lower

Winnipeg.

FRUITS.—A good demand for oranges continues as a result of the low prices. California navel oranges are quoted at $4.50 to $6.00 per case. Bananas are quoted at 12 cents per pound. Lemons range from $6.00 to $6.50.

Flour Unchanged

Winnipeg.

FLOUR.—There has been no change in quotations on flour this week and business is reported very quiet. Flour in cotton is quoted at $10.85 per barrel; jute bags, $10.65 per barrel.

Better Demand for Jams

Winnipeg.

JAMS.—The situation in the West has been in a bad condition during the past two weeks. It is reported that two or three cars arrived in a condition not up to standard, which was partly responsible for the low prices being quoted. The situation at this date has somewhat leveled itself and a feeling of confidence in present prices is now noticeable.

JAMS—	
Strawberry, 4s, per tin	1 10
Black Currant, 4s, per tin	1 10
Raspberry, 4s, per tin	1 00
Apricot, 4s, per tin	1 09
Cherry, 4s, per tin	1 05
Peach, 4s, per tin	0 96
Compound (all flavors), 4s, tin	0 60

Shelled Walnuts Firm

Winnipeg.

NUTS.—Shelled walnuts maintain a firm upward tendency. Spot stocks are very low and shipments arriving are going into consumption very rapidly. There has been an advance of two cents per pound on shelled almonds during the week. This has been caused mainly by the recovery of exchange. Shelled brazils are reduced in price and lower prices are expected. Shelled pecans remain very firm. No. 1 shelled Spanish peanuts are somewhat easier and are now offered at a price lower than for several years.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, per lb.		0 12½
Pecans, per lb.		1 30
Walnuts, per lb.		0 45
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb		0 25

Siam Rice Lower

Winnipeg.

RICE.—Further reductions on Siam rice have been made by the local wholesalers this week. Other quotations are unchanged.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 07¾
Do., 50-lb. sacks, lb.	0 08
Siam, Elephant, 100-lb. bags	0 06
Do., 50-lb. bags.	0 06¼
Sago, sack lots, 130 to 150 lbs., per lb.	0 08¾
Do., in less quantities, lb.	0 09
Tapioca, pearl, per lb.	0 08¾

Spices Are Firmer

Winnipeg.

SPICES.—Spices are firmer in tone on account of the increased buying in the United States and the improved condition in foreign exchange. Olives are quoted for spring delivery, which will be about May 1, at considerable lower prices than at present ruling. Olives are considerably cheaper this year, but glassware is costing the packer 30 per cent. more than last year's prices, which will have a tendency to hold present prices in glass.

Allspice, Jamaica, best quality, lb.	0 2[illegible]
Cassia, Batavia, per lb.	0 38
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1, per lb.	0 53
Cinnamon, Ceylon, per lb.	0 85
Do., No. 10, carton, doz.	1 00
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 75
Ginger, washed, Jamaica, No. 1.	0 65
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 80
Nutmegs, extra large brown, 70 to lb., per lb.	0 70
Do., large brown, 85 to lb., lb	0 65
Do., med. brown, 110 to lb., lb.	0 55
Do., carton of six, per doz.	0 80
Pepper, black, Singapore ex., lb.	0 36
Do., white, per lb.	0 50
Pickling, ¼-lb. pkg., per doz.	1 00
Do., bulk, No. 1, per lb.	0 28
GROUND SPICE	
Allspice, bulk, per lb.	0 25
Do., No. 2, per lb.	0 25
Do., 2 oz. cartons	0 80
Do., 4 oz. cartons	1 20
Cassia, No. 1, bulk, per lb.	0 30
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	1 00
Do., No. 1, 4 oz. cartons	1 50
Cinnamon, bulk, per lb.	0 45
Do., 2 oz. cartons	1 15
Do., 4 oz. cartons	1 75
Cloves, bulk, per lb.	0 80
Do., 2 oz. cartons	1 70
Do., 4 oz. cartons	2 75

Starches Are Lower

Winnipeg

STARCH.—Laundry and culinary starches are reduced one-half cent per pound. Celluloid starch is down 20 cents per case and is now quoted at $4.45.

Cornstarch, 1-lb. pkgs., per lb.	0 09½
Do., No. 1 quality, 1-lb. pkgs.	0 11
Gloss, 1-lb. pkgs, per lb.	0 11¼
Celluloid, 1-lb. pkgs., per case.	4 45

Corn Syrup Lower

Winnipeg.

SYRUPS.—Declines are recorded this week on corn syrup. White corn syrup is quoted at $5.90 per case of two-pound tins. Yellow syrup also shows a reduction of 30 cents per case. Proportionate reductions are made on five and ten pound tins, both white and yellow.

CANE SYRUP—	
No. 2s	7 30
No. 5s	8 40
No. 10s	7 85
No. 20s	7 65
CORN SYRUP—	
Cases, 2-lb. tins, white, 2 doz. in case	5 90
Cases, 5-lb. tins, white, 1 doz. in case	6 60
Cases, 10-lb. tins, white, ½ doz. in case	6 35
Cases, 20-lb. tins, white, ¼ doz. in case	6 35
Cases, 2-lb. tins, yellow, 2 doz. in case	5 30
Cases, 5-lb. tins, yellow, 1 doz. in case	6 00
Cases, 10-lb. tins, yellow, ½ doz. in case	5 75
Cases, 20-lb. tins, yellow, ¼ doz. in case	5 75
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	2
Pure, 5s, per case of 1 doz.	2
Pure, 10s, per case of ½ doz.	2
TABLE SYRUP—	
Maple flavor, 2½s, tins, per case of 2 doz.	1
Do., 2s, tins, per case of 1 doz.	1
Do., 1s, tins, case of ½ doz.	1
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	
3-lb. tins, 2 doz. case	1
5-lb. tins, 1 doz. case	
10-lb. tins, ½ doz. case	
Molasses quotations subject to 5% discoun	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	
2s, 4 doz. in case	
2½s, 4 doz. in case	
5s, 4 doz. in case	
10s, 4 doz. in case	

Sugar Market Steady

Winnipeg.

SUGAR.—Sugar is unchanged quotations are firm at refiners' list pr

Extra granulated, bags, 100 lbs.	1
Do., gunnies, 5/20 lbs.	1
Do., gunnies, 10/10 lbs.	1
Do., cartons, 20/5 lbs.	1
Do., cartons, 50/2 lbs.	1
Yellow, No. 1 light, bags 100 lbs.	1
Do., golden, bags, 100 lbs.	1
Powdered Sugar, bbls.	1
Do., boxes, 50 lbs.	1
Do., boxes, 25 lbs.	1
Icing, barrels	1
Do., boxes, 50 lbs.	1
Do., boxes, 25 lbs.	1
LUMP SUGAR—	
Soft Lumps, boxes 100 lbs.	1
Do., boxes, 50 lbs.	1
Do., 25 lbs.	1
Do., cases, 20 cartons	1
Do., cases, 40 half cartons	1
Small Lumps, boxes 100 lbs.	1
Do., boxes, 50 lbs.	1
Do., boxes, 25 lbs.	1
Do., cartons, 50/2 lbs.	1
Hard Lump Sugar, barrels	1
Do., boxes, 100 lbs.	1
Do., boxes, 50 lbs.	1
Do., boxes, 25 lbs.	1

Tea Market Firm

Winnipeg.

TEA.—There is a strong demand teas, especially for the medium better grades. Reports from Col state that the market is very firm, the growers state that the pickings year will be very light and the high of prices is likely to continue.

INDIA AND CEYLON—	
Pekoe Souchongs, first quality	0 35
Do., second quality	0 32
Pekoes, first quality	0 40
Do., second quality	0 35
Broken Pekoe, first quality	0 42
Broken Orange Pekoe, 1st qual.	0 50
Japan	0 52
JAVAS—	
Pekoe Souchongs	0 30
Pekoe	0 32
Broken Pekoe	0 33
Broken Orange Pekoe	0 38

Vegetables Are Quiet

Winnipeg.

VEGETABLES.—There is very interest shown in the vegetable m and prices are steady. Florida tom are in fair demand and are quote $15.00 per case.

Potatoes, per bushel	
Carrots, per cwt.	
Turnips, per cwt.	
Parsnips, per cwt.	
Beets, per cwt.	
Cabbage, per cwt.	
Peppers, per basket	
Celery (Cal.), per case	
Head Lettuce (Cal.), per case	
Cauliflower (Cal.), per case	
Cucumbers, per case	
Tomatoes (Florida), per case	1

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 2.—Business ill keeps up fairly well and prices gen-rally are unchanged. Eggs are down $13.50 per case. There is plenty of o. 2 creamery butter offered at 48 nts per pound, but No. 1 city made utter in prints is holding up at un-hanged prices. Lard is down one cent r pound. Potatoes are reduced $2.00 r ton. Canned fruits are easier at wer prices.

ans, B.C.	....	5 75
lled oats, 80s	....	2 50
ce, Siam	....	6 00
pan, No. 1	....	7 17
pioca	....	7 50
go	....	7 50
gar, pure cane, gran., cwt.	....	12 77
eese, No. 1, Ont., large	0 30	0 31
berta cheese, twins	....	0 30
Do., large	....	0 29
tter, creamery, lb.	....	0 58
Do., dairy, lb.	0 35	0 40
rd, pure, 3s	....	15 90
gs, new laid, local, case	....	13 50
rn, 2s, case	3 85	4 40
as, 2s, standard, case	....	4 25
w early June peas, case	....	4 50
rawberries, 2s, Ont., case	10 00	10 30
spberries, 2s, Ont., case	10 60	11 70
oseberries, 2s	....	11 30
erries, 2s, red, pitted	9 00	9 50
ples, evaporated, 50s	0 14	0 16
Do., 25s, lb.	0 15½	0 17½
aches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
unes, 90-100s	0 08	0 10
Do., 70-80s	0 11½	0 13
tatoes, local, ton	33 00	35 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., March 2.—Several anges in prices of minor importance e noted in the markets. Business on e whole is fairly active. Eggs, which ve been advancing for the past two eeks, dropped to 50 cents per dozen. re lard is down two cents, now quoted 22 cents per pound, and compound is w 17 cents per pound, a decline of one nt. American clear pork is down .00, bringing the price to $40.00. vaporated apples are easier, now oted at 14½ cents per pound. Mo-sses is down five cents per gallon, now lling at 75 cents. Oranges are in good mand at prices ranging from $6.00 to .50 per case.

our, No. 1 patents, bbl.	....	13 75
rnmeal, bags	....	3 25
lled oats, per bag	....	4 25
Rice, Siam, per 100 lbs.	8 50	11 50
Tapioca, 100 lbs.	....	13 00
Sugar, standard, granulated	....	10 60
Do., No. 1, yellow	....	10 00
Molasses, gal.	....	0 75
Cheese, Ont., twins	....	0 32
Eggs, fresh, doz.	....	0 50
Lard, compound	....	0 17
Do., pure, lb.	....	0 22
American clear pork, per bbl.	....	40 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 38
Do., aver. 12-18 lbs.	....	0 38
Do., aver. 18-25 lbs.	....	0 37
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 56
Do., dairy	....	0 45
Raapberies, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 80
Corn, 2s, standard, doz.	....	1 92
Peas, standard, doz.	....	1 97
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 14½
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	1 75
Beans, white	....	2 65
Do., yellow eye	....	7 50
Bananas, lb.	0 10½	0 11½
Lemons, Cal.	....	6 50
Oranges, all sizes	6 00	7 50
Grapefruit, Florida, case	....	8 00
Do., Jamaica	....	5 00
Apples—		
Baldwins	3 50	7 00
Spys, No. 1	....	8 00
Do., No. 3	....	4 00
Oats, per bush.	....	0 92

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 2.—There is a continued downward trend to many lines, but business generally is fairly good. Granulated cornmeal declined to $3.90 to $4.00. Rolled oats dropped 50 cents per barrel. Molasses is easier at 68 cents per gallon. Fresh eggs are down five cents, bringing the price to 50 and 55 cents per dozen. American clear pork dropped $2.00. Potatoes are easier at $2.25 to $2.75. Lemons declined 50 cents per case. Grapefruit is also 50 cents lower. Bananas are firm at 12 to 13 cents per pound.

Flour, No. 1 patents, bbls. Man.	....	12 95
Cornmeal, gran., bags	3 90	4 00
Do., ordinary	....	2 75
Rolled oats	....	9 00
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	12 00	14 00
Molasses	....	0 68
Sugar—		
Standard, granulated	....	10 60
No. 1, yellow	....	10 10
Cheese, N.B.	0 30	0 31
Eggs, fresh, doz.	0 50	0 55
Lard, pure, lb.	0 21	0 21½
Do., compound	0 16½	0 17
American clear pork	42 00	45 00
Tomatoes, 2½s, standard case	....	4 40
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	....	0 65
Do., dairy	0 50	0 53
Do., tub	0 48	0 53
Potatoes, per bbl.	2 25	2 75
Corn, 2s, standard, case	....	3 85
Peas, standard, case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	6 00	6 50
Oranges, Florida	6 50	7 50
Do., California	5 00	7 00
Bananas, lb.	0 12	0 13
Grapefruit, case	6 00	7 00

COMPUTE MARGINS ON SALES

Continued from page 29

you have looked it over and studied it for a considerable time is that every constituent of the burden is difficult to arrive at; it can only be arrived at accurately by taking its proportion of sale-value; and thus to take the proportion of the sale-value is the simplest and safest method.

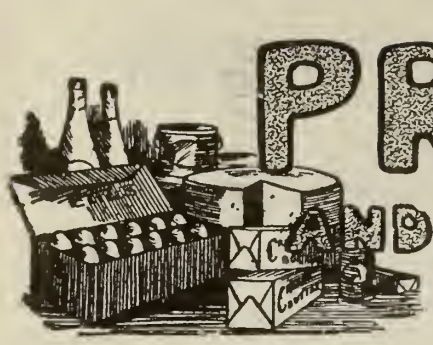
Probably you know that newspapers overstate the profits of merchants, and maybe you are one of those who resent the injustice thereof. Newspapers do so overstate primarily because: They call the total spread between cost and sale profit—not margin. They figure everything on cost. And you will acknowledge that 56 per cent. plus looks rather liberal as profit. Maybe it will look more conservative and fairer on the basis of 36 per cent. margin!

Perhaps the greatest secondary reason for figuring on sales is that thus you are more likely to sense the vast importance of getting enough on the finer and higher-grade goods and luxuries, to offset safely the necessarily meagre margin there can be earned on low-end merchandise. Then if you figure them all on the basis of the proportion of expense, loading and profit to the total that you get for your goods, not on your cost, you will have all figures based on the same premises.

The Greatest Single Cause of Failure

As you practise this thing, study it, reflect on it, gradually it will come home to you in forceful ways how and why this dual method of looking at figures and our loose way of expressing ourselves is the greatest single cause of our failure to make money in the grocery business.

Try to get the idea that in figuring on sales all calculations are based on portions of 100—what you get being always 100 per cent., and the only 100 per cent. in business. Thus figures are limited and simplified. Finally take this to heart as a clincher: All the big, successful merchants in the country in all lines, including the jobbers and manufacturers who sell your goods to you, figure their margins on sales. Will that



PRODUCE AND PROVISIONS

Two Factors that Help Fish Sales

"Many a Woman Buys Fish Because She Is Impressed With the Tempting Way in Which It Is Displayed," Says Harry Naylor, Manager of the Fish Department of Stanford's Meat Market, Montreal

By Staff Correspondent, Canadian Grocer

MONTREAL, Feb. 2.—Two special features are strikingly noticeable in the fish department of Stanford's Meat Market, 128 Mansfield Street, this city. These are two factors which the manager, Harry Naylor, believes to be of paramount importance in the sale of fish. First an attractive display, and secondly every evidence of quality. Both of these things Mr. Naylor claims to be absolutely essential in promoting the sale of fish.

The fish department, which is at the rear of the store, has the same rich appearance that characterizes this establishment. The displays of fish of all kinds are made on white enamelled trays placed in glass-fronted refrigerating counters. Behind these counters are other refrigerators and ice boxes where fish are kept for the replenishment of the stock in the counters.

A Well Lighted Store

This store is well lighted, a factor which in many cases lends an atmosphere of cleanliness, besides making the place inviting. People are always attracted by bright lights. At the same time the lighting system is so arranged that there is no glare to bother the eyes. In the center of the store the lighting is done by the indirect system, but behind the counters there are many drop lights, which are not noticeable from in front of the counters. A well lighted store not only makes the place attractive but lends a tone of quality which is an exceedingly valuable asset especially in the fish business. The effect is that a customer in that store cannot imagine any fish but of the finest quality being sold there. gives confidence.

The Parcel Carrier

The electric lights behind the count are screened from the view of the c tomers by overhead parcel carriers t hang down about two feet from the c ing and run along three sides of store. From the center of the store th carriers simply appear as a polished panel, hung from the ceiling which o adds to the attractiveness of the st When a customer makes a purchase asks that it be delivered, the clerk s ply wraps it up and places it on the tr elling belt above his head and it is ried out to the back store where it placed in the proper section for the c venience of the driver. In that way parcels are ready for delivery as soo

An attractive display of fish in Stanford's Meat Market, Montreal, where effective displays, combined with high-grade quality, mean big sales.

ney are purchased and the distribution so systematized that there is nothing delay the deliveries.

What Display Does

The manager of the fish department in his store claims that perhaps the most important factor in the sale of fish is the ay in which it is displayed. "This is very oticeable sometimes," he remarked to a anadian Grocer representative, "when customer comes in with the intention f buying some meat and is so attracted y the display of fish that he or she hanges her mind and a fish sale is made. When the fish is cleaned and made ready or the pan or the oven and so displayed, people are ready then to buy it but to many the preparation of a fish dinner seems to entail an endless amount of work. The dealer can convince his customers that this is not so if he takes the trouble to make attractive his display of fish.

Quality Makes Steady Sales

"These attractive displays must be backed up by quality. When a customer once gets a poor piece of fish it is not only likely that she does not buy from that dealer again but in many cases she will refrain from using fish for some time, so that not only has the careless merchant lost the business but he has made it at least difficult for another merchant to procure the business. In fish quality counts for more than in perhaps any other line."

Montreal Butchers' Strike Will Not Affect Supply

Although Nearly Five Hundred Butchers Are Out it is Not Considered Serious—No Relief Yet in Sight. Employees Ask for Increase and a Reduction of Hours

MONTREAL, March 2.—(Special).—A strike affecting about five hundred butchers commenced on Monday in Montreal, and at the time of going to press continues, slightly augmented in numbers and with no immediate prospect of settlement. The employers claim the cause of the difference is that the men are asking for an increase of 10 cents an hour, with a reduction in hours. The men, on the other hand, assert that their employers seek to reduce their wages and increase their working time. The firms principally affected are Wm. Davies Co., Ltd.; the Canadian Packing Co., Ltd., and the Montreal Abattoirs, Ltd.

Will Not Affect Supply

Arthur Walker, of Canadian Packing Co., Ltd., informed Canadian Grocer representative that only about half of the two hundred and fifty employed by his company are out on strike. At the present time they are able to go on with their killing, although the output will be smaller. They expect to be able to meet all the demands of the trade. Mr. Walker said that at present there is no settlement in sight, but he expresses the opinion that the strike will not last for any length of time. "A demand has been made for an increase of 10c an hour in wages and a reduction in time from 48 hours to 44 hours per week, and the company cannot see its way clear to accept these terms," said Mr. Walker.

The management of Wm. Davies, Ltd., of Montreal, state that the strike is not affecting them as seriously as the daily newspapers intimate. In fact, one of the managers stated that the firm was not worrying in the least about the strike and that their output would not be affected seriously. They also confirmed the report that so far there is no relief to the situation in sight. The men met last Sunday and after discussing the situation decided to strike, which they did on Monday. The point of contention is the suggested decrease in wages by the employers against the demand of the butchers for an increase in wages.

Montreal Abattoir, Ltd., claim that their plant is not affected to the same extent as some of the others, since they have lost only about thirty or forty men out of a total of two hundred and these had not left because they were themselves dissatisfied, but because they did not care to work when their comrades were out. This company understood that demands had been made to other companies, but none had been made to them and their men were contented.

Strike May Not Last Long

The general opinion among the packers seems to be that the strike will not last long, since it is not a unanimous move on the part of the butchers. The packing companies seem to be in a position at the present time to almost disregard the stand taken by the men. The grocery and butcher trade are given the assurance that the effect of the strike will not be felt in the supplies at their disposal.

How the Sardine Is Made Boneless

By Richard Sansonnet

THE title "Boneless" applied to sardines aroused my curiosity to the highest pitch. How could there be sardines without bones? I didn't believe in the preternatural, but still I wished to get to the bottom of the mystery.

Ah, well! it turned out to be due simply to a special process of manufacture, or rather, I should say, a multitude of complicated processes, each differing from one another, for each manufacturer has his own process patented.

However, it is a very simple matter after all: You have only to draw out the fish-bone of the sardine without spoiling the sardine!

Two Methods

But how is this done?

Well, there are two methods before us. In the first case, the moment is chosen, when the sardine, its head having been taken off, has been left to be well dried in the sun. Then the bone is gently broken by bending the end of the tail, and is then drawn out of the other end by a pair of pincers. That is how the trick is done! The elasticity of the flesh keeps the tail in position and the fish does not appear to have undergone any operation; in the box the sardine appears intact!

But this process, which is in general use everywhere, offers one great inconvenience; for, as a matter of fact, in extracting the bone from the raw sardine, there are also drawn out at the same time some strips of the torn flesh inside, which is an undoubted injury to the quality of the sardine.

Certain manufacturers, of a most inventive genius, have devised a form of tweezers to cut out this backbone, which is so easily broken. They have also taken the trouble to secure a patent for the purpose of putting their manufacture more in the public eye.

This makes you smile, doesn't it? But it takes no more than this sometimes to make a fortune!

Another process is as follows: The fish is first cooked, and then boned after having been slightly congealed on leaving the cooking pan. The fishbone is broken at the tail and then is drawn out very easily by the help of little flat pincers, without dragging with it the slightest piece of flesh. You needn't be a great scientist to explain how the bone of a cooked sardine comes out more easily than that of a raw one.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 2.—The feature of the produce market this week is the firmer market for eggs. The supply of strictly fresh eggs is not as large as it has been and slightly higher prices are being asked in the country. The hog market shows a further weakness this week and prices quoted are lower. Dressed hogs are also a little lower. The butter market is firmer with an increased demand for supplies, but prices remain unchanged. The supply of cheese on hand in Montreal is not large but there is a good demand for export. The market for smoked meats remains unchanged. The condition of the lard market continues unsettled with lower prices quoted this week. The supply of fresh killed poultry is limited and storage supplies are called on to meet the demand.

Barrel Meats Unchanged

Montreal.

BARRELLED MEATS.—There is no change this week in the quotations on barrelled meats.

BARRELLED MEATS

Barrel Pork—		
Canadian shot cut (bbl.), 30-40 pieces	24 00	45 00
Clear fat backs (bbl.), 40-50 pieces	....	39 00
Heavy mess pork (bbl.)	....	37 50
Plate beef	....	30 00

Butter Market Firmer

Montreal.

BUTTER.—A firmer feeling prevails in the butter market on account of the increased demand for supplies for both local consumption and shipment to outside points. On the whole a fairly active trade is being done and prices hold firm, from 53 to 56 cents per pound for the finest creamery. Lower grades are selling from 50 to 51 cents.

BUTTER—		
Creamery prints, qual., new..	0 53	0 56
Do., solids, quality, new.....	0 51	0 55
Dairy, in tubs, choice	0 49	0 51
Do., prints	....	0 50

Small Offerings of Cheese

Montreal.

CHEESE.—Prices on cheese are being firmly maintained with a good demand and small offerings. The demand for export has almost cleaned out storage supplies and there is little replenishment at the present time.

CHEESE—		
New, large, per lb.	0 29	0 29½
Twins, per lb.	0 29	0 29½
Triplets, per lb.	0 29	0 29½
Stilton, per lb.	....	0 40
Fancy, old cheese, per lb.....	0 35	0 37
Quebec	0 30	0 32

Cooked Meats Unchanged

Montreal.

COOKED MEATS. — There is no change in the quotations on cooked meats, under small demand for this line at this season.

Jellied pork tongues	....	0 40
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 33
Hams, cooked	0 61	0 68
Pork ples (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 63
Do., 6-lb. tins, per lb.	....	0 16
Do., 25-lb. pails, per lb.	....	0 15

Higher Prices for Eggs

Montreal.

EGGS.—There is a much stronger feeling in the egg market this week. This is attributed to the falling-off in the production as compared with the rather large supply that has been coming to hand in recent weeks. Higher prices are demanded at country points. The market throughout last week was active and a good amount of business was done. In wholesale business there has been an advance of two cents per dozen on eggs, but retail prices vary considerably and some quotations go as high as 75 and 80 cents per dozen for strictly fresh eggs. In most cases the retail price depends upon the source from which the grocer gets his supply.

EGGS—		
Strictly fresh	0 48	0 50
Storage eggs	0 35	0 36

Tom Cod Quoted Lower

Montreal.

FRESH FISH.—There is no change in the fish market this week. The demand has been very good, but shows some signs of slackening off. Prices are steady on all lines except tom cod, which is slightly reduced in price in quotations on barrel lots.

FROZEN FISH

Halibut, large and chicken	0 16	0 17
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 7½	0 8½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11
Doree	0 12	0 13
Whitefish	0 16	0 17
Smelts	0 15	0 20
Grass Pike	0 10	0 11
Round Pike	0 08	0 09

SALTED FISH

Codfish, large, bbls., 200 lbs.	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20

SMOKED

Chicken Haddies, 15-lb. box	....	0 07
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box	....	0 17
Boneless Herring, per box	....	1 60
Smoked Herrings	....	0 21
Kippers, new, per box	....	2 75
Bloaters, new, per box	....	2 50
Smoked Salmon	....	0 35

BULK OYSTERS

Standard, No. 1	....	3 25
Do., No. 3, can	....	9 50
Selects, No. 1, can	....	3 75
Selects, No. 3, can	....	11 00
Jars, 1 doz. box	....	6 50
Do., 2 doz. box	....	12 50

Lower Prices on Lard

Montreal.

LARD.—The condition of the lard market continues unsettled and prices are irregular on account of the liberal offerings and the somewhat limited demand. Prices quoted this week are 1½ cents lower than those of last week. 20-lb. pails are now quoted at from 20 to 21 cents per pound.

LARD—		
Tierces, 360 lbs.	0 19	0 20
Tubs, 60 lbs.	0 19½	0 20½
Pails, 20 lbs.	0 20	0 21
Bricks	0 23	0 24

Hogs Reach Lower Levels

Montreal.

FRESH MEATS.—The hog market fluctuated through last week and opened early this week at a basis of $15 per hundred, weighed off cars. This is a reduction of half a cent a pound on prices quoted a week ago. Dressed hogs are selling at from 22½ to 23 cents per pound, which is a slight reduction on previous quotations. There is no change in the beef market; prices are being maintained.

FRESH MEATS

Hogs, live (selected off cars)	....	15 00
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 22½	0 23
Fresh Pork—		
Legs of pork (foot on)	....	0 30½
Loins (trimmed)	....	0 33
Bone trimmings	....	....
Trimmed shoulders	0 24	0 26
Untrimmed	....	0 24
Pork sausage (pure)	....	0 25

(Cows)			(Steers)	
$0 16	$0 23	..Hind quarters..	$0 18	$0 25
0 09	0 13	..Front quarters..	0 11	0 15

Fresh Beef—				
0 33	0 38	..... Loins	0 40	0 44
....	0 20	..... Hips	0 18	0 23
0 15	0 23	..... Ribs	0 16	0 26
0 09	0 11	.... Chucks	0 10	0 14

Farmer sausage	....	0 20
Spring lamb, carcass	0 24	0 30
Fresh sheep, carcass	0 16	0 18
Calves (as to grade)	0 15	0 24

Smoked Meat Prices Hold

Montreal.

SMOKED MEATS.—Considering the Lenten season a fair amount of business continues to be done in most lines of smoked meats. There is a steady demand for small lots to meet actual wants and as the supply on hand is not large prices are being maintained.

BACON—		
Breakfast, best	0 38	0 43
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 36
Picnic Hams	....	0 32
Wiltshire	0 42	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 35
Do., 14-20	....	0 35
Do., 20-25	....	0 33
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

Good Demand for Poultry

Montreal.

POULTRY.—There are no changes in the prices quoted on poultry this week.

There is a good demand for poultry and the supply of fresh killed is limited. Most of the demand is being met by storage supplies.

POULTRY—		
Turkeys, per lb.	0 54	0 60
Chickens	0 40	0 42
Fowl	0 30	0 35
Ducks	0 33	0 40
Geese	0 30	0 34

ONTARIO MARKETS

TORONTO, March 2.—Live hogs continue with a downward trend and prices are further reduced. Beef cattle, calves and lambs have developed a firmer tone with values slightly advanced. The consumption of eggs has increased to such proportions that the supply is hardly meeting the demand, this condition has resulted in a firmer market with prices higher. Poultry is firmer under a good demand and light receipts. Butter and cheese are ruling firm at unchanged quotations. Smoked hams and bacon are easy with quotations slightly lower. Salt and barrel meats show a decline in prices. Lard and shortening are easy and lower. Boiled hams also show a slight reduction.

Butter Steady to Firm

Toronto.

BUTTER.—The butter market continues to rule steady to firm. The best quality Canadian butter is generally holding at 58 cents per pound, although some of the fresh-made brands are quoted as high as 60 to 62 cents per pound. These last quotations, however, are not general, and as the quantity is limited they have little bearing on market. Some further shipments of Danish and Argentine butter have arrived, the quality being about the same as a No. 2 grade, and are quoted from 50 to 54 cents.

BUTTER—		
Creamery prints	0 50	0 58
Dairy prints	....	0 45

Cheese Holds Frim

Toronto.

CHEESE.—The cheese market maintains its firm tone, but recently supplies have improved in moderate quantities. One dealer stated that he has a larger quantity than is required for his own trade and is offering it at 29½ cents per pound. The general quotation, however, is 31 cents to the retail trade. Stilton cheese is quoted at 35 cents.

CHEESE—		
Large, per lb.	0 29½	0 31
Stilton	....	0 35

Twins, 1c higher than large cheese. Thiplets, 1½c higher than large cheese.

Egg Market Firmer

Toronto.

EGGS.—The egg market has shown considerable strength since our last report. The demand at present is far greater than the supply and some days dealers have difficulty in procuring sufficient to fill their orders. In some quarters the opinion is expressed that the production has somewhat fallen off, but it is generally conceded that the reason for the shortage is due to the increase in the consumption since prices dropped from the high levels. American fresh eggs are being brought in to relieve the situation. These American eggs are of good quality, and can be laid down at around three cents per dozen less than the prices paid by dealers at country points. Quotations are advanced three cents per dozen, bringing the price to the retail trade 50 cents per dozen.

EGGS—		
New laid	....	0 50
New laid in cartons	....	0 52

Prices shown are subject to daily fluctuations of the market.

Boiled Hams Down One Cent

Toronto.

COOKED MEATS.—Boiled hams are slightly reduced in price under a fair demand for this season of the year. Ordinary trimmed hams are quoted at 53 cents to 55 cents per pound and the square trim at 57 cents. These quotations are one cent less than last week. Headcheese is also lower, now quoted at 13 cents per pound. Other lines are unchanged.

Boiled hams, lb.	0 53	0 57
Boiled shoulders	0 45	0 48
Head cheese, 6s, lb.	....	0 13
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 56
Bologna	0 17	0 20

Above prices subject to daily fluctuations of the market.

Fresh Pork Cuts Lower

Toronto.

FRESH MEATS.—The uncertain condition that has marked the hog market for some time was again in evidence during the week. Prices were reduced to $13.75 on the fed and watered basis and packers are bidding 50c under this price for the balance of the week. Cattle are steady to firm, with values on good quality advanced 25 cents per hundred. Calves and lamb are firm, with prices slightly higher. Pork cuts are down one to two cents per pound.

Hogs—		
Dressed, 70-100 lbs., per cwt.	19 00	21 00
Live, off cars, per cwt.	....	14 00
Live, fed and watered, per cwt.	....	13 75
Live, f.o.b., per cwt.	....	12 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 28½
Loins of pork, lb.	....	0 35
Fresh hams, lb.	....	0 30
Tenderloins, lb.	....	0 57
Spare ribs, lb.	....	0 20
Picnics, lb.	....	0 18
New York shoulders, lb.	....	0 22
Montreal shoulders, lb.	....	0 22
Boston butts, lb.	....	0 26
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 22
Front quarters, lb.	0 10	0 13
Ribs, lb.	0 18	0 24
Chucks, lb.	0 11	0 14
Loins, whole, lb.	0 25	0 30
Hips, lb.	0 16	0 18

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 22	0 25
Spring lamb, lb.	0 24	0 26
Sheep, whole, lb.	0 10	0 16

Above prices subject to daily fluctuations of the market.

Margarine Quiet

Toronto.

MARGARINE.—There is no change in quotations on margarine. The market is quiet under a fair demand.

MARGARINE—		
1-lb. prints, No. 1	....	0 30
Nut Margarine	0 28	0 30

Fish Prices Maintained

Toronto.

FISH.—The fish business is fairly active, but some dealers report that the uncertain and mild weather is curtailing business to some extent. Outside merchants are not ordering as freely as they would if the weather was colder, and naturally the consumption is not as great as it would be under better weather conditions. Taking the business on the whole, however, it is comparing very favorably with last year. Quotations are steady to firm and are unchanged as follows:

FRESH SEA FISH		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 14	0 15
Do., medium	0 21	0 23
Fresh Whitefish	0 13	0 14
Fresh Herring	0 08	0 09
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 09	0 10
Oysters—		
No. 1 tins	....	4 20
No. 3 tins	....	12 80
No. 5 tins	....	20 00
Glass jars, doz.	....	6 50
Shell Oysters—		
600 count, per bbl.	....	20 00
800 count, per bbl.	....	18 00
FROZEN FISH		
Halibut, medium	0 21	0 23
Do., Qualla	0 10	0 11
Flounders	0 10	0 11
Pike, round	0 07	0 08
Do., headless and dressed	....	0 08
Salmon, Cohoe	0 20	0 21
Do., Red Spring	....	0 26
Sea Herring	0 07½	0 08
Brill	0 10	0 11
Smelts—		
Extras, per lb.	....	0 25
No. 1, per lb.	....	0 17
No. 2, per lb.	....	0 11
SMOKED FISH		
Haddies, lb.	0 11	0 12
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	....	2 25
Boneless Digbys, box	....	1 50
Bundles, Digby	....	1 20
Ciscoes, lbs.	....	0 22
PICKLED FISH		
Salmon Snacks, lb.	....	0 24
Labrador Herrings, kegs, 100 lbs.	....	6 25
Do., bbls., 200 lbs.	....	11 75
Do., pails, 20 lbs.	....	2 00
Salt Mackerel, 20-lb. kit	....	3 00
Holland Herrings, Milchers	....	1 30
Do., mixed	....	1 20

Lard Prices Drop

Toronto.

LARD.—The lard market continues with a downward trend. One pound prints are quoted at 22 cents, a reduction of one cent. On the tierce basis there is a range of prices from 18½ cents to 20 cents per pound.

LARD—		
1-lb. prints	....	0 22
Tierces, 400 lbs.	0 18½	0 20

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Some Bacon Prices Lower

Toronto.

PROVISIONS.—The market for smoked and cured meats is feeling the influence of the downward trend of the hog market and further reductions are manifest on some lines. Smoked hams, averaging up to 18 pounds, are quoted at 36½ cents per pound, which is a reduction of one-half cent. Prices on the heavier hams are irregular and change from day to day according to the quantity on hand by the different packers. Ordinary breakfast bacon is quoted at 40 cents to 45 cents per pound, and the special trimmed at 55 cents. Wiltshire smoked sides are down one to one and one-half cents per pound. Dry salt meats are reduced two cents per pound, and barrel meats are down $3.00 to $4.00 per barrel.

Hams—		
Small, 6 to 12 lbs.	....	0 36½
Medium, 12 to 20 lbs.	....	0 36½
Large, 20 to 35 lbs. each, lb.	0 32½	0 35
Heavy, 35 lbs. and upwards	....	0 26½
Backs—		
Boneless, per lb.	0 51	0 55
Rolled, per lb.	....	0 63
Bacon—		
Breakfast, ordinary, per lb.	0 38	0 47
Breakfast, special trim	....	0 55
Roll, per lb.	....	0 32½
Wiltshire (smoked sides), lb.	....	0 34
Do., three-quarter cut	....	0 38
Do., middle	....	0 41
Dry Salt Meats—		
Long clear bacon, av., 50-70 lbs.	....	0 24
Do., av. 80-90 lbs.	....	0 20½
Clear bellies, 15-30 lbs.	0 24½	0 25½
Fat backs, 10-12 lbs.	0 19½	0 21½
Out of pickle prices range about 2c per pound below corresponding cuts above.		
Barrel Pork—		
Mess Pork, 200 lbs.	....	27 00
Short cut backs, 200 lbs.	....	42 00
Pickled rolls, bbl., 200 lbs.:—		
Lightweight	....	52 00
Heavy	....	49 00
Above prices subject to daily fluctuations of the market.		

Poultry Prices Firm

Toronto.

POULTRY.—Receipts of poultry continue to arrive in small quantities and prices are slightly firmer. There is a good demand, supplied mostly from storage stocks, which is selling at practically the same prices as fresh.

	Live	Dressed
Turkeys	....-$0 50	....-$0 58
Roosters	....- 0 23	....- 0 28
Fowl, over 5 lbs.	....- 0 32	....- 0 32
Fowl, 4 to 5 lbs.	....- 0 30	....- 0 30
Fowl, under 4 lbs.	....- 0 22	....- 0 25
Ducklings	....- 0 35	....- 0 35
Guinea hens, pair	....- 1 25	....- 1 50
Spring chickens, live.	0 25- 0 30	0 30- 0 35
Geese	....- 0 22	....- 0 30

Prices quoted to retail trade:	Dressed	
Turkeys	0 60	0 63
Geese	0 35	0 40
Hens, heavy	....	0 35
Do., light	0 30	0 33
Chickens, spring	0 35	0 43
Ducklings	0 45	0 45

Shortening Market Easy

Toronto.

SHORTENING.—The general price on shortening in one-pound bricks is 16 cents and on the tierce basis 13½ cents per pound. The market is easy and prices on the tierce basis are down one-half cent.

SHORTENING—		
1-lb. prints	....	0 16
Tierces, 400 lbs.	....	0 13½
In 60-lb. tubs, ½ cent higher than tierces, and in 20-lb. pails, ¾ cent. higher than tierces.		

WINNIPEG MARKETS

WINNIPEG, March 2.—There are few price changes in the provision and produce markets this week. Hogs are fairly steady. Smoked ham and bacon are fairly steady under a good demand. Cooked meats show no change. The demand for fish has shown an improvement and eggs are lower.

Cooked Meats Steady

Winnipeg.

COOKED MEATS.—Cooked meats are holding steady under a seasonable demand.

HAMS—		
Best quality, skinned, 8-13 lbs.	....	0 55
Do., 13-16 lbs.	....	0 53
Roast Ham, lb.	....	0 59
Roast Shoulders, lb.	....	0 48
Head Cheese, 1-lb. tins	....	0 17
Jellied Ox Tongues, lb.	....	0 60
Pork Tongues, lb.	....	0 56½
Luncheon Cooked Meats, lb.	....	0 27

Butter Market Firm

Winnipeg.

BUTTER.—The steady feeling in the butter market continues to prevail and prices show no change.

BUTTER—		
Creamery, best table grade	....	0 60
Dairy, best table grade	0 34	0 36
Margarine	0 28	0 34

Cheese Market Firm

Winnipeg.

CHEESE.—The cheese market continues with a firm undertone. Quotations to the retail trade are firm at the prices quoted.

CHEESE—		
Ont., large, lb.	....	0 30
Ont., Twins, lb.	....	0 30¼
Ont., Triplets, lb.	....	0 30¾
Man. cheese, large, lb.	....	0 27

Egg Prices Lower

Winnipeg.

EGGS.—Prices on eggs declined during the week, but it is now thought that prices have reached a steadier basis. New laid American eggs are quoted at 51 cents per dozen.

Big Demand for Fish

Winnipeg.

FISH.—Local fish dealers report a brisk demand for fish. Prices are holding firm.

Black Cod, lb.	....	0 13
Brills, lb.	....	0 09
Herring, Lake Superior, 100 lbs.	....	....
sacks, new stock	....	4 50
Halibut, chicken, cases 300 lbs.	....	0 14½
Do., broken cases	....	0 16½
Jackfish, dressed	....	0 08
Pickerel, case lots	....	10 50
Salmon—		
Cohoe, in full boxes, 300 lbs.	....	0 21
Do., in broken cases	....	0 22
Red Spring, in full boxes	....	0 24
Do., broken cases	....	0 25
Soles	....	0 09
Baby Whites or Tulibees	....	0 09
Whitefish, dressed, case lots	....	0 13½
Do., broken cases	....	0 14
SMOKED FISH		
Bloaters, Eastern National, case	....	4 00
Do., Western, 20-lb. boxes, box	....	2 10
Haddies, 30-lb. cases, lb.	....	0 14
Do., in 15-lb. cases, lb.	....	0 15
Kippers, East. Nat., 20 count, per count	....	3 25
Do., Western, 20-lb. boxes, box	....	2 25
Fillets, 15-lb. boxes, lb.	....	0 19
SALT FISH	...	... ...
Steak Cod, 2s, Seely's, lb.	....	....
Acadia Strip Cod, 30-lb. boxes, lb.	....	....
Acadia Cod, 12-2s, wood boxes, lb.	....	....
Do., 20-1s, tablets, lb.	....	....
Holland Herring, Milkers, 9-lb.		
Do., pails, per pail	....	1 35
Do., mixed, 9-lb. pails, per pail	....	1 25
Labrador herrings, 100-lb. bbls., per bbl.	....	....

Lard and Shortening Steady

Winnipeg.

LARD—Lard and shortening are steady this week, following the declines of last week.

Pure Lard, No. 1 quality, per lb.	....	0 24
(in tierces of 400 pounds.)		
Do., wooden pails, 20-lb. pails	....	5 30
Shortening (wooden pails, 20-lb. pails, per pail	....	3 60
Shortening, tierces of 400 lbs., per lb.	....	0 15¾

Hogs Are Steady

Winnipeg.

FRESH MEATS.—Trading at the Union Stock Yards was very quiet during the week. The steer market appears to be steady and slightly higher in spots. Choice steers are quoted at $8.75, while the bulk range from $7.25 to $8.25. Heifers are $6.00 to $7.25 for the good kind. Live selected hogs are selling at $13.50. Lambs averaging 100 pounds each were sold at $13.50, and extra choice sheep averaging 170 pounds were quoted at $8.00. Choice mutton has shown a slight decline. Other lines show no change.

Selected, live, cwt.	....	13 50
Heavies	....	11 00
Light	12 75	13 00
Sows	....	7 00
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 25	0 33
Spare ribs	....	0 21
Loins of pork, lb.	0 28	0 30
Fresh hams, lb.	0 27	0 35
Picnics, lb.	....	0 22½
Shoulders	0 20	0 33
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 14	0 18
Front quarters, lb.	0 09	0 11
Whole carcass, good grade, lb.	0 11	0 15
Mutton—		
Choice, lb.	....	0 17
Choice long hinds (leg and loin)	....	0 26
Choice Stews	....	0 12½
Lambs—		
Choice, 30-45 lbs.	....	0 24
Veal—		
Good veal, 40 to 80 lbs., hind quarters	....	0 22
Carcass	....	0 16

Ham and Bacon Unchanged

Winnipeg.

PROVISIONS.—Stocks of bacon are rather light under an active demand. Quotations remain unchanged.

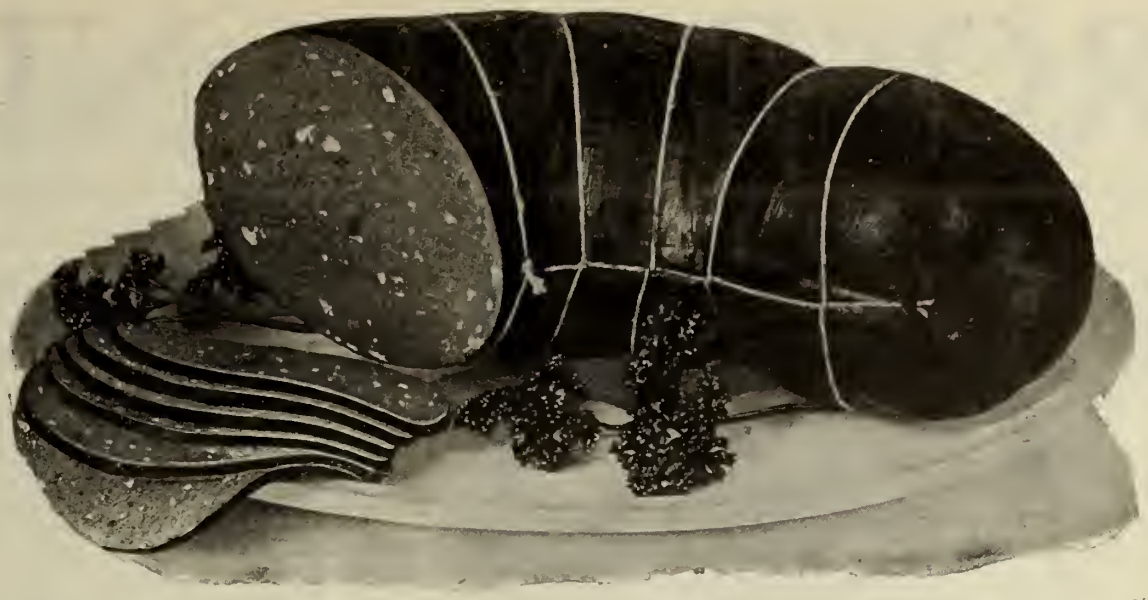
Ham—		
8 to 16 lbs., per lb.	....	0 43
16 to 20 lbs., per lb.	....	0 42
Boneless, 8-16 lbs., per lb.	....	0 45
Skinned, 14-18 lbs., lb.	....	0 40½
Skinned, 18-22 lbs., lb.	....	0 40
Bacon—		
Sliced, 6 to 10 lbs., lb.	....	0 63½
Cottage Rolls, boneless	....	0 34
Bellies, 6-10 lbs., lb.	....	0 39½
Do., 10-14 lbs., lb.	....	0 42
Do., 14-16 lbs., lb.	....	0 40½

Poultry Prices Firm

Winnipeg.

POULTRY.—Receipts of poultry continue very light with no change in prices. Turkeys are now selling at 45 to 49 cents per pound.

D.P. Chickens, 3½ lbs. and under	....	0 36
Do., 3½ lbs. and over	....	0 39
D.P. Fowl, 3½ lbs. and under	....	0 32
Do., 3½ lbs. and over	....	0 34
Turkeys, mixed weights	0 45	0 49



The Season's On *for* DAVIES Quality BOLOGNA

This is the time of the year when there is a heavy demand for a real good quality line of Bologna. This can be encouraged a great deal by featuring consistently a good quality line, and displaying it prominently and tastily on your counters or in your refrigerator. Try Davies' Bologna.

Book a Standing Order

and get your Bologna regularly, thus be sure of always having fresh stock on hand.

Sausages

Any of the fresh Pork Sausages offered by Davies are real quality brands. Order by name:

Small Oxford,
New England,
Cambridge,
Little Pork.

Bolognas

There are different kinds of Bologna to suit almost every taste. These are known as follows:

Peerless (Bung),
Thick (Beef Bung),
Lakeside (Paraffined),
Ham (Small).

Drop us a postcard, and we will gladly send you quotations, and, if it is at all possible, we will have a salesman call upon you.

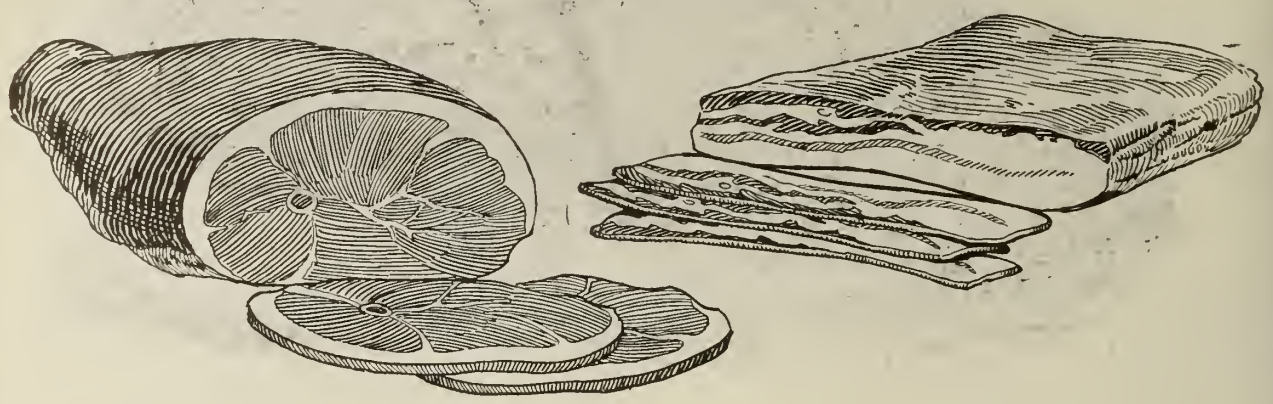
Mail orders given special attention.

THE WILLIAM DAVIES COMPANY LIMITED

Toronto

Montreal Sydney, N.S. Hamilton

ROSE BRAND



Food Products Which Promote Sales—

The purveyor who supplies pure foods which are beyond comparison for quality and flavor is bound to increase his better class of trade.

Rose Brand are those pure foods.

Their wholesome richness and delicate appetite-tempting flavors is due to the fact that they are the choicest of selected foods, skilfully prepared under ideal and scrupulously sanitary conditions.

Rose Brand products never disappoint. Each sale makes and retains a customer.

National advertising has created a public demand for these superior pure foods. Capitalize it. Display Rose Brand products prominently. Sales will assuredly follow.

The show cards, window trims, hangers, folders, etc., which have been produced for the benefit of our purveyors, are strikingly handsome, beautifully colored pieces that have an almost irresistible appeal. Merchants can use them to great advantage in improving their food department and special display.

Sent free on request—postpaid.

CANADIAN PACKING COMPANY LIMITED

TORONTO, ONTARIO

BRANCHES:
Fort William Sudbury
Sydney, N.S. Charlottetown, P.E.I.
Winnipeg, Man.

PACKING HOUSES:
Brantford Toronto
Peterboro Montreal
Hull, Que.

Easifirst Shortening

Brings large profits through repeat orders. Once tried, it is always used, and the satisfaction it gives holds the goodwill of your customers.

Get in on the growing sales of Easifirst. Place an order with us now.

Phone Junction 3400

Gunns LIMITED WEST TORONTO

MARIGOLD

MARIGOLD

"The Greatest Seller of Its Kind in the World"

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

LARD

You will find a great difference in the quality of lard. Some is just lard. Ours is branded "Star Brand," and is guaranteed absolutely pure and of finest quality. Put up in—

60-lb. tubs
20-lb. pails
10-lb. tin pails
5-lb. tin pails
3-lb. tin pails

and in one-pound cartons.

Get our prices.

F. W. Fearman Co., Ltd.
HAMILTON

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & Co.

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & CO.
Hamilton and Winnipeg

UPTON'S Pure Marmalades and Jams

To sell jams and marmalades in quantity they must be displayed in quantity.

Display UPTON'S James and Marmalades on your counters and in your windows. An attractive showing will bring many sales.

Right now the housewife's fruit cellar is almost empty—Right now is the time to sell jam.

The T. Upton Co., Limited
Hamilton, Canada

Buried in Burning Coal for 18 Hours!

A recent report from one of our largest chartered banks says:—

> "During fire, Safe fell from upper floor into cellar, into 15 tons of burning coal, and remained there 18 hours. Everything came out intact."

Duration of fire, intensity of heat or distance of fall need not be considered, when you have your valuables in a Taylor Safe.

Write us for quotations on our Fire-Proof Safes and our Steel Cabinets for fyling.

J. & J. Taylor Limited
Toronto Safe Works
TORONTO - ONTARIO
Branches: Montreal | Winnipeg, Vancouver

CURRANTS

WHOLESALE GROCERS!
Retain your customers by supplying them with the best of goods.

Philippou Currants

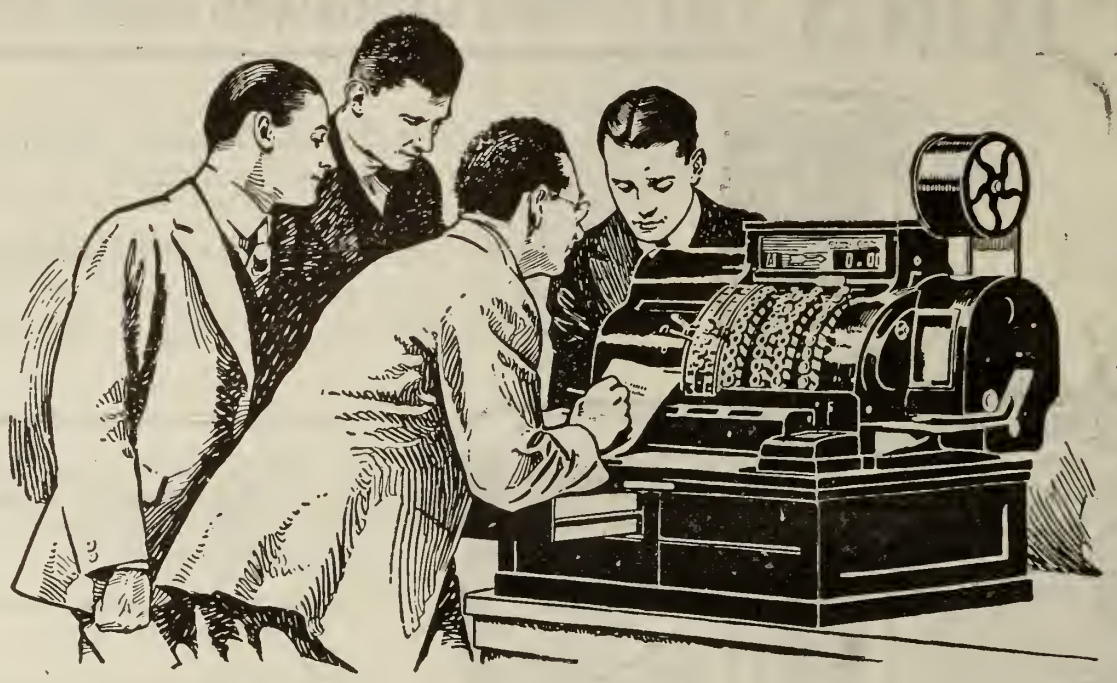
are guaranteed sound, free from rain-damage, clean and sweet. They give you the greatest profit and they ensure the greatest degree of satisfaction to your customers.

Demand for our currants, greatly increased in the last few years, guarantees sales for our deliveries. In a word, we possess the secret of selling first-class goods at prices out of competition. A trial will carry conviction.

Ask for our different brands and see that our name is on the packages.

For particulars see our agents in your market.

D. D. PHILIPPOU
PATRAS, GREECE
Exporter of all Greek Products



The record of each clerk

An up-to-date National Cash Register shows you exactly what each one of your clerks does every day. Adding counters on the register tell:

① How many customers each clerk waited on.

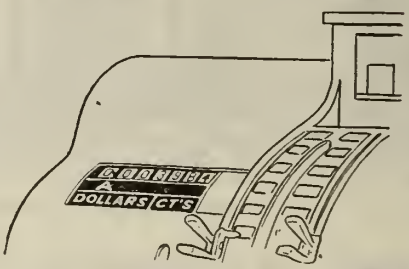
② The total amount of each clerk's sales.

These daily records show you which clerks are most industrious, which clerks sell the most goods, which clerks are most accurate.

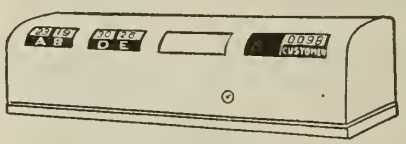
They enable you to fix wages on actual selling ability.

They give you the figures needed for a bonus or profit-sharing system.

These clerks' records, together with the many other printed and added records made by an up-to-date National Cash Register, enable you to control your business.



This adding counter, at the left side of the register, shows that Clerk A took in $39.84 during the day. Similar counters show what the other clerks took in.



These adding counters, at the front of the register just above the cash drawers, show how many customers each clerk waited on, and the total number of customers.

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED

TORONTO, ONT.

Makes good tea a certainty.

TETLEY'S TEA

We Can Fill Your Order

for Tetley's Golden Tips and Sunflower Teas. From now on we will have a large stock of Tetley's Teas and can keep you supplied at all times.

The news that Tetley's Teas are back in Canada to stay is welcomed by all lovers of good tea—for Tetley's Teas are famous for their clear deep color and full-bodied flavor.

Tetley's Teas are backed by a blending experience of over 100 years. They represent excellence of cup quality, and they are big sellers. Place your order now!

KNOWLER & MACAULAY, Ltd.
VANCOUVER
Selling Agents for
British Columbia

MASON & HICKEY
Head Office, WINNIPEG, MANITOBA
Selling Agents for
Manitoba, Saskatchewan and Alberta

THE NATIONAL DESSERT of CANADA

NO HOME SHOULD BE WITHOUT IT

The Most Attractive Package and by far the "Best and most delicious Custard Powder in Canada."

And the Best Value for the Money

The Harry Horne Co., Ltd., Toronto, Canada

Get after the profitable Soft drink trade

Keep your stock of Marsh's beverages well displayed and suggest a case of assorted with every order. Your customers will need Marsh's beverages to serve to the afternoon callers during the social season.

Keep your stocks well supplied. Order to-day.

- Marsh's Grape Juice
- Marsh's White Grape Juice
- Marsh's Pure Apple Cider
- Marsh's Unfermented Port
- Marsh's Unfermented Black Cherry Wine

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Co., Limited
Toronto and Montreal

Visible Accounting

The McCaskey Way

Account Systems—with Fire Protection

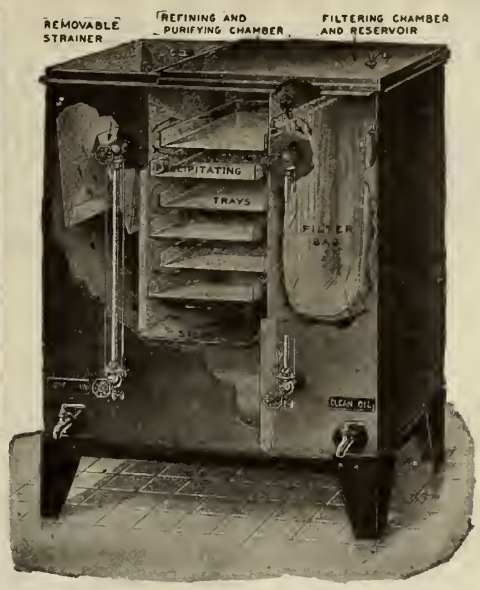
The Metal Safe Account Register is the greatest insurance you could have for your accounts—it's the modern way of keeping retail charges.

Sales Pads and Credit Register Information Upon Request—

McCaskey SALES PADS SYSTEMS
GALT, ONT.

"Yes, sir, and there's a good reason for it too. Since we installed the BOWSER Oil Filtering Outfit the men in the engine room have been competing to see who could save the most oil. They've cleaned the journal boxes, put pans under them to catch the drips and then put the salvage through the BOWSER Oil Filtering Outfit. We are now using the oil over and over again that was formerly wasted."

The BOWSER Oil Filtering Outfit is simple, compact, economical and reliable.



Bowser 7F Oil Filter

First, means a cleaner engine room.

Second, it cuts your lubricating oil bill considerably.

Third, IT PAYS FOR ITSELF over and over.

WRITE FOR LITERATURE DESCRIBING OIL FILTERING SYSTEMS SUITABLE FOR YOUR POWER PLANT.

LONDON
32 Victoria St., S. W. 1
HAVANA
Lonja del Comercio 427

S. F. BOWSER CO., Limited
66-68 Fraser Avenue, TORONTO, ONT.

PARIS
5 Rue Denis-Poissons
SYDNEY
6 Castlereagh St.

"Stripes" Brand Florida Grape Fruit

For the Discriminating Trade

Florida Tomatoes
Celery, Head Lettuce

California Lemons and Navels

The choicest Fruits and Vegetables arriving daily.

WHITE & CO., LTD.
TORONTO

Spring Weather

BRINGS DEMAND FOR
FRESH, ATTRACTIVE

Fruits and Vegetables

CALIFORNIA CELERY
ICEBERG LETTUCE
CAULIFLOWER
SPINACH
FLORIDA TOMATOES
BANANAS
GOLDEN ORANGE NAVELS
TANGERINES
CALIFORNIA LEMONS, ETC.

Hugh Walker & Son, Ltd.
The House of Quality
Guelph - - - Ontario

SIFTO
SALT IT FLOWS
BEST FOR TABLE USE
Two Salt brands that speed up your Salt Sales. They're well advertised and hundreds more housewives every month are coming to learn that SIFTO is "the Salt that flows," a delight to the table. And that Century Salt—pure and dazzling and economical—is the best all round household salt. Stock them both.
SIFTO
TABLE SALT
CENTURY
TABLE SALT
THE DOMINION SALT CO. LIMITED
SARNIA, ONTARIO
CENTURY
SALT BEST FOR GENERAL USE

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
Manufacturers and shippers.

Sundried Apples

From now until further notice, we will pay

7½ cents per pound
F.O.B. Shipping Points

Cheques sent promptly.

W. H. Millman & Sons
GROCERY BROKERS, TORONTO, ONT.

California Raisins of all kinds.
Gosse-Millerd (Vancouver Pack) Canned Salmon in Sockeye, Cohoe, and other brands.
Also all pickled and frozen Trout and Herring.

LEMON BROS.
OWEN SOUND - ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.
180 St. Paul St. West, Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each, 48 cans	$11 50
Reindeer Brand, each 48 cans	11 00
Silver Cow, each 48 cans	10 60
Gold Seal, Purity, ea. 48 cans	10 45
Mayflower Brand, ea. 48 cans	10 45
Challenge Clover Brand, each 48 cans	9 85

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	$7 25
Jersey Brand, Hotel, each 48 cans	7 25
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 00
Jersey Brand, Family, each 48 cans	6 00
Peerless Brand, Family, each 48 cans	6 00
St. Charles Brand, small, each 48 cars	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 00
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.
Toronto, Ontario.

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	$4 80
98-lb. jute bags, per bag	6 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	6 50

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
40-lb. Canada Laundry	$0 08½
100-lb. kegs, No. 1, white	0 09
200-lb. bbls., No. 1, white	0 09
40-lb. Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	0 10¾
Celluloid, 45 cartons, case	4 30
Culinary Starch (Prices in Maritime Provinces 10c per case higher.)	
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½
(20-lb. boxes ¼c higher, except potato flour.)	

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 10½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 09
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 09
40 lbs. Argo Corn Starch, 1 lb. packages	0 09
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 12½
(20 lb. boxes ¼c higher, except Potato Flour.)	

LILY WHITE CORN SYR
2-lb. tins, 2 doz. in case
5-lb. tins, 1 doz. in case
10-lb. tins, ½ doz. in case

KARO

24—2-lb. tins, per case	
12—5-lb. tins, per case	
6—10-lb. tins, per case	

CROWN BRAND CORN SY
2-lb. tins, 2 doz. in case
5-lb. tins, 1 doz. in case
10-lb. tins, ½ doz. in case
(5, 10, and 20-lb. tins have handles.)

MAZOLA

	Pe
No. 1, 24 tins, 1 lb	
No. 2, 12 tins, 2 lbs.	
No. 4, 12 tins, 4 lbs.	
No. 8, 6 tins, 8 lbs.	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz...

MAGOR, SON & CO., LT
INFANTS' FOOD

Robinson's Patent Barley—	
1-lb.	
½-lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODU
LIMITED

Ontario Prices.

KLIM

8 oz. tins, 4 dozen per case	
16 oz. tins, 2 dozen per case	
10 lb. tins, 6 tins per case	

COLMAN'S OR KEEN'S MUSTARD

	Per do
D.S.K., ¼ lb.	
D.S.F., ½ lb.	
D.C.F., 1 lb.	
F.D., ¼ lb.	

	Per
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

Keen's Oxford, per lb.
In cases, 12 12-lb. bxs. to case

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each
White Cleaner (liquid)
Card Outfits — Black, Tan, Toney Red, Dark Brown
Metal Outfits — Black, Tan, Toney Red, Dark Brown

IMPERIAL TOBACCO CO.
CANADA, LIMITED

Black Watch, 10s, lb.	
Bobs, 12s	
Currency, 12s	
Stag Bar, 9s, boxes, 6 lb.	
Pay Roll, thick bars	
Pay Roll, plugs, 10s, 6-lb. caddies	
Shamrock, 9s, ½ cads., 12 lbs	
¼ cads., 6 lbs.	
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	
Forest and Stream, tins, 9s, 2-lb. cartons	
Forest and Stream, ¼s, ½s, and 1-lb. tins	
Master Workman, 2 lbs.	
Master Workman, 4 lbs.	
Derby, 9s, 4-lb. boxes	
Old Virginia, 12s	
Old Kentucky (bars), 8s, boxes, 5 lbs.	

Enquiry Department

HEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents any particular line, manufacturers of a special article, etc.

BLUE ROSE RICE

ho are the agents in Toronto for Blue Rice?

C. & W.

swer.—A. S. May & Co., Board of Trade ding.

POP CORN

ill you be kind enough to inform me re I could buy pop corn in Canada and here is a firm in Toronto called Purity Corn Co?

J. L. TARDIF,
175, Rue St. Jean,
Quebec, Que.

swer.—Maple Crispette Co., Montreal; ty Pop Corn Company, 1293 Dundas St. t, Toronto; Langley Harris, 12 Front ast, Toronto.

BUYERS OF TALLOW

n you give me the names of buyers of w in small quantities?

F. HUGLI,
Golden Lake, Ontario.

swer.—T. Harvey & Company, Toronto, ; S. F. Lawrason & Company, London, ; L. B. Steward Lubricating Company, wa, Ont.

DRESS OF THE BRITISH CANADIAN PUBLISHING CO.

ease give information where we could te the British Canadian Publishing Co. oronto?

WM. MORRIS,
Rodney, Ontario.

nswer.—The address of the British-adian Publishing Company is 122 Rich-d Street West, Toronto, Ont.

WAX CANDLES

Can you inform me of a firm who sells the large candles, about 1 foot long by 1¼-ins. thick? (The Imperial Oil Company does not).

J. H. KENNER,
Stratford, Ont.

Answer.—We find from the Imperial Oil Company that they do manufacture these and can make them any size you want. You apparently have the wrong information that they did not make them.

Other firms you might be able to obtain these from would be the British American Oil Company, Toronto, also the Canadian Oil Company, Toronto, Ont.

ELECTRIC SIGNS

Would like to be given the names of several electric sign manufacturers?

A. GIRARD,
Bothwell, Ontario.

Answer.—Macey Sign Company, 155 Richmond St. W., Toronto; E. L. Ruddy Company, 317 Spadina Ave., Toronto; Premier Sign Systems, 39 Adelaide St. W., Toronto; Flexlume Electric Sign, 92 Adelaide St. E., Toronto; The Electrical Construction Company, London, Ont.; J. J. Turner Company, Peterboro, Ont.; Denis Advertising Signs, Limited, Montreal, Que.

ONTARIO COOPERAGE FIRMS

Will you be kind enough to answer in your Canadian Grocer the names of some cooperage firms in the Province of Ontario, Quebec or New Brunswick, who would likely buy several cars of barrel stock?

M. A. BOYLAN & SON,
General Merchants, New Ross, N.S.

Answer.—John Hayne, Sarnia, Ont.; Canada Barrels & Kegs Company, Waterloo, Ont.; J. Landreville & Son, Toronto, Ont.; London & Petrolia Barrel Company, London, Ont.; Sutherland Innis Co., Limited, Chatham, Ont.; Fesserton Timber Company, Limited, Fesserton, Ont.; Trenton, Cooperage Company, Trenton, Ontario; Wallaceburg Cooperage Company, Limited, Wallaceburg, Ont.; Zimmerman Bros., Tavistock, Ont.; Andre Cushing & Co., St. John, N. B.; Murray & Gregory, Limited, St. John, N.B.; Stark Cooperage, Montreal, Quebec.

WHOLESALE WALL PAPER HOUSES & LICENSE TO SELL GOODS FROM WAGON

Please give names of wholesale wall paper houses, also where to apply for license to sell goods from a wagon on the road?

J. C. McCALLUM,
Grocer, Dutton, Ontario.

Answer.—You have to apply to your local council for a license to sell goods from a wagon on the road.

The following are names of wholesalers of wholesale wall papers: Staunton's Ltd., Toronto, Ont.; Reg. N. Boxer, Ltd., Toronto, Ont.; Routley's Ltd., 744 Yonge St., Toronto, and also Peterboro, Ont.

HONEY

We are subscribers to your weekly Canadian Grocer and would like to find out, if possible, names and address of one or more firms who put up honey in boxes, also strained honey?

J. HOWARD,
Steward,
The Windsor Hotel Montreal, Que.

Answer.—You could try Bowes Co., Front St., Toronto; Fred Coward, Spadina Ave., Toronto; A. Moyer, 14 Radford Road, Toronto; Morley Pettit, Georgetown, Ont.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date 1921

Please give me information on the following:—Name.....

Address .....

.....

.....

ESTABLISHED 150 YEARS

1770. 1921.

By Royal Appointment.

DAY & MARTIN, LTD.

The House with a History.

In recommending Day & Martin's Wax Shoe Polish, in the Tin with the "Tab," you may be sure that you are offering a polish which has just the points that give satisfaction to your customers, and make them regular users.

1. It responds instantly to the polishing brush.
2. The shine is bright and dense.
3. The DAY & MARTIN shine remains bright beneath the day's dust, so that a flick and rub with a cloth restores the brightness, without any further immediate application.
4. It is waterproof, and throws off the rain-drops like a "duck's back."
5. Only the highest grade Waxes and Pure Turpentine are used in its manufacture.
6. It is so thoroughly British.
7. The "temper-saving" Tin, can be opened at once by means of the simple "Tab" device.

Here is the Tin.
The Tin with the "Tab."

Sell your customers Day & Martin's Wax Shoe Polish, and you will still further add to your reputation for always supplying the Right goods.

Prices and samples on application to :—
DAY & MARTIN'S Agents throughout the Dominion,

HARGREAVES (CANADA) LTD.,
24, Wellington Street West,
TORONTO.

Winnipeg Vancouver

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz.	$5 60
Perfection, ¼-lb. tins, doz.	1 55
Perfection, ½-lb. tins, doz.	2 85
Perfection, 10s size, doz.	1 10
Perfection, 5-lb. tins, per lb.	0 41

UNSWEETENED CHOCOLATE

Supreme Chocolate, 6-lb. boxes, per lb.	0 40
Supreme Chocolate, 10c size, 2 doz. in box, per box	2 00
Perfection Chocolate, 10c size, 2 doz. in box, per box	1 80

SWEET CHOCOLATE

Eagle Chocolate, ½s, 6 lbs. in box, per lb.	0 32
Eagle Chocolate, 10c size, 2 doz in box, per box	1 80
Diamond Chocolate, 10c size, 2 doz. in box, per box	1 80
Diamond Chocolate, 5c cakes, 20 cakes in box, per box	0 75

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Milk Croquettes, 5-lb. boxes.	0 40
No. 1 Milk Wafers, 5-lb boxes, 30 boxes in case, per lb.	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb.	0 39
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.	0 39
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 39
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 39
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb.	0 39
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb.	0 39
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb.	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	$2 15
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 00
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 40

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	5 75
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.	3 15
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.	6 00
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 25
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.	4 00
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	1 90
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	1 90
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	1 90
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 10
20—1c Milk Chocolate Sticks, 60 boxes in case	0 80

BRODIE & HARVIE, L
14 Bleury St., Montreal

XXX Self-Raising Flour, 6 lb packages, doz.	
Do., 3 lbs.	
Superb Self-Raising Flour, lbs.	
Do., 3 lbs.	
Crescent Self-Raising Flour, lbs.	
Do., 3 lbs.	
Buckwheat, Self-Raising, 1 lbs.	
Brodie's Self-Raising Pancak Flour, 1½ lb. pkgs., doz.	

SMALL'S LIMITED, MONT

FOREST CREAM MAPLE S

Price Delivered	F.o.b. Factory
36—10 ozs., bottles	$ 8 10
24—16 ozs., bottles	7 75
12—32 ozs., bottles	6 95
24—28 ozs., tins	9 90
12—80 ozs., tins	14 25
6—160 ozs., tins	13 85
1—5 gall. tins	13 50
In barrels, per gal.	f 50

FOREST CREAM PURE SY

36—10 ozs., bottles	$ 6 65
24—16 ozs., bottles	6 15
12—32 ozs., bottles	5 35
24—28 ozs., tins	7 10
12—80 ozs., tins	10 30
6—160 ozs., tins	9 80
1—5 gal. tin	9 50
In barrel, per gal.	1 70

STANDARD SUGAR SYR

36—10 ozs., bottles	$ 5 75
24—16 ozs., bottles	5 25
12—32 ozs., bottles	4 45
24—28 ozs., tins	5 45
12—80 ozs., tins	7 95
6—160 ozs., tins	7 50
1—5 gal. tin	7 05
In barrel, per gal.	1 20

FOREST CREAM MAPL BUTTER

24—13½ ozs., tins	$ 4 65
24—2½ lbs., tins	11 75
1—30 lbs., pail	4 80
2—30 lbs., pails	9 80
In barrel, per lb.	0 14

FOREST CREAM AMBER H

48—No. 1 Tumblers	$ 6 40
24—No. 3 Tumblers	6 90
24—2½ lbs., tins	19 75

FOREST CREAM PEANU BUTTER

48—No. 1 Tumblers	$ 5 30
24—No. 3 Tumblers	4 75
24—2 lbs., tins	11 80
1—24 lbs., pail	4 55
2—24 lbs., pails	9 75
In barrel, per lb.	0 17½

FOREST CREAM SALT PEANUTS

1—15 lbs., pail	$ 2 75
2—15 lbs., pails	6 05
In bags of 85 lbs.	13 15
In barrel, per lb.	0 16¼

FOREST CREAM PEANU MAPLE SUGAR COATE

72—5c packages	$ 2 40
48—No. 1 Tumblers	4 95
24—No. 3 Tumblers	4 45
24—1 lb., tins	8 45
1—12 lbs., pail	3 85
2—12 lbs., pails	8 20

FOREST CREAM SALT PEANUTS (BLANCHED

72—5c packages	$ 2 40
48—No. 1 Tumblers	4 40
24—No. 3 Tumblers	8 60
24—1¼ lbs., tins	8 50
1—15 lbs., pail	3 10
2—15 lbs., pails	6 50

Barr Registers Limited

Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?

II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?

III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?

IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. ***Write us and let us demonstrate.***

GEORGE LANE, Western Representative - 227-231 McDermot Avenue, Winnipeg, Man.

RECOMMEND Beecham's Pills

TO YOUR CUSTOMERS

For ills of the Stomach and Bowels, SICK HEADACHE, INDIGESTION, CONSTIPATION, BILIOUSNESS, KIDNEY AND LIVER TROUBLE.

25c 50c

Beecham's big, continuous advertising *pulls*. It will pull the buyers of Beecham's Pills into *your* store—bring the *good Beecham profit* into *your* till—if you *co-operate* by featuring Beecham's Pills and Beecham advertising among your store displays.

Beecham's Pills sell quick and fast when Beecham Dealer Sales-Helps are used to full advantage—BEECHAM'S HELPS TO SCHOLARS; BEECHAM'S ALMANAC; DECALCOMANIA SIGN, WINDOW TRIMS, SHOW CARDS—all *worth money to you*, if you *use* them. Furnished FREE; write:

HAROLD F. RITCHIE & CO., LTD., *Sole Agents*, Toronto, Ont., Canada

The Service that Counts

To Manufacturers

Think of your business—

Now think of all the news appearing in the newspapers of Canada and United States relating to your business.

Now imagine that news coming to your desk promptly, regularly—do you not see advantages and opportunities in a service of this kind?

We supply many customers with important news and they find it saves them time—often money, and keeps them in touch with all that is going on in their line of business.

When writing for rates let us have some information on your business and we can then outline a service that will benefit your whole organization.

Canadian Press Clipping Service

143-153 UNIVERSITY AVE., TORONTO

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BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS
as Food Protectors are needed in every home.
Place your order early.
The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at
60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents:
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivary
7 Bonsecours St., Montreal, Que.

Canada Barrels & Kegs, Limited
Successors to
The Chas. Mueller Co., Ltd.
Manufacturers of Tight Cooperage
Waterloo, Ontario

A. F. VINCENTELLI & CO.
ANTWERP (BELGIUM)
The oldest Corsican Candied Peel and Fruit Manufacturers
CITRON - LEMON - ORANGE
CHERRIES - ANGELICA
ASSORTED FRUITS, Etc.

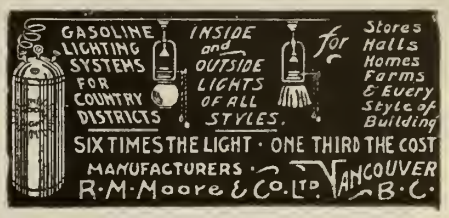
Information
We can keep you posted with all daily news and business Tips.
Canadian Press Clipping Service
143-153 University Avenue, Toronto

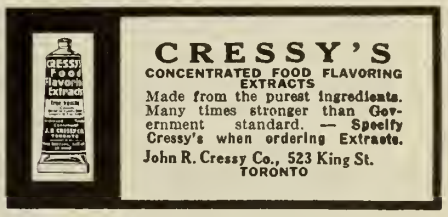
POTATOES EASY AND LOWER

Potatoes continue with a downward trend and there is no likelihood that conditions will change. With the large crop in Canada and no export demand producers can hardly expect to get anywhere near the price of a year ago. In some sections in Ontario potatoes are selling as low as fifty cents per bag, but many farmers say that they will feed them up sooner than market them at such a low price.

The same condition practically exists in the United States, so there is little prospect of that country importing Canadian potatoes as has been the case in other years. Steuben County in New York, the second largest producer of potatoes in the United States, expects to have a surplus of several thousand bushels of potatoes this spring for which there is likely to be no market on account of the low prices in prospect.

These one-inch spaces only $2.20 per insertion if used each issue in the year.


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd. VANCOUVER B·C·


CRESSY'S
CONCENTRATED FOOD FLAVORING EXTRACTS
Made from the purest ingredients. Many times stronger than Government standard. — Specify Cressy's when ordering Extracts.
John R. Cressy Co., 523 King St. TORONTO

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

FOR SALE
Choice Yellow Dutch Set Onions for spring delivery. Buyers would do well to get our prices before placing their orders. No order too large and none too small.
REID, EDIGHOFFER & SON,
Dashwood, Ont.

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

TANGLEFOOT PRODUCTS
STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH AND ANT POWDER.
THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

DOES ADVERTISING PAY?
USE THIS SPACE AND SEE

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

POSITION WANTED

POSITION AS TRAVELLING SALESMAN IN city or the Canadian West wanted by man with 5 years' practical experience in general store. Age 22. Apply Box 458, Canadian Grocer, 153 University Ave., Toronto, Ont.

SALESMAN WANTED

SALESMAN WANTED—WE REQUIRE A representative who has made a success in a retail store and who wishes to broaden his experience and at the same time increase his present earning power and immediate prospects. Salary and bonus on sales. To a man of ability and character this position offers a bright future. Write The MacLean Publishing Co., Ltd., Trade Newspaper Division, Toronto, Canada.

SALESMAN WANTED TO TRAVEL ONTARIO. One used to wholesale groceries preferred. Good position, salary and commission. W. Y. Colclough, 23 Scott St., Toronto.

FOR SALE

FOR SALE—ONE POWER FRUIT CLEANER complete, with motor in good condition. Motor Canadian General, three phase, two h.p., 60 cycles, 220 volts, 1800 R.P.M. One double Hobart Coffee Mill with additional meat-vegetable slicer, pulverizer, peanut grinder, single phase, ½ h.p., 110 volts, 60 cycles, 1750 R.P.M. Apply Box 510, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—PROFITABLE GROCERY BUSINESS, live Ontario town, population 6,500, stock and fixtures about $7,000. One of the best-equipped stores in Western Ontario. A money-maker for a live man. Must be seen to be appreciated. Owner retiring. Apply Box 514, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE — GENERAL STORE, EIGHTEEN miles east of Sarnia on G.T.R. and county road. Stock $4,000. House in connection. 5 first-class routes. Good settlement. A good chance for someone. A. H. Sheppard, Aberarder, Ont.

FOR SALE — ONE DAYTON COMPUTING Scale, Style No. 148, capacity 30 lbs.; one Dayton Computing Scale, Style No. 166, capacity 2 lbs.; one Dayton Meat Slicer with Pedestal; one Coles Electric Coffee Mill; one Eureka Refrigerator, No. 15A. Practically new. For spot cash only. Will accept any reasonable offer. Trempe & Frere, P.O. Box 49, Sorel, Que.

Food Products Sales Manager Wanted

By a long-established and large concern manufacturing a line of high-grade and extensively advertised grocers' specialties. This is an important position with ample opportunities to show initiative. Please do not reply unless you are thoroughly qualified. Letter of application to be considered must contain particulars of Canadian references, sales experience, age, salary earning, etc. Apply in strict confidence.

Box 512

Canadian Grocer, 143 University Ave. Toronto, Ont.

BUSINESS CHANCES

A MANUFACTURER OF STAPLE GROCERY lines who also acts as manufacturers' agent controlling many valuable exclusive agencies in imported goods and who employs several travellers at the present time, offers an opportunity to progressive man to invest capital to enlarge existing business. For full particulars write National Investment Company, Twelve Adelaide Street West, Toronto, Ontario.

DO YOU REQUIRE CAPITAL?

DOES YOUR BUSINESS REQUIRE ADDITional Capital? Do you want a partner with Capital? Do you want to sell your business? Do you want to buy an established business? All information treated confidentially. Write National Investment Co., Investment Brokers, Twelve Adelaide West, Toronto, Ont.

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

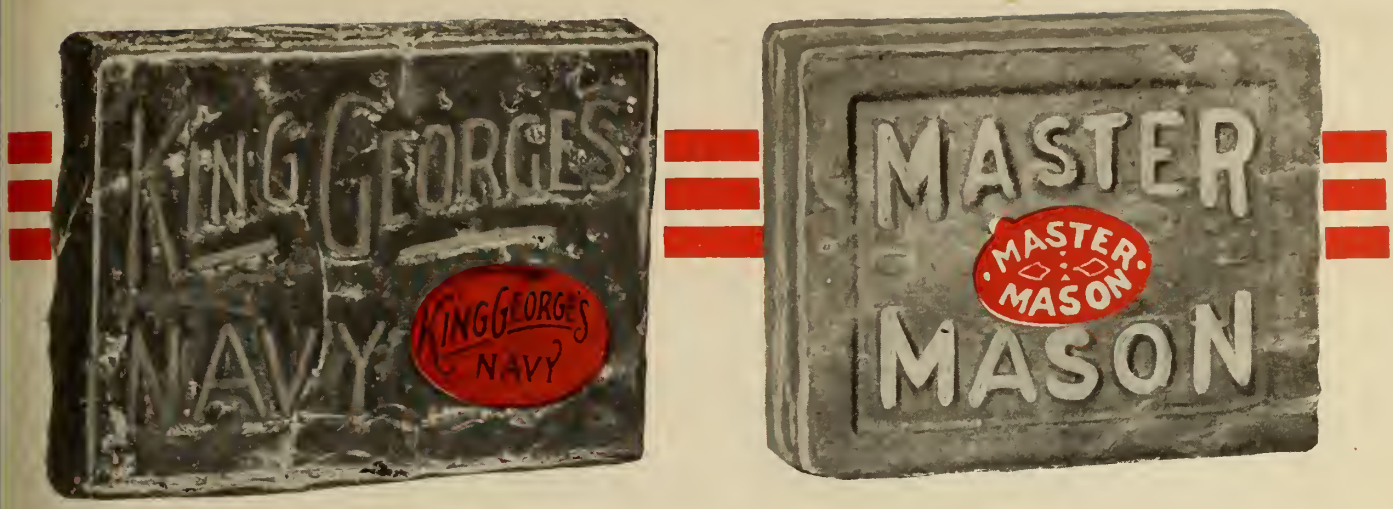
RID-OF-RATS

Patented, is Non-Poisonous and can be used anywhere without risk of killing house pets or injuring human beings. Eight years on the market. If your dealer doesn't carry it, send direct to the manufacturer

THE BERG & BEARD MFG. CO., 100 Emerson Place, Brooklyn, N.Y

Price $1.80 per doz. boxes; $1.00 per lb. (Discount quoted upon request)

We also manufacture a very effective Gopher Exterminator



Here are two popular sellers that offer an excellent profit

King George's Navy

A chewing tobacco that possesses an unusually fine flavor that instantly appeals to lovers of chewing tobaccos. It has proven a big seller wherever introduced. An extensive consumer advertising campaign is daily creating goodwill towards **King George's Navy** and helping you to sell more. Keep it well displayed—it will pay you well.

"Master Mason" Canada's Joy Smoke

Here is a smoking tobacco that will bring your customers back smiling time after time. It's a rapid seller of the highest calibre.

DOES IT PAY?

Every time you turn over your stock of MASTER MASON it brings you a profit of 40% on your investment. If you turn it only once a month you are getting a yearly return of 480% on your capital.

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

Quick, Double Quick!

Don't Let $300 Slip Through Your Fingers

FIRST PRIZE

$300

What It Will Do

Give you a pleasant vacation trip.

Brighten your home by supplying conveniences whole family will enjoy.

Help educate a family.

Pay premiums on an insurance policy or buy an annuity.

DAYTON SCALES WORD CONTEST

$2,500

in 372

CASH PRIZES

FIRST PRIZE

$300

What It Will Buy

Help you buy a home.

Help you furnish a home.

Help you buy a motor car.

Help you buy a motor boat.

Help you buy a library.

Help you equip a business.

You can't afford to let such an opportunity go without even a try

Contest Closes March 15—Make Every Day Count.
There are 372 Cash Prizes. Whatever you win, is easy money.

How many words can you make up from the letters D-A-Y-T-O-N S-C-A-L-E-S? Examples: Son, ale, candy, scanty, etc. Letters may be used only the number of times they appear in the two words.

Contest is open to merchants and clerks in the stores or departments of stores using scales, meat slicers, or cheese cutters in Canada or Newfoundland. Start on your list TO-NIGHT!

Write to us for entry coupon and circular giving rules. They will be mailed to you immediately.

International Business Machines Co., Limited

Contest Department

300 Campbell Ave. -- Toronto, Ont.

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE: TORONTO, MARCH 11, 1921 No. 10

The Welch Lades

pure fruit and sugar jams

PUT any jar of Welch Lades down on the counter in front of a customer.

—Give it the strongest recommendation you can think of

—and the quality of these jams will more than back up all you can say.

Welch uses only the choicest of fine, ripe, whole fruit. Welch removes the skins and seeds and pits—leaving 100 per cent. edible jam. Welch processes are new, preserving fine flavor. The Welch plant is a model of cleanliness. Welch jams are smooth and the right consistency—not lumpy or syrupy.

Order from your wholesaler. Please stock both No. 16 glass jars and standard 4 lb. tins. Fruits available include:

Peachlade *Grapelade* *Plumlade* *Orange Marmalade*
Cherrilade *Grape-Raspberry* *Strauberilade* *Currantlade*

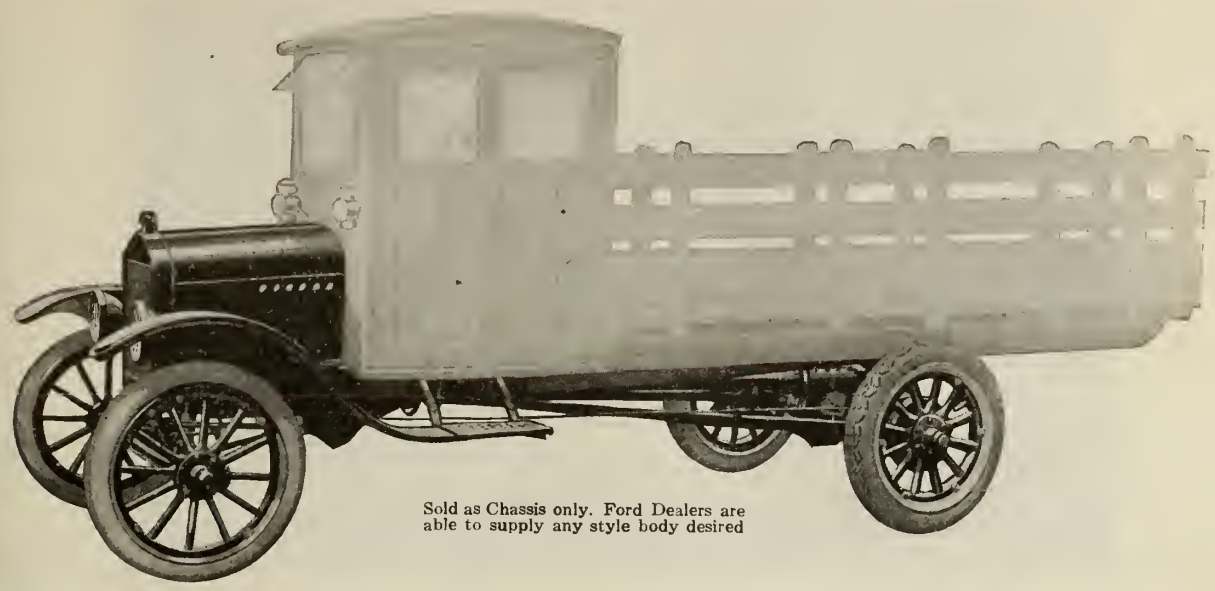
The Welch Lades are widely advertised in Canadian magazines, weeklies and daily newspapers.

PERMIT EST. 272

The Welch Co., Limited, St. Catharines, Ontario

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation

A BIG TRADE FOR YOU
There's a big business to be done in O-Cedar Products by any store that keeps them on display.
But the reason for the widespread dealer enthusiasm for O-Cedar lies deeper than sales **volume.**
It's in the **steadiness** of O-Cedar sales and the way O-Cedar Products make **repeat** sales, that merchants find the real inspiration for featuring our Polish and our Mop.
CHANNELL LIMITED
TORONTO
O-Cedar Polish
O-Cedar Polish



Sold as Chassis only. Ford Dealers are able to supply any style body desired

Ford TRUCK

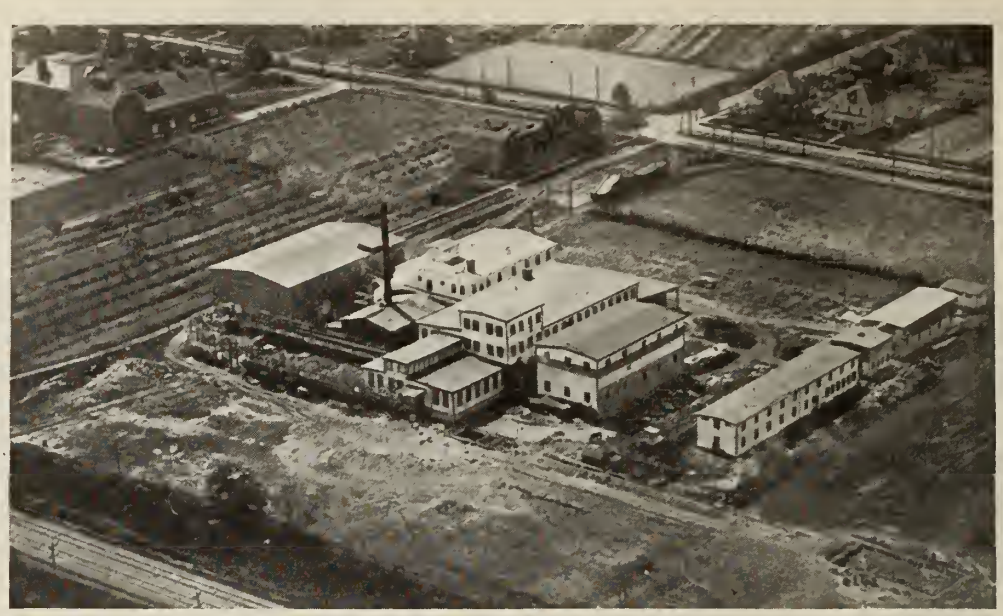
Price $750 F. O. B. Ford, Ont.

Starter and Electric Lighting $100 extra.

MANY stops and starts during deliveries serve to emphasize the advantages of Ford simplicity and instant response to control. It is the ideal car for light deliveries. It has the capacity, the speed, and the dependability you demand—and it is the truck for economy. It is lowest in first cost, lowest in maintenance and operation.

Ford Motor Company of Canada, Limited

FORD - ONTARIO



The Largest Independent Packers of Fruits and Vegetables in Canada

The Grimsby Fruit Growers, Limited

Growers, Packers, Shippers, Canners and Preservers of

CANADIAN FRUITS and VEGETABLES

GRIMSBY, ONTARIO

The Fruits and Vegetables of the Grimsby Fruit Growers, Limited, are of the choicest selected stock, secured from grower-members in the heart of the famous Niagara Peninsula.

Special trucking facilities enable us to supply our plant with the highest grade stock as **it is required.** There is no "piling up" of supplies and consequent deterioration. This, with the most modern process of canning, helps us to give the consumer the full natural fruit and vegetable value and insures a uniform high quality and superior fresh flavour and appearance that is distinctive.

Canned Fruits	Canned Vegetables	Jams
Strawberries—Plums	Beans—Beets	Pure Jams
Raspberries—Pears	Tomatoes	Blended Jams
Cherries—Peaches	Pumpkin	Compound Jams
Apples		

Fruits and Vegetables packed in enamel lined Sanitary Cans, Jams in Gold Lined Pails and Glass Jars.

Under Government Inspection.

Order through your wholesaler or write us direct for quotations.

SELLING AGENTS

Grimsby Brokerage Company

Food Products

106 BAY ST., TORONTO **PHONES AD. 5858-5859**

Representatives for Quebec Province, FORBES & SON, 291 ST. PAUL ST. W. MONTREAL

47 Ways To Serve PINK SALMON

ANY merchant with a stock of "Cascade" Pink Salmon need have little trouble in interesting his customers, and quickly selling out his entire stock. There are 47 really delightful ways of serving it, all different, and suitable to every pocket. Here is one of them. **TRY IT YOURSELF.**

Salmon en Casserole

Cook one cup of rice; when cold line baking dish. Take one can of salmon and flake, beat two eggs, one-third cup of milk, one tablespoonful of butter, pinch of salt, dash of paprika. Stir into the salmon lightly, cover lightly with rice. Steam one hour, serve with white sauce.

Show this to your customers. Suggest that they also try it. Another recipe will appear next week.

The good quality of any Brand is guaranteed which bears on its label the name of

B.C. Fishing & Packing Co., Limited
VANCOUVER, B.C.

CLARK'S
PORK AND BEANS

with Tomato, Chili or Plain Sauce

are

MADE IN CANADA
BY A STRICTLY CANADIAN COMPANY

but, Mr. Grocer, their most potent selling factor is

QUALITY

The highest quality hand-picked Beans, the very finest Sauces prepared in our own establishments from fresh Canadian grown materials, perfectly cooked and put up in attractive packages.

BESIDES, PRICES ARE ECONOMICAL TO YOUR CUSTOMER---PROFITABLE TO YOU

W. CLARK, LIMITED, MONTREAL

In Every Way Satisfied!

Read What Mr. Stagg, of Brockville, says

REGARDING HIS EUREKA EQUIPMENT

Brockville, Ont., March 1, 1921.

Dear Sirs:

We have now had your Eureka Refrigerator installed for a period of over six months and during that time have given same a thorough test as to refrigeration and keeping of perishable goods within, and **it is a pleasure for me to state that we are in every way absolutely satisfied** in every respect and wish to **thank you for attention given us at all times.**

Yours truly,

(Signed) FRED A. STAGG.

Mr. Stagg purchased from us 1 No. A7 Eureka Special Refrigerator, size 11' 0" front x 8' 0" deep x 10' 9" high with Panelwork

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THE SAME SERVICE, SATISFACTION AND ATTENTION TO DETAILS CAN BE GIVEN YOU

Write at once for free illustrated literature

Eureka Refrigerators **Eureka Freezer Counter Cases**

Eureka Refrigerator Counters

for every need

Eureka Refrigerator Co., Limited

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Export and Import Brokers

Evaporated Apples
Canned Goods
Beans, etc.

Established in 1902

Toronto, Canada

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Codes:
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A. B. C. 5th
Bentleys
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PURITY

Canadians Demand Pure Maple Products

You know from experience that the quick sale of Maple Syrup and Maple Sugar depends on its purity. Moreover the Canadian Government demands absolute purity in the merchandising of this national product if the name "Maple" is used on the container.

Every Government test has been successfully passed by

Old Colony Maple Syrup

"Old Colony" has that delicious, pure Maple flavor, which can be obtained only by using the first run of sap. As everyone handling Maple Syrup knows, qualities vary, and Old Colony is of the highest standard.

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Our Maple Sugar is the same stock as "Old Colony" Maple Syrup, only boiled to that exact degree where it becomes perfect Maple Sugar, with enough moisture retained to keep it from getting too hard and dry with age.

All orders given immediate attention.
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Limited

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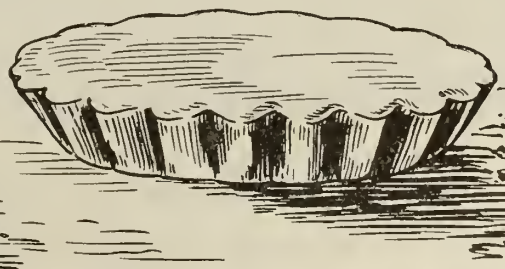
British Columbia
Johnston-Lieber Mercantile Co., Vancouver, B.C.

Quebec
A. Dumoulin & Co.,
1950 St. Denis St.,
Montreal, Que.

Maritime Provinces
Supplies Limited,
Kentville, N.S.



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Clean, bright merchandise, immaculate display counters and dustless floors are a real asset to your business. The regular use of Imperial Floor Dressing is the simplest and easiest way to attain such desirable results.

Imperial Floor Dressing does prevent dust from rising. It holds it to the floor where it can be conveniently swept up and entirely removed. As a cleaner and preservative for wood, linoleum or oil cloth, Imperial Floor Dressing is unequalled.

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Use Imperial Floor Dressing on your floors and display it prominently on your shelves. You can easily turn a good stock into profit. Ask the Imperial Oil salesman for a demonstration and be convinced.

IMPERIAL FLOOR DRESSING

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

A World-Standard for Quality

—and your customers appreciate that fact

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The Sauce of a Thousand Uses—

—Piquant
—Appetizing
—Wholesome
—Economical

The only Original "Worcestershire"

Imitated—Never equalled.

As much the mark of the epicure as brook trout, canvas backs and terrapin.

As Necessary as Salt in the Kitchen or on the Table

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Three Varieties:

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(Seeds Removed)

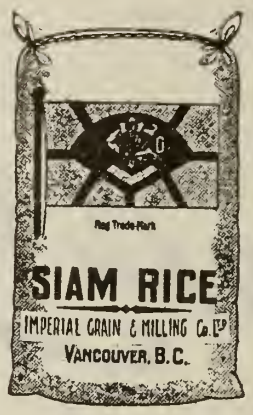
Sun-Maid
(Grown Without Seeds)

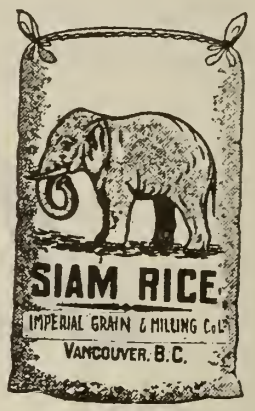
Sun-Maid Clusters
(On the Stem)

California Associated Raisin Co.
Membership 10,000 Growers
Fresno California

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



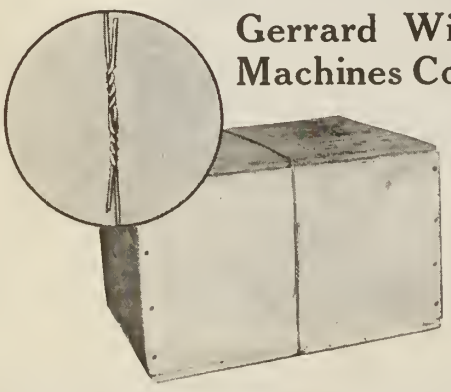


We are offering the best value in Rice on the Canadian market to-day.

At An Approximate Cost of One Cent

Greater Strength with Lighter Shook

In actual practice shippers have found that they can use a lighter shook, and by reinforcing with Gerrard Wire Strapping have a stronger package, practically eliminating pilferage, breakage and claims.



Gerrard Wire Tying Machines Co., Limited

Head Office: Hamilton

Branches: Montreal *and* Vancouver

BOXES AND CRATES

SUPPLIED BY

British Columbia Box Manufacturers

Combine Strength, Light Weight and Appearance

RAW MATERIALS, EQUIPMENT and SHIPPING FACILITIES equal to any demand.

Enquiries addressed to the Secretary

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Canadian Manufacturers' Association
VANCOUVER

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Telephone Seymour 4337
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Western Transfer & Storage, Ltd.
OFFICIAL CARTERS FOR
C.N.R., C.P.R., E.D. & B.C., Can. Central
G.T.P. and A. & G.W.
DISTRIBUTION—STORAGE—CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

A Cigar Maker or Tire Manufacturer May Market Seconds

But you don't want Second Grade Fish.

WALLACE'S is—
The Best Fish that can be caught, in the Best Way it can be packed.

WALLACE FISHERIES LIMITED
VANCOUVER

Certain Repeat Sales

Every trial order of these two incomparable products leads to steady, profitable repeat orders. You'll find them most satisfactory sellers and exceptionally profitable.

Look over your stock to-day and try a small order of these rapid sellers.

Get prices on our quality Split Peas, Pot and Pearl Barley.

Mills at:
Tillsonburg, Ayr, Galt and Stratford.

Warehouses:
Toronto, Ont.; St. John, N.B.; Halifax, N.S.
Head Office: Stratford, Ont.

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Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
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Geo. W. Griffiths & Co., Ltd.
246 Princess Street
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Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

The advertiser would like to know where you saw his ad.—tell him.

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co., Ltd.
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Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

GIBSON-PATERSON-BROWN LIMITED
Grocery Brokers and Manufacturers' Agents
WINNIPEG : CALGARY : VANCOUVER

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

On Product Marketing

Our organization offers manufacturers and jobbers every facility necessary to the successful marketing of their product.

Our chain of six large warehouses, from Winnipeg to Vancouver, our staffs of salesmen daily calling on the trade and the whole "make-up" of this organization will be at your service every moment of the day when you enlist our services.

Let us show you.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

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WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Exceilent Track facilities. The Western House for SERVICE.

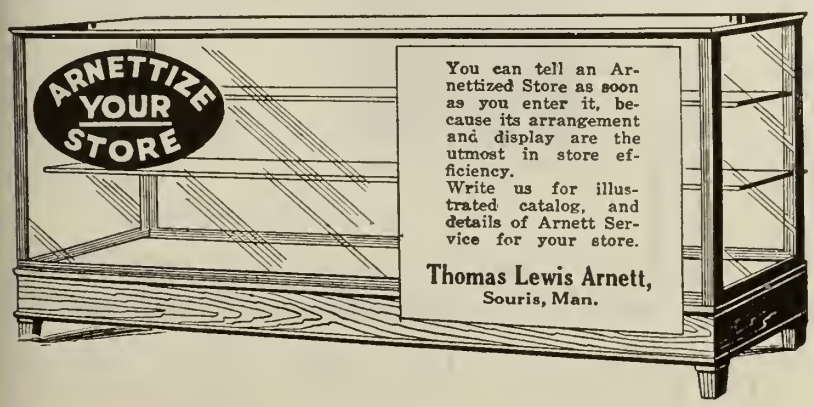
Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION



You can tell an Arnettized Store as soon as you enter it, because its arrangement and display are the utmost in store efficiency.
Write us for illustrated catalog, and details of Arnett Service for your store.

Thomas Lewis Arnett,
Souris, Man.

When Writing to Advertisers Kindly Mention This Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

DETAIL WORK

To the manufacturer who is looking for an efficient Western House to represent him, this Company cannot be excelled in efficiency, reliability and result-getting.

Fourteen Salesmen

Ten of our salesmen do retail selling exclusively, and four others work among the wholesale trade.

We can put your line on the market.

Scott-Bathgate Co., Ltd.,
149 Notre Dame Ave. E.
Winnipeg

The Home of the Scott-Bathgate Co., Ltd.

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

Thompson's Sealed Salted Peanuts

Packed in drum-shaped packages to retail at 5 cents. Forty packages to a carton. 22 cartons to a case.

Order from your jobber To-day

"Nifty Brand" whole blanched Jumbos, in 5 lb. tins, with envelopes. Packed in Canada by

A. E. THOMPSON
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G. B. THOMPSON & CO., *Western Distributers, Winnipeg*
Eastern Representative: **Walter S. Bayley, 20 Front St. E., Toronto, Ont**

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Water-Glass
Castor Oil
Glycerine
Sewing Machine Oil
Carbolic Acid (10%)
Ink, Mucilage

Order from your jobber or write us

RELIANCE INK CO., LTD., WINNIPEG

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Manufacturers' Agents
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Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. Toronto.
Concentrated representation within the Province of Ontario

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
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TORONTO

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Brokers, Importers and Exporters
Manufacturers' Agents
GROCERS, CONFECTIONERS and DRUG SPECIALTIES
Montreal Winnipeg
WE COVER CANADA — LOGGIE, SONS & CO.
32 Front TORONTO St. West CANADA

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

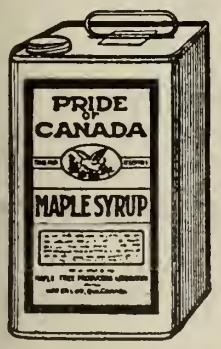
JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
REPRESENTING
J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
Correspondence Solicited Agencies Wanted
LAING BUILDING, WINDSOR, ONT.

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Grocer, Biscuits, Confectionery and Drug Specialties.
Distributing and Forwarding.
275-277-279 King Street West, Toronto.
Reliable representation. Centrally located.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

H. C. BRENNAN
Grocery Broker and Manufacturers' Agent
Booth Bldg. Ottawa, Canada

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed



PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Easter Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST. W., MONTREAL

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Kindly Mention this Paper

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For the Maritime Provinces.
Food Products, Grocers' Supplies, etc.
Representatives calling on the Wholesale and Retail Trade.
Correspondence Solicited.
Eastern Distributing Company
Manufacturers' Agents and Commission Brokers
New Glasgow, N. S.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA.

GAETZ & CO.

MANUFACTURERS' AGENTS AND GROCERY BROKERS

640 Barrington Street, Halifax, N.S.

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Manufacturers' Agent and Commission Broker

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Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections

18 Dalhousie Street, QUEBEC

AGENCIES WANTED

We are open to market several good lines of food products.
Manufacturers interested in securing distribution — we invite correspondence.
We work the Retail and Wholesale Trade.

THE VLIT MANUFACTURING CO., LIMITED
R.C Hannan, Manager (formerly with Lipton's). Montrea

ALBERT DUNN

Commission Merchant

QUEBEC, P.Q.

PEAS WANTED

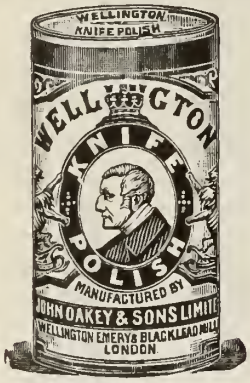
Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.

Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

LET CANADIAN GROCER Sell It For You.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

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Sankey and Mason, 839 Beatty Street Vancouver

California Raisins of all kinds.
Gosse-Millerd (Vancouver Pack) Canned Salmon in Sockeye, Cohoe, and other brands.
Also all pickled and frozen Trout and Herring.

LEMON BROS.

OWEN SOUND - ONTARIO

Maple

OTTAWA - 1900 - PARIS

"Highest awards in all countries for past 90 years including 1919"

"Your firm has been recommended to us by Lord Strathcona."

"The name SMALL is standard for Maple quality, and price past 90 years. Advertised in street cars and leading farm and home papers. Stocked by jobbers world over."

C. A. MANN COMPANY

Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry

Special Attention to Grocers' Orders.
Satisfaction Assured.

LONDON, ONTARIO
Phone 1577

The Publisher's Page

TORONTO MARCH 11, 1921

AS ONE BUSINESS MAN TO ANOTHER

The aim of the MacLean Publishing Company is to give our readers the finest type of editorial service—the best market service and the most up-to-date methods and ideas as aids to better merchandising.

We are confident you will want to renew your subscription for 1921—for, as many men have expressed it in renewing, they would not want to continue in business if the market information of MacLean business newspapers were not available.

Every dollar saved in renewing subscriptions means just one dollar more that we can devote to bettering our editorial and market services. The large majority of merchants realize this and when they do not renew promptly—it is due to an oversight. We feel in bringing the plain facts to their attention they will not, in their own interests, permit us to waste money in persuading them to renew when they intend doing so from the first.

In the present indefinite state of markets and prices you will not wish to be without a single issue — which will happen if you do not renew promptly.

If you will help us in this way we can serve you better and to serve our readers better is the daily effort of every member of our staff.

Renew promptly in your own interest.

The MacLean Publishing Co., Limited

Trade Newspaper Division

Publishers of the following Specialized Business Papers:

DRY GOODS REVIEW	DRUGGISTS' WEEKLY
MEN'S WEAR REVIEW	CANADIAN GROCER
BOOKSELLER & STATIONER	HARDWARE & METAL
SANITARY ENGINEER	THE FINANCIAL POST

"Member Audit Bureau Circulations"
"Member Associated Business Papers"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV. TORONTO, MARCH 11, 1921 No. 10

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H. V. TYRRELL, *General Manager*

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Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1886.

CANADIAN GROCER

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C. M. MUTCH, Toronto and Hamilton Representative.
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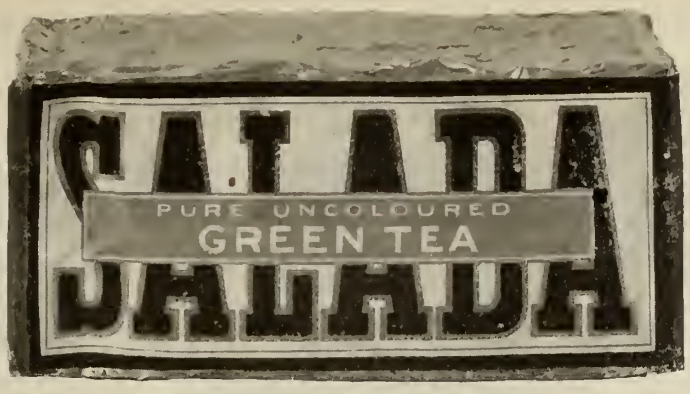
GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway, Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401, Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $5 a year; single copies, 15 cents. Invariably in advance.



Do You Sell Japans?

If so, it would be a real service to your customers to introduce SALADA GREEN TEA to their notice. However confirmed they may be in the use of Japans or China Greens, there is not one who would fail to realize instantly the superb quality and distinctive flavor of SALADA GREEN TEA. Send us a postcard for a sample. A test will prove what we say and explain to you the extraordinary increase in the sales of SALADA GREEN TEA. Address 'Salada, Toronto' or 'Salada, Montreal'

Put in a trial order and send us a list of your Japan Tea customers — we will mail them samples which will start the demand *at your store.*

Salada Green Tea *(Superior to any Japan Tea)*

BROWN LABEL, 1's 45c, retails for 55c
" " ½'s 46c, retails for 56c

Freight prepaid on 60 lbs. or may be ordered with Black or Mixed Tea to make up that amount

---

SALES PADS

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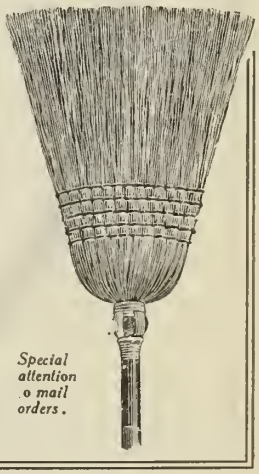

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¼ Oil Sardines
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Herring in Tomato Sauce

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Black's Harbour, N. B.

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Take your merchant into your confidence through his business newspaper. He is the actual outpost of industry—the ultimate salesman to the buying public. If he prospers you prosper. It will pay you to help him build his business.

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The MacLean Publishing Company, Ltd.

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Every good grocer should stock these proven "sellers"

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Currants, Seeded Raisins, Seedless Raisins, Muscatels, 1919-20; Sultanas, Valencia, Table Raisins.
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CANADIAN GROCER

VOL. XXXV. TORONTO, MARCH 11, 1921 No. 10

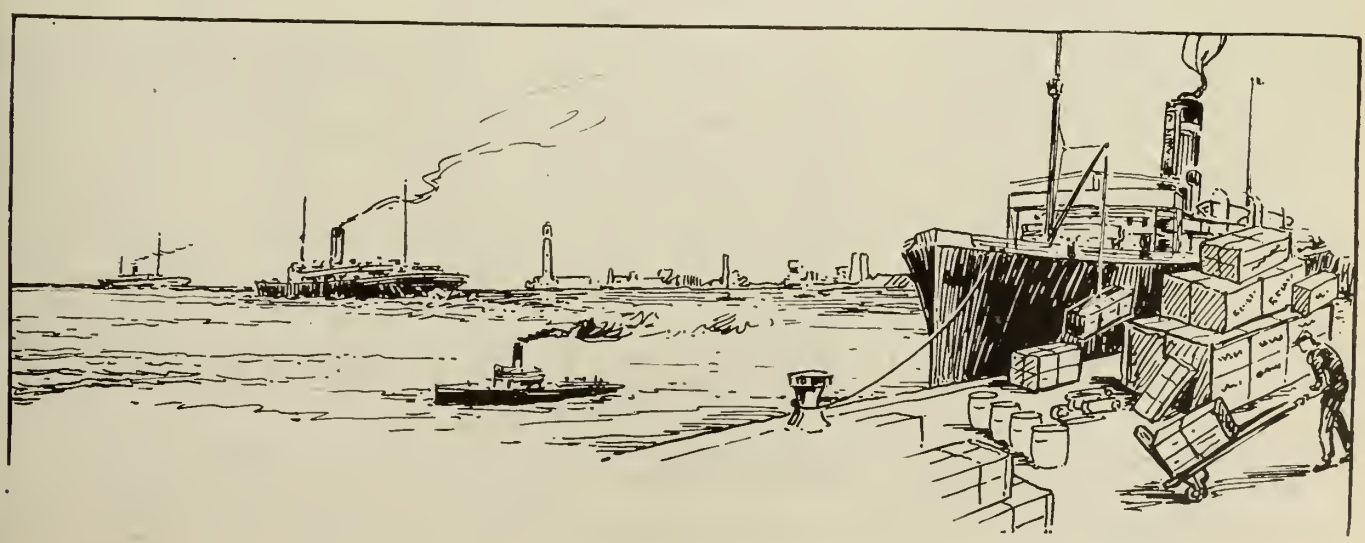
Enormous Expansion in Food Exports

Comparisons of Totals for Nine Months Ending December, 1920, With Corresponding Period in 1910, Show Tremendous Increases in Exports of Foodstuffs From Canada—Some Interesting Figures

CANADA'S export trade in foodstuffs has expanded at an enormous rate in the past ten years. Apart altogether from the abnormal demand for foodstuffs from Great Britain and European countries during the period of the war, comparing the year 1910 with 1920, the latter shows a tremendous increase over the former. Last year the export demand for goods was not so abnormal of course as in the months of the war, and during the time that Canada had thousands of her men overseas. Consequently the period under review, that is the nine months ending December 1920, compares with the same period in 1910, on a basis nearer what might be termed normal than any period since the opening of hostilities in 1914. Certain commodities have of course not been sent out of the country in these last nine months of 1920 in anything like the proportion that they were in the years immediately preceding, but the large gains made indicate that Canada has greatly enlarged her export business and established it on a permanent basis. Canadian manufacturers are in the export markets to stay, and they do not contemplate letting trade of this kind, that, in many instances, primarily developed out of the great European conflict, slip out of their hands. Canadian manufactured foodstuffs have become established in the British and European markets, and their reputation has become sufficiently popular to guarantee a growing demand.

Heavy Increase in Canned Milk

Comparisons of figures for the period ending December, 1910, with the same period in 1920 are interesting, the gains, in practically every instance, being several times greater. Condensed and canned milk and cream, for example, were exported in this period in 1920 to the extent of $6,997,697, as compared with $395,551 in the corresponding period of 1910. Canada's trade in this regard, has, as is evident from these figures, increased tremendously, developing a trade that ten years ago was only in its infancy. Canada's apples have always been in great demand in the Old Country, and the heavy apple crop in the Dominion last year resulted in increased shipments, figures for the nine months' period totalling $4,742,189, as against $1,113,008, in the same months in 1910. Over a million dollars' worth of dried apples also went out of the country last year, the exact total being $1,531,892 as against $125,521 in 1910. Berries of all kinds were exported to the amount of $371,884 last year, as against $92,821 in 1910. Comparative amounts for canned and preserved fruits in



1920 and 1910 are respectively $607,447 and $179,769, representing a very considerable gain last year.

Four Times Greater

A very heavy increase is shown in the figures for flour, the export trade in this commodity being more than four times as much as in the corresponding period in 1910. Of course, it is generally known the demand for flour overseas during the war was excessive, but this abnormal inquiry fell away last year, and now wheat is being exported to the elimination of flour. In spite of this fact, however, last year in the nine months ending December, Canada exported wheat flour to the extent of $46,111,590, as compared with $10,170,120 in 1910. On the other hand, it seems that cereals of the manufactured kind had a bigger market in 1910 than in 1920, the total in the first mentioned period amounting to $1,302,874, compared with $632,948 in 1920. Potatoes filled a large export order for Canada, the total for the nine months under review running over eight million dollars, the exact figures being $8,851,086. In 1910, the total for the same period was $556,722. Canned vegetables were not heavily exported last year, the amount being $348,407, as compared with $28,016 in 1910.

In the provision markets of the Old Country, Canada's products have an enviable reputation. Cheese takes first place with a total of $33,707,317, for these nine months last year as against $19,186,399 in 1910. Next come bacon and hams with an export of $23,319,104 in 1920, as compared with $5,658,869 in 1910. Butter was exported to the amount of $4,491,055 as against $685,458, eggs, $3,670,643, as compared with $23,613, lard $358,262 as against $24,577, beef $7,196,208, as against $77,694, and honey $7,733 as compared with $862.

Canada's total fish exports in the nine months under review totalled $26,689,711 as against $12,136,339 in the same period of 1910.

Exporting Macaroni

Two commodities in the way of foodstuffs that were not exported from Canada in 1910, and that last year, and the years of the war, found a very large account overseas, are macaroni and confectionery. Macaroni, spaghetti, and vermicelli were not manufactured on this side before the war to any large extent. Export in 1920, nine months, totalled $180,703. Exports of confectionery in this period totalled $1,120,117. Canada's export of sugar amounted to $11,809,753, and in the period in 1910 was only $48,243.

NEW PURE FOOD BUILDING

Toronto.—Space is being rapidly reserved in the new Pure Food Building to be erected this year on the Canadian National Exhibition grounds. Firms that have used the old Manufacturers' Building are reserving space in the new one and several firms that have not used space in recent years have arranged to go in.

The Food Products Association is taking the matter of space reservation up with the various exhibitors. The allotment of the space will later be taken up by the individual firms with the Exhibition Board.

The Food Products Association have selected the following as a Building Committee to assist the architects when necessary: H. N. Cowan, president the Cowan Co.; Joseph Ruddy, vice-president Canada Starch Co.; Charles Edmonds, general manager Christie, Brown Co., and Brig.-General Gunn, president Gunns Limited.

The City Council is looking forward to calling for tenders for the erection of the new building within the near future.

SWEET POTATO CROP SPOILED

Although Alabama produced 13,000,000 bushels of sweet potatoes in 1920, only 400 cars were shipped out of the state as a large portion of the crop was lost through improper storing. The second largest sweet potato producing state in the Union, Tennessee, produced 4,000,000 bushels, but shipped 1,100 cars.

Better Export Demand for the Cheaper Salmons

Vancouver.—(Special.) — Fred Gosse, of Harry Hall & Co., Ltd., states that the export demand for lower-priced canned salmon is steadily improving, satisfactory shipments having been made recently. The improvement in exchange has been a factor in this. "In Canada," says Mr. Gosse, "the stocks of sockeye, cohoes and red springs are very low in 1-lb. tins, and there is no sockeye in halves to be had at all." The Canadian demand is developing also.

COMPARISON OF PRICES IN GROCERY COMMODITIES 1918-1921

Canadian Grocer is in receipt of a wire from a subscriber requesting comparison of prices of grocery commodities during the past four years. According to Canadian Grocer files, the following are the prices on March 1st of each year:

	1918	1919	1920	1921
Gran. sugar, Montreal basis	- 8.40	- 9.95	-16.50	-10.50
Tea, broken Pekoe	0.46- 0.48	0.56- 0.58	0.56- 0.64	0.50- 0.64
Coffee, Java	0.33- 0.40	- 0.45	0.51- 0.52	0.51- 0.53
Beans, hand-picked, bus.	- 9.25	- 4.50	- 6.00	- 3.25
Flour, 1st Patents, bbl.	+11.10-	+11.25-	+11.70-	-10.70
Rolled oats, per bag 90 lbs.	- 6.00	- 4.00	- 5.60	- 3.50
Cornstarch, No. 1	- 0.11	- 0.11	- 0.12	- 0.09½
Laundry starch	- 0.11	- 0.11¼	- 0.10¼	- 0.09¼
Sockeye salmon, 1s, doz.	4.00- 4.50	- 4.50	- 4.75	5.60- 5.80
Tomatoes, 2½s, doz.	2.60- 2.75	- 1.75	- 1.95	- 1.72½
Peas, standard	1.90- 2.25	1.50- 1.95	2.25- 2.50	- 1.65
Corn	2.40- 2.50	- 2.35	1.75- 2.10	1.45- 1.60
Tapioca, lb.	- 0.14½	- 0.13	- 0.14½	- 0.07½
Strawberry Jam, 4s, each	0.83- 0.90	1.08- 1.10	- 1.30	0.85- 1.00
Raspberry Jam, 4s, each	0.83- 0.90	0.98- 1.10	- 1.30	0.85- 1.00
Breakfast bacon	0.38- 0.40	0.38- 0.40	0.40- 0.45	0.38- 0.47

+Government standard flour.

These prices are Toronto basis, with the exception of sugar, which is F.O.B. Montreal.

Correct Packing is Chief Factor

A Thorough Understanding of Proper and Efficient Packing is Essential for the Successful Promotion of an Export Trade—How to Proceed in Exporting to British and Foreign Ports

THE question of the proper procedure to pursue in exporting to British or foreign ports very often baffles the Canadian manufacturer who has an opportunity to engage in export trade and who has not done much in this regard. In order that this information might be secured first-hand, a Canadian Grocer representative interviewed officials of some of the steamship companies. Inquiries from foreign countries indicate that many Canadian manufacturers have an opportunity to enlarge their export business and the correct method in packing and shipping goods in trade of this kind is very important, much depending, particularly in first shipments, on the care taken.

Consult Transportation Companies

The first step to be taken is to get in touch with the foreign department of the transportation company, giving the number of packages and the nature of the commodity, specifying measurements, weights and the destination. The carrying company then arranges for ocean space, providing permits for the same. These permits are furnished in sufficient time to enable the goods to arrive at the seaboard in order to connect with the specified date of sailing. In no case, however, shall an agent guarantee that property will clear on a particular steamer or date. When large shipments have been booked for clearance over a specified period, permits only will be supplied by foreign freight department at Montreal, when confirmation is received from the steamship company interested that space has been reserved on certain vessels. The permit indicates quantities which must be shipped out between specified dates.

Packing Most Important

In the various factors entering into an export business, the one of packing and shipping is particularly important. Exporters in all countries have sustained substantial losses, both in the way of goods and also in repeat orders, through careless and improper packing. When goods arrive in a damaged condition, it often necessitates lengthy adjustments, resulting in loss of market. It also creates dissatisfaction and may give the importer opportunity of refusing to accept the goods. Complications of a difficult character can often arise from lack of proper packing, and complications and adjustments of any kind, in an export business, are usually expensive.

In the consideration of correct packing first thing to have in mind is safety. Exporters should consider the additional handling by forwarders, and endeavor to visualize what the case must go through, before arriving at the importer's warehouse. The exporter must guard against all the hazards of domestic shipping, and be assured of the strength of the case or container to protect the goods against the considerably increased handling of ocean shipping and the by no means gentle handling of stevedores, when loading or discharging the ship. Cargo pressure must also be considered, that is pressure that is the result of rough sailing. Messages of advice printed on the cases, such as "handle with care," "use no hooks," etc., might as a general rule be omitted because little attention is given to them.

Loading the Ship

Cases are usually loaded aboard ship in slings, and hoisted aboard with the aid of a steam winch, when the winch takes up the sling, the cases are rolled into a bundle. Considerable pressure is thus exerted on all the cases—particularly the outter ones.

The sling is brought over the hatch, prior to lowering away into the ship's hold, and it is not an unknown thing that this lowering process sometimes becomes a dropping process. Consequently, it is evident the care that must be taken in packing. The case that can stand these operations both in loading and discharging must of a necessity be a sound one.

A shipping case can, however, be unnecessarily strong, and if so will consequently increase ocean freight charges. Ocean freight rates are made up on a weight or measurement basis, ship's option. By ship's option, the steamship companies make their calculations based on 42 cubic feet to the ton. If the goods are light and take more than 42 cubic feet to the ton, they may on their own option charge on a measurement basis. If the goods are heavy and less than 42 cubic feet to the ton, the charges may be fixed on a weight basis. Unnecessary weight in a case is then to be avoided.

Proper Packing Builds Trade

In England it is the custom, particularly in piece goods, to have the goods prepared by professional export packers, who make a business of it. Proper packing has helped to build up England's tremendous export trade. In Canada, perhaps, it is not possible to engage professional packers, but if Canada's export business is to expand greater care must be given to this important feature.

Experience will teach the exporter the proper and the most economical size of case, both for efficient handling and minimum freight rates. A thorough knowledge and a better understanding of the packing and shipping problem is to-day absolutely necessary to the successful growth of a Canadian export trade.

HOW CANADIAN EXPORTERS CAN PROFIT FROM THE EXAMPLE OF ENGLISH PACKING

DISCUSSING with a large importer of British and foreign foodstuffs the question of correct packing of export shipments, in order to insure safe delivery, a representative of Canadian Grocer was told that the Canadian exporter could profit a great deal by following the example of Old Country shippers. "We scarcely have any consignments from England that do not arrive in perfect condition," he said. "The English shipper has made a study of this important factor, with the result that the best methods in packing goods have been adopted. Importing, as we do, a great many lines that come to us in bottles, we never have any trouble. These goods come in either cases or casks. The cases are packed four dozen to the case, and the casks twelve dozen to the cask.

"Domestic packers have very often used a very thin wood, with results, in a great many cases rather disastrous. A thin wood will not stand the rehandling, and shippers on this side have learned or must learn that the strongest possible cases or casks must be used for overseas delivery. In addition to the cases and casks arriving from the Old Country being of the strongest wood, they are all very strongly coopered.

"Particular care of course must be given to lines that are affected by climate, and the attention that is given to goods of this character, means everything in the delivery of them in first-class shape. Canadian exporters can learn a good deal from the way Old Country goods are shipped, and are well advised to follow them as completely as possible."

Selling in Mediterranean Countries

W. McL. Clarke, Canadian Trade Commissioner, Tells Canadian Exporters Some Points to Observe if They Want to do Business in the Mediterranean—Must Use the Language of the Countries

By Staff Correspondent of Canadian Grocer

VANCOUVER, March 7.—A representative of Canadian Grocer interviewed W. McL. Clarke, Canadian Trade Commissioner, while he was in Vancouver. Discussing trade possibilities, the Trade Commissioner said:

"As the market in Mediterranean countries is not unlimited, and competition is very keen, it becomes necessary for our manufacturers who wish to export to go about their business in a more systematic way than they have done to date.

"It must be remembered," he said, "that Germany, Great Britain and Italy had the Mediterranean trade almost exclusively to themselves before the war, and the Canadian and United States merchants were looked upon as newcomers without experience by the importers generally. Up to date, I must frankly state, our Canadian exporters have not done a great deal to remove this impression. Letters to Levantine houses are seldom written in the language of the foreign buyer, not even in French, which is the language of commerce in the Levant generally. Furthermore, prices are not quoted in the metric system of weights and measures, notwithstanding the fact that the metric system is in universal use throughout Europe.

Must Use Proper Method

"If Canada is to seriously consider the question of building up export business," stated Mr. Clarke, "it will be imperative to use either the particular language spoken by the merchant addressed, or at least use French, which is the universal commercial language for practically all parts of Europe."

Mr. Clarke related one experience of the kind of attitude that will not build up foreign business. One salesman from this continent mentioned to him that he would in all probability remain in the Levant for five years for his firm, but wouldn't learn their —— language, further volunteering the statement, "If they want to buy from me, they'll have to talk Yoo-nited States."

Tact, Courtesy and Salesmanship

During the war and following the war Canada and the United States got a lot of business that ordinarily would have gone elsewhere. There were some exporters who gathered an entirely erroneous opinion of the hold they had on the markets, and with conditions approaching the normal those foreign buyers who were treated in a high-handed manner will revert to their old connections as early as possible. It will take tact, courtesy, and salesmanship to hold any advance made during the unsettled period just passed. Mr. Clarke further stated that quotations to Mediterranean countries should be in metric weights and measures, should be made c.i.f. foreign port to which the goods would be consigned, and the date of delivery should be given and most religiously observed.

Send Investigators

Unless these points receive the attention they merit, Mr. Clarke states that there is a slim possibility of Canada retaining the large business which has been built up between this country and Italy, Greece, Spain and Egypt. The commissioner also emphasizes the necessity of sending investigators to personally look over the ground before a serious attempt is made to enter the market.

Window Display of Sugar Increases Sales in Montreal Store

Assertion That Sugar is Too Much a Staple Article to Mean Anything in a Display is Proved a Fallacy—How One Merchant Displayed it

MONTREAL.—(Special.)—To the layman it may seem surprising that a window dressed with nothing but sugar, in its various packages, would noticeably increase the sale of this line, which is one of the every-day requirements of every household. But the merchant knows its selling power even on such a staple line. This has been shown to be the case by one of the Montreal grocers, who has for the last two weeks had his large window dressed solely with sugar.

A pyramid of sugar cartons is built up at the rear of the window and in front of this is a large framed and colored picture of one of the refineries. Many cartons are spread out on purple and orange crepe paper and around the front of the window are small piles of sugar, each with a card naming the grade of the sugar. The lighting is done by four stand-lamps, each with frosted globes, which bear the trade mark of the sugar displayed. At night the four lamps blink alternately, and so attract the attention of the passersby.

In speaking of the success of this display the manager of this store said to a Canadian Grocer representative:

"The mere fact that we have a striking display of sugar in our window has noticeably increased the sales of what is generally regarded as a line so stable that no effort to increase sales would pay. However, some people are so forgetful that they need to fall over a thing before they see it or remember it, and so we have noticed not once or twice, but many times during the last week that customers come in, give their orders and are just about to go out when they notice the window, and say, 'Oh, sugar! I need sugar. Send me some with that order.' If it hadn't been for the display that customer would have got home before she remembered that she needed sugar and if some corner grocery did not get the sale would have at least had to make a special trip for the sugar that should have gone with the first order. We have noticed this repeatedly lately and also noticed that we have sold more sugar, particularly in package lots, and also increased sales of tea-blocks. A thing like that makes the grocer ask himself the question if there are not great possibilities in increasing the sales of lines that are thought to be too well established to be made a feature. One thing is very evident, that it pays to feature one line at a time when dressing a window."

Sales Increased by One-Third

Canadian Grocer was informed that during the two weeks that this grocer featured sugar, he sold a third as much more sugar than he had done in the two weeks previous. It seems that the very fact that the sugar was there and forced the customers to think of sugar when they entered the store was responsible for the bigger sales. It is not that it increased the demand for sugar or its consumption, but it simply took advantage of every opportunity for a sale of sugar. The same might be said of almost any line that is well known and in common use.

Easter Is The Season to Make A Special Window Display

A forceful spring window display. Lilies help to carry out the Easter spirit.

WITH possibly the exception of the Christmas season, Easter is the retail grocer's best opportunity for pushing the sales on practically every line of foodstuff.

To many people Easter Sunday is considered a day of feasting in much the same manner as Christmas day, and for that reason they are open to make purchases on almost any article of food when it is placed before them in an attractive manner.

Window displays at this season can be made very striking and profitable as practically all lines can be featured. Fresh fruits and vegetables are just arriving, both imported and domestic hot-house. Then there are olives, fruits in cans and glass, table raisins and nuts. No table is considered without a salad of some kind; suggest canned chicken, lobster, tuna fish, canned pineapple, etc. The suggestion of something for a salad will instantly bring to mind a bottle of salad dressing or the ingredients to make it. Then of course there is bacon and ham and eggs which are always associated with the Easter season.

Many merchants make a sideline of flowers and have proven to themselves that it is indeed a profitable one. Other merchants do not handle flowers as a regular line, but at Easter always put in a stock of lilies, these not only form a source of revenue but add greatly to the decoration of the store and windows.

With Easter two weeks away it is not too early for the merchant to lay his selling plans for the biggest season on record.

"The Retailer Has Himself to Blame"

No Justification for the Merchant's Complaint That the Manufacturer Does Not Allow Him Sufficient Profit, According to Hutchinson & Foster, Alliston, Ont.—Should Have a Fair Profit for a Day's Work

"THE retail grocer has himself to blame when he complains that the manufacturer does not allow him sufficient profit," stated J. A. Hutchinson, of Hutchinson and Foster, retail grocers, Alliston, Ont., to a Canadian Grocer representative. "It is the usual custom among grocers to keep the selling price of an article down to almost a bare living margin and when a manufacturer or wholesaler gives a special discount or price, many retailers figure immediately it is a good opportunity to cut the price to their customers. The manufacturer naturally wishes to have his product sold at a uniform price, so he figures that as many retailers cannot be depended on to sell at the price that the manufacturer sets, he takes most of the profit and sells to the merchant at a price that will keep him from cutting, and allow him just a bare living profit."

A Fair Profit for a Day's Work

Mr. Hutchinson believes in getting a fair profit for a day's work and if a manufacturer gives an extra discount, that discount should be considered an addition to his income and not used as a leverage to obtain customers from other stores. "Mark all goods on a fair margin of profit, sell quality goods and give the customers good service and it will not be necessary to cut prices in order to get business.

"Another thing," continued Mr. Hutchinson, "a merchant must know his average profit every week if he is to lay up any savings. A profit must be made on every article sold, and the total average profit on all sales must be known every week. There is no use in saying that I can sell a little less this week and expect to make it up next week, because it can't be done. The profit on the rapid selling of staple lines is so narrow that no one line can bear the share of overhead that another line should carry."

Figuring the Gross Margin

The method of getting at the average gross margin on the selling price as adopted by Hutchinson and Foster is very interesting and simple. A book is ruled with several columns, in which are entered all purchases. The first column to the left is the date of purchase, next from whom purchased, number of invoice, amount of invoice, when paid, how paid (draft, cheque or cash), name of article, freight, gross cost, selling price, gross margin and per cent. of profit on selling price. For example, a shipment of biscuits is received. The total amount of the invoice is $20.71. These goods when sold should bring $22.05. To this amount is added the charge for empties, but as these empties represent an investment upon which no profit is made, the charge for the empties, which in this case was $3.80, is added to the total selling price of the invoice, which makes a total of $25.55, the total amount which must be received for the biscuits. Subtracting the amount of the invoice from the total selling price leaves a gross margin of $4.84 or a gross margin of 18 per cent. on the selling price.

Allowing for Shrinkage

In figuring the total selling price, Mr. Hutchinson pointed out that if there is a possibility for shrinkage it must be allowed. For instance, on biscuits he receives a discount of two per cent. This amount he figures takes care of the breakage and it is not taken into account when figuring the selling cost. On cheese he figures there is a shrinkage of three pounds on a whole cheese in the cutting and in slicing bacon and cooked meats, he figures it adds two cents per pound to the cost.

For recapitulation, Hutchinson and Foster have another book ruled in columns as follows:

Date, amount received on account, cash sales, total cash for the day, credit sales, total sales, paid out for merchandise, salaries, light and heat, sundries, total paid out, sales for week, total sales for year to date and average daily sales.

A Daily Record

Each page in the book represents one month's business and the total of each column is carried forward to the beginning of the next month. A record such as this shows the firm at the end of each day a complete record of the day's business and for the year up to date.

"If a merchant is careful in his mark-up and keeps a correct record of all his business transactions, I cannot see how he can fail to make money. Of course, if he has a large stock at the present time when the market is falling, he is sure to lose money; but for our own part, we have been keeping stocks as low as possible for some months and are now in a position to follow the prices downward," concluded Mr. Hutchinson.

Amendment Is Made to Foods And Drug Act

According to a recent order-in-council an amendment has been made to the Food and Drugs Act. The amendment is in regard to the regulation in the act providing that foods shall be deemed misbranded, if, in package form, sealed by the manufacturer or producer, they do not contain on the outside of the package the name and address of the manufacturer or producer and correct particulars re the contents in terms of weight, measure or number, when the package and contents exceed two ounces. The amendment states:

"The Governor-General in Council, on the recommendation of the Minister of Health, is pleased to make the following regulation: the operation of sub-section F, section 5, of the Food and Drugs Act, 1920, is hereby deferred to the first day of January, 1922."

Protests were made by certain manufacturers of soft drinks and bottled waters, and the amendment is the result of their representations.

Date 1921		From Whom Purchased	No. of Invoice	When Paid	How Paid	Articles	Gross Cost	Selling Price	Gross Margin	Per cent Selling Price
Feby	2	Smith Biscuit Co	264	Mch.	Draft	Biscuits	20 71	25 55	4 84	18

Illustrating how Hutchinson & Foster, Alliston, Ont., keep a record of their invoices and figure margin of profits.

Indian Government Should Reciprocate

Considerable Opposition is Heard Against the Export Tax on Tea Imposed by the Indian Government—Letter of a Representative of Western Grocers Ltd., Vancouver, Opens Bombardment

VANCOUVER.—(Special.)—A letter written by Mr. McLean, of the Western Grocers, Limited, Vancouver, to the Indian Planters' Gazette of Calcutta seems to have been the opening gun for a bombardment against the export tax on tea imposed by the Indian Government. The letter follows:

Dear Sir:—

In reading over your editorials of May 15th, in which ways and means of stimulating trade for Indian teas are discussed, you very justly pointed out that inasmuch as Great Britain and Canada had made a preference in favor of British-grown teas that other British possessions should follow suit in like manner.

It has just occurred to the writer, whose firm handles several thousand chests of India tea each year, that it is not out of order to suggest that your Indian Tea Association look into the matter of the present export duty of 1 rupee 8 annas per hundred pounds. Inasmuch as Canada has made a preferential tariff in favor of British-grown teas, the export duty on Indians should be reduced to those countries giving a preference to British-grown teas.

The Customs duty on teas in Canada at the present time is 7 cents per pound on British-grown teas, and 10 cents per pound on Javas, Japans and China teas. This is already having the effect of practically keeping Javas out of this market, as their prices would have to be three cents per pound, grade for grade, under Indians and Ceylons to permit them to compete.

If India and Japan were to reduce their export duties to Canada in like manner it would still further tend to absolutely close Javas out of this market.

This is certainly a question worthy of the consideration of your Indian Tea Association.

Thanking you for space,

Yours respectfully,

TEA DEPARTMENT,
Western Grocers, Limited.

After publication of this letter various other firms took up the question of more reciprocity between the Indian Government and the Canadian Government. In answer to one of these the Gazette writes editorially:

A Countervailing Duty

"It can not be very gratifying to the Canadian Government that the Government of India should offset this preference by exacting an export tax which can only be regarded as a countervailing duty. A Canadian statesman might reasonably look on the question in this way. For the benefit of an Empire-grown product Canada is sacrificing revenue to the extent of three cents a pound on tea imported to the Dominion and the Indian and Ceylon Governments take advantage of this and appropriate part of the revenue sacrificed by Canada by levying a countervailing export duty. Thus Java, China and Japan teas obtain a certain amount of compensation for the higher Canadian duty, and the sacrifice of revenue made by Canada is in part rendered nugatory. Fiscally this Indian policy is indefensibly wrong.

Needs Concessions

"It is notorious that never before in its history has Indian tea so urgently needed all the advantage that can be secured for it in competition with foreign grown tea and it is getting that advantage from the British and Canadian Governments—yet the Governments of India and Ceylon in the countries of production pursue exactly the opposite policies. If the full duties were imposed on all Canadian imports, the amount of tea imported into Canada would not fall off. The change would simply be that less British grown tea and more Javas, Chinas and Japans would be imported. This is a matter that affects the Indian and Ceylon Governments, not the British and Canadian Governments. The Indian and Ceylon Governments have no right to profit by the sacrifices made by other British Governments. In justice, the export tax should be abolished all round; failing that, it should at least be abolished to those British countries that give us a preference."

Reducing Production

The reports from India and Ceylon indicate that if the present tea prices continue a great number of tea plantations will be in the hands of receivers. The India Tea Association is giving serious consideration to the future prospects. They are planning at least 20 per cent. reductions in the production of teas. If through a series of conditions to which the Indian Government contributes, the tea planters are thrown into bankruptcy, there will not be any export teas to tax after a while.

CANADIAN GOODS WANTED

That there are possibilities for export trade with the United Kingdom is shown by a letter just received by Canadian Grocer from a prominent importer in Lancashire, England, in regard to food products. "I am desirous," he says, "of obtaining exclusive agencies for the United Kingdom of Canadian canned fruit, vegetables and fish, confectionery or any other commodities that would be suitable to the grocery, provision and confectionery trade."

Where Does the Publisher Get Off?

His Rights Are Seldom Respected in the Matter of Contracts—Expected to Reduce His Rates and Give Better Service at the Same Time—Time That the Space-Buyer Played Fair With Press

LAST May there was a director's meeting called by one of the leading farm paper publishers. The record of business booked was submitted. It showed a splendid volume of advertising lined up for 1921, in fact, it was one hundred and two per cent. better than ever before.

The president addressed the meeting as follows:

"Boys, now that they are coming our way, we should do the things that are necessary to put this paper so thoroughly 'over the top,' that its supremacy can never be disputed.

"Let us invest this splendid income in making improvements that will give the advertiser the best proposition there is for the money in our field. Let us make it so good that there never can be any question about his coming back."

Accordingly, plans were perfected for a 20 per cent. increase in circulation.

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CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. TORONTO, MARCH 11, No. 10

CANADA'S FOOD EXPORTS

IN this issue of Canadian Grocer there are articles appertaining to Canada's export trade, and urging upon exporters the necessity of careful packing in business of this kind. The opening article in this number compares Canada's food exports in the past year with that of 1910, and shows in a striking way the wonderful growth of Canada's foreign and British connection in this regard. Exports have expanded many times in the past ten years, and the fact that comparisons have no reference to the abnormal demand of the war years indicates something of the permanence and extent of this business.

That there are even greater possibilities of developing this trade on the part of Canadian manufacturers of foodstuffs there is no doubt. Further expansion will undoubtedly follow, and every effort should be put forth by Canadian manufacturers to capture as much of this trade as possible. The export business of many industries in this Dominion is just beginning, and with particular attention directed to this important department, giving special care and attention to the packing and shipping of goods, there is wide scope for development.

The organization of the Niagara Fruit Growers, Ltd., will do much to build up an export trade for Canada in fruits. It is the intention of the new association to go after trade of this kind, selling such fruits as peaches, plums, etc., in the United Kingdom to an extent that will take care of all the surplus crop in the Niagara district.

RE PURCHASE AT LOWER PRICE

A SUBSCRIBER in commenting on the fact that many retailers and also wholesalers are not making their selling prices consistent with replacement values says in part:

> "In our opinion the return of good business must await the time when stocks bought at high prices are cleaned from wholesalers' warehouses and from retailers' shelves. As goods will not move rapidly when marked on the old cost basis, every merchant should look the situation in the eye, re-price all goods at the lower price basis, and thereby do all in his power to hasten the re-establishment of sound business transactions."

Undoubtedly many retail merchants and wholesalers as well are slow to bring down prices in line with lower costs. Some retailers especially, lament that they cannot sell an article at a profit below what it cost, they seem to overlook the fact that the same article can be repurchased at a lower price. Selling an article below the cost price if it cannot be replaced at a price that would show a profit would be an actual loss, but if it can be replaced at a price to show a profit then the sale should be considered profitable. To express this more clearly, we will say that a merchant has in stock some canned lobster that cost him 45 cents per tin and retailed at 60 cents. Lobster dropped so that the cost was 30 cents per tin. The merchant should then sell his stock at say 40 cents and it would be profitable, because he could take that 40 cents and buy another tin for 30 cents.

In remarking his goods in accordance with lower price levels, the merchant is not only hastening the re-adjustment period, but is holding the confidence of his customers, which is his most valuable asset.

EDITORIALS IN BRIEF FORM.

THE observant salesman in any store is a big asset. The grocery business is no place for the man who goes around with his eyes closed and his ears plugged.

* * *

WITH the approach of spring it is good policy to look about to see what improvements can be made. The purchase of a new show case or two may be the best investment that can be made.

* * *

IT IS a good plan to inject all the newness possible into the store as spring comes on. Something bright and attractive always appeals. Especially is this the case as the bleak days of winter pass.

* * *

IT IS always an advantage to keep just a little ahead of the game. If there is buying to be done, do it to-day. To-morrow may be too late. The man who keeps ahead of the band in the business procession is the first to get the applause.

* * *

RETAILERS selling honey should bear in mind that if the article is called "honey" it must be pure honey, according to the Government Food Standards. A firm was fined $70 and costs this week in the Toronto police court for selling to the trade adulterated honey. H. J. Dager, Government inspector, made the charge.

* * *

REPRESENTATIVES of the Retail Merchants' Association are waiting on the Ontario Legislature this week asking for a more stringent interpretation of the Transient Traders' Act, the Factory and Shop Act, the Division Court Act, and a new bill to bring wholesale produce dealers under the close supervision of the Department of Agriculture. Legislation of this kind is designed in the best interests of merchants, and it is essential that these enactments be strictly enforced.

All Burdens are Spread on Sales

Henry Johnson Jr. Answers a Number of Letters From Readers of Canadian Grocer—The Perennial Question Bobs Up Again as to How to Figure Margins

By HENRY JOHNSON, Jr.

Feb. 24, 1921.

ONE writes me thus:

Dear Sir:—I have a nice store and market fully equipped. Modern machinery and cooler in market. Selling on credit basis. Am offering to rent my market for $25 per month (which is very reasonable), and am asking the meat cutter to pay or go 50-50 on light, fuel, telephone and delivery; besides, I am asking some percentage on meats charged out, as I pay cash to him every day and assume responsibility for all accounts. What percentage should he allow me with this arrangement? Would I be asking too much on the 50-50 items above? I am to decide definitely upon some arrangement soon, and could you give me your opinion briefly by mail. Unless I can arrange satisfactorily for both, I can keep my market and hire a meat cutter; but thought it would make my work lighter. Might say that my market business is a big 50 per cent. of the total—also, I do billing, shipping, furnishing stationery, etc.

Yours, J. F.

I answered thus:

I have just received yours of the 24th re proposal to rent out your meat department. I could not dare to give you advice on a matter so important with so little information to go on. Certainly, and at first glance, it seems to me a very risky thing to do. This not only because such things are risky at best, but because your business is, as you say, about 50 per cent. done in this department. All I can say, and I say it very earnestly, is go slow. Think carefully. Don't do what you may regret afterwards.

Such things as this man contemplates doing are done every day by merchants who then are satisfied and pleased and who make money thereafter. Such men are organizers. From such deals big business grows. But just the same it should be gone about with the utmost care, for it is just about like taking a partner. The relations in such an association are sure to be very close and intimate. So much depends on the personal factor, and geniality, the agreement on countless details of daily intercourse, that the deal should be made slowly.

I could not write except as I did offhand. And now I should suggest that the proper course would be to hire a cutter, live with him a while, work with him, get to know him. Then if you feel like making such a deal with him after that—after, say, eight months or a year of association—it may be a good thing to do.

But I repeat, go slow, and do not be ready to take such advice as mine as warrant for your decision.

What Again!

How the perennial question bobs up! This time it comes, too, from a city where most merchants know not only the what but the why of correct margin computation. It runs this way:

Dear Sir:—Will you please tell me in as short a way as possible the advantage of figuring profits on selling price rather than on cost price, as I am doing at present? As soon as I receive goods I immediately add 25 or 30 per cent., depending on the commodity, to the cost and cannot see why this procedure is not all right so long as I do it correctly. If there is any difference, though, I want to see to it that I get everything there is to get; and as I am green in this business, I am writing to you for a brief explanation in regard to this matter. May say that I have done remarkably well in the ten months I have been in business by figuring on cost, as stated above, and certainly want to thoroughly understand the new way of figuring before discarding the old way. Possibly this has been fully dealt with through your columns, but not since I have had the opportunity of reading this valuable paper.

To figure margins—not "profits," by the way—on cost is perfectly correct provided you know and realize exactly what you are doing. But few merchants do so realize, and those who realize it are the ones who long ago have concluded that the simplest, surest, wisest and best way is to figure altogether on sales. And let me say, further, that the method of figuring on sales is not by any means a "new" method. I have known of it for over 35 years—never followed any other way myself. The reason why it is new to so many merchants is because, for some reason, the reason has not yet found lodgement in any common school arithmetic; or if it has got in there, its importance is not grasped by teachers—for they certainly do not ground their pupils in the method or the theory of such computations.

If now the merchant who follows out what my friend indicates as his plan, and adds, say, 25 per cent. of the cost to the cost to arrive at a selling price, realizes that he then has 20 per cent. on sales, he will be O.K. But if he thus realizes, he will cut corners and figure on sales. He will do this for one vital consideration.

All Burdens Are Spread on Sales

Because his expenses are spread on sales.

Because the size of his business, as he thinks of it and states it, is always stated in sales.

There is, in fact, nothing about business which any man states or thinks that is not thought of and stated in relation to sales except the one factor on which the result of his sales—his entire business life and welfare—depends—his margins!

So long as a man is new in business, has a small business he can handle himself, does practically all the work himself, he often succeeds and makes money rapidly because, despite ignorance of correct methods of computation, he avoids the leaks, is diligent and gets all he sets out to get. Such a man has the benefit of his neighbors' knowledge and experience because he sets his prices to conform to theirs. Thus, no matter how he figures, he gets enough to make money.

But let that man grow and hire help, suffer from leakages and slow motions—from indifference and lowered efficiency—then whether he makes 25 or 20 per cent. on certain items readily may mean the difference between success and failure. The grocery business now is working on an average net earnings of about two per cent. on sales. How much leeway does that allow for a man to be out five per cent. one way or another?

Figures on Sales Are Conservative

But consider further: 20 per cent. on cost is 16 2-3 per cent. on sales—difference, 3 1-3 per cent.; 25 on cost is 20 on sales, difference, five per cent.; 33 1-3 on cost is 25 on sales, a difference of 8 1-3 per cent.; 40 on cost is 28 on sales—difference, 12 per cent.; 43 on cost is 30 on sales, a difference of 13 per cent., while 50 on cost is 33 1-3 on sales—a difference of 16 2-3 per cent.!

Glance at those figures of difference, and I think they will show you two things plainly: First, that those differences are fraught with tremendously serious danger to the man who handles them ignorantly. Second, that figures based on sales are always more conservative than those based on cost.

A man who, through figuring on cost, thinks he is getting a gross of 40 per cent., whose expenses and other burdens always are on sales, may get into

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CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

J. E. Turton, the president of the Montreal Brokers' Association, returned last Saturday on the Empress of Britain from England. Mr. Turton was one of the members of the curling team who represented Canada in the tournament in Scotland.

ONTARIO

W. O. Stapleton has opened a store at 1614 Queen Street W., Toronto.

T. H. Shirman has commenced business at 75 Kenilworth Avenue, Hamilton, Ont.

J. Craig has commenced business with a first-class store at 1210 Weston Road, Mount Dennis, Ont.

F. G. Brown has opened a cash and carry store at Ottawa and Dunsmuire Streets, Hamilton, Ont.

Lambert's Grocery and Meat Market have commenced business at King and Sherman Streets, Hamilton, Ont.

Lee Bros. have purchased the business until recently carried on by C. R. Bonham at Denison Avenue, Mount Dennis, Ontario.

R. S. Evans, representing R. B. Davis Co., baking powder manufacturers, was on a business trip to Toronto first part of the week.

The retail merchants of Owen Sound, Ont., have decided to observe Wednesday afternoon as a half holiday for five months of the year, namely, May, June, July, August and September.

The Bishop-Pringle Co.'s factory at Owen Sound opened again this week. Important alterations have been made to the factory, which will make it possible to practically double the output.

Representatives of the Rideau Milling Co. appeared before the Smiths Falls council recently, seeking assistance toward the conversion of the flour mill into a cold storage plant.

The death occurred in Thorold, Ont., of James Wilson, for many years a grocer in that town. He took a keen interest in the municipal life of the town and occupied the position of mayor and councillor.

Following a nervous breakdown, from which pernicious anaemia developed, the death occurred at Amherstburg of T. J. Harris, for many years in the grocery business. The store is being carried on by his son Charles.

M. A. Ellis, who passed away in the Toronto General Hospital a few days ago, following an operation, was a resident of the Cobalt camp in its early days. He was for some time in the grocery business with his brother-in-law at Porcupine, disposing of the business only a year ago. He was forty years of age and is survived by his wife.

Plans are being prepared for a new $250,000 plant to be erected at Windsor, Ont., for the Neal Baking Co.

O. S. Matchett, Peterborough, Ont., traveling representative with Medland Bros., Lindsay, Ont., was a visitor in Toronto this week.

Daylight saving will come into effect in Toronto on May 15 and will terminate on Thursday, September 15. This is done to give the railways an opportunity to adjust their time schedules.

TO PACK "AIR-LINE" IN CANADA

H. Root and Charles G. Tollafield, of the A. I. Root Co., Medina, Ohio, packers of Air-Line honey, were in Toronto last Friday on their way to Ingersoll to make an inspection of machinery in the new factory they purchased last year. They have now completed arrangements to pack in Canada. Harold F. Ritchie & Co. are the selling agents.

CHANGES IN OLD ESTABLISHED FIRMS

Montreal, March 7.—Two large and old established business firms of Montreal will shortly change managements, according to information made public with regard to the real estate holdings of the two firms. From Martineau and Company, chocolate manufacturers, has been purchased the property at 451 Dorion Street. At the same time the business of J. A. Vaillancourt, Limited, is taken over by P. Burns & Co., Ltd., packers, of Calgary, Alta., Mr. Arthur Vaillancourt remaining on the directorate of the firm. The operation of the L. Martineau and Company will be taken over by J. A. Vaillancourt and his two sons, along with Leon Martineau.

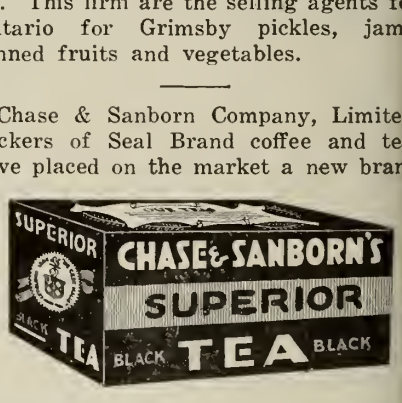
New Goods

The Banana Specialty Company, Inc., is making plans to place a new product on the Canadian market. This is a dehydrated banana. This is for use chiefly as a filler for making cakes, etc., in addition to being used as a filler for chocolates. The bananas are peeled and put through the process whole. When the water has been removed it leaves a firm, chewy product. For baking purposes it is ground fine and mixed with some moistening substance, corn syrup being the one that is recommended. The whole dried banana is also made into a paste and sold to the manufacturing trade to be used as an individual filler or in combination with other fruits and nuts in pieces and in bar goods. The Banana Specialty Company is a subsidiary company to the United Food Company, New York.

The Grimsby Pickle Co., Ltd., Grimsby, are placing on the market pickles and catsup under the Grimsby brand. The pickles are represented by a full line, including sweet mixed, sweet mustard, sweet gherkins, sweet relish, sweet peeled pickles, sour mixed, sour gherkins and white onions. These are packed in various size bottles, also in bulk. The catsup is packed in eight-ounce glass bottles, reputed quart bottles, also No. 10 tins. The labels are very attractive, being white with black and gold lettering. This firm are also packers of jams, canned fruits and vegetables under the Victory brand.

F. W. Robinson, recently with the Harris Abattoir Co., Toronto, has opened an office at 106 Bay Street, Toronto, under the firm name of the Grimsby Brokerage Co. This firm are the selling agents for Ontario for Grimsby pickles, jams, canned fruits and vegetables.

Chase & Sanborn Company, Limited, packers of Seal Brand coffee and tea, have placed on the market a new brand



of black tea, which is to be known as Chase & Sanborn's "Superior Brand" tea. The "Seal" trade mark of this company appears on this new package, as it does on their other products.

TRADE INQUIRIES

2782. Wheat.—Firm of Italian importers and exporters desire quotations for full cargo of Red No. 2 Canadian wheat or any other wheat of equal quality on following conditions: landed weight, conditions of London contract, London arbitration, payment in London by cheque against shipping documents.

Quebec R. M. A. Is Organizing Province Into Six Districts

Branch Is Formed in Sherbrooke, and Quebec City Is Falling Into Line With an Enthusiastic Organization—Extending the Work of the Association

MONTREAL, March 8 (Special).—A few months ago at a meeting of the Quebec Provincial Board of the Retail Merchants' Asosciation of Canada, the executive officers decided that having secured a good organization in the city of Montreal, they would divide the province of Quebec into six districts. Montreal was to form one district and the other five were to take in the various counties and district officers were to be appointed and stationed in prominent centres, such as Sherbrooke for the eastern townships, Hull for the western counties, Three Rivers for the centre and Quebec city for the eastern and northern counties.

Meeting in Quebec

The first meeting in this connection was held in Sherbrooke about three weeks ago and officers were elected and a secretary appointed. On Thursday night, March 3, a large and influential gathering was held in Quebec city at which some of the prominent retail merchants of the province were present. The meeting was addressed by E. M. Trowern, secretary of the Dominion Board; M. Lapointe, secretary of the Quebec Provincial Board, and P. J. Cote, past president of the Dominion Board.

Urges Co-operation

Mr. Cote urged upon the retail merchants to take their fair share of interest in the various matters that came before the retail trade and he asserted that he felt Quebec would be found standing shoulder to shoulder with the retail men of the other provinces.

All merchants present were unanimous in their desire to extend the work of the association and arrangements were made with the executive officers to take up the details of the organization work, which, when they are prepared, will be put into operation.

Oppose Tax on Retail Sales

An important feature of the meeting was the passing of a resolution opposing any attempt to place a tax on the sales of retail merchants and endorsation was given to the proposal of the Dominion Board of the Retail Merchants' Association of Canada that the tax be applied at the source of supply, namely, on the manufacturer and importer.

The meeting was presided over by J. C. Savard, of Quebec city, who is president of the local branch, and at the conclusion of the meeting the speakers were each accorded a hearty vote of thanks.

WHERE DOES THE PUBLISHER GET OFF?

Continned from page 29

When this circulation was assured it was decided a new press would be required and it was ordered. To give the additional room and other proper facilities for good press work the floor space had to be greatly increased, hence the purchase of a building.

It also seemed, not only advisable, but just the right thing, to make a contract for a better grade of paper, and the extra amount necessary for this 20 per cent. increase added about $85,000 to the paper bill.

The next step was to increase the editorial service by the employing of two college professors. These men were engaged under contract to fill a larger paper.

Finally, a Research and Dealer Help Department was installed at a very considerable expense.

These directors planned to do the things that are most wanted by the advertiser, the advertising agent, the representative and even the reader of the paper, and those plans were made as a result of business actually booked.

All this in the month of May. Presto! Change! The tide turned. "From them that hath not shall be taken even that which they have." Instead of getting the expected and usual amount of fall orders, added to the surplus on hand, in comes a string of cancellations.

Biff! Bang! Smash! Who cares for the publisher? "Truly we gave him a contract, but what of that? Cancel it—we don't think we can use the space to advantage." Not one in a hundred even grant the courtesy of an explanation. It is just a case of cold-blooded indifference to the publishers' rights or the value of an advertising agent's order.

What can the publisher do? He is under contract for his extra circulation. He is under contract for his extra housing facilities—his extra printing equipment and his extra paper. He cannot discharge his editorial force, neither can he discontinue his Research and Service Department. These improvements, made very largely in the interest of a better product for the advertiser, must be carried on.

January first appears on the horizon. Mr. Manufacturer and Mr. Agent take stock of the 1921 prospects and then they jointly decide that Mr. Publisher must reduce his rates to a pre-war basis or get no business. Yes, the decree has gone forth from a very considerable number, and it goes forth without the slightest assurance of what the support would be were a reduction made. Simply a question of "We insist upon lower rates."

There is no recognition of an improved service on the part of the publisher. There is no recognition of the fact that the farm paper publisher was the last of all commercial industries to raise prices, and then never raised them in proportion to the increase in cost of production.

There is no recognition of the fact that the publisher cannot reduce his overhead as can be done in other lines of business. There is no recognition of the fact that the publisher is probably the most decided loser by this epidemic of "cancellitis." Still he must go on—his issue must come out—he is under contract to his readers to supply a specific article, of a standard quality, and there can be no let-up, no matter what the advertising patronage may be.

There is no consideration of the fact that for years and years the press of this country has struggled and struggled through all kinds of hardships, until it put the very foundation under commercial America.

Let the space buyer play fair—be reasonable with the publisher. If you want to suck the blood out of business, starve the press. If you want to put out the fires under the boiler of your own industry, stop your advertising. If you want to cripple the express, the postal, the freight and the railroad service of the United States, stop your advertising. If you want to dull the intellect, cease to educate the buying population of the United States and spread pessimism, then withhold your patronage from the press.

On the other hand, if you want to see the glorious sunshine of business prosperity throughout the length and breadth of this land, jump to the front with the determination to do your part in its promotion. The surest way you can do that is by giving the publisher what is necessary in advertising patronage, and at a profitable rate, thus enabling him to put forth an optimistic, confidence-inspiring and trade-building enthusiasm that will compel business development.—Reprint from Printers' Ink, issue of January 27, 1921.

AN "ADULTERATED" COMPLIMENT

"Ma wants two pounds of butter exactly like what you sent us last. If it ain't exactly like that she won't take it," said the small boy.

The grocer turned to his numerous customers and said blandly: "Some people in my business don't like particular customers, but I do. It's my delight to serve them and get them what they want; I will attend to you in a moment, little boy."

"Be sure and get the same kind," said the small boy, while the storeful of customers listened to him. "A lot of pa's relations are visiting our house and ma doesn't wan 'em to come again."

NEWS FROM WESTERN CANADA

WESTERN

S. K. Murray, of Gosse-Millerd Packing Co., Vancouver, B.C., is on a trip to the Prairie Provinces.

The executive committee of the Farmers' Co-operative Store at Starbuck, Man., has appointed Nelson Brynelson manager of the store there.

Richardson-Green, Limited, Winnipeg, have been appointed exclusive representatives of the N. K. Fairbanks Co., Ltd., in western Ontario, Manitoba, Saskatchewan, Alberta and the Fernie and Cranbrook districts of British Columbia.

The Moose Jaw city council have been asked to quash the by-law which provides for the closing of grocery stores on Wednesday afternoons. A number of retail grocers have filed a petition with the mayor asking for the discontinuance of the half holiday, but state that they have no objection to it during the summer months.

The death occurred in New Westminster, B.C., a few days ago of James Ure, for eight years in the grocery business there. He was born in Glasgow, Scotland, in 1871, and came to Canada twelve years ago. He is survived by his wife and one son.

A. S. Arnason, Saskatoon, has sold his business and has taken a third interest in the Olafson store, the partnership comprising John Olafson, S. Olafson and A. S. Arnason.

Richardson-Green, Limited, have been appointed agents for the Louis Hilfer Distributing Corporation, who have the sole distributing rights for Mrs. Shepard's Apple Flakes. The Louis Hilfer Distributing Corporation have established a factory in Kelowna, B.C., and have commenced to market their product throughout Western Canada.

Paul Findlay, of Los Angeles, California, retail merchandiser, better known to the readers of Canadian Grocer as "Henry Johnson, Jr.," was in Winnipeg last week and gave a course of lectures before the merchants and their salesmen, who are attending the Short-course for Merchants at the University of Manitoba.

Robert C. Line, of Columbus, Montana, retail merchant, formerly professor of marketing at the University of Minnesota, addressed the merchants and salesmen who were attending the Short Course at the University of Manitoba.

Judge Frank T. Wilson, of Stillwater, Minnesota, community adviser for the State of Minnesota, at the University of Minnesota, gave a splendid address to the merchants who are attending Short Course on the subject, "The Store as a Community Builder" and "Co-operating of Farm Products."

Important Test Case Before Court

Exchequer Court at Ottawa Is Hearing Case This Week to Prove Status of Retail Merchant

THE date for the hearing of the test case to establish whether or not the Inland Revenue Department is justified in classing certain retail merchants as manufacturers and compelling them to apply for the manufacturer's license is taking place this week before the Exchequer Court in Ottawa.

Since November 3, 1920, the Retail Merchants' Association of Canada, Dominion Board, has been contending that a retail merchant should not take out the manufacturer's license, there being no provision in the act whereby they may be compelled to do so. The Dominion Board decided the wisest plan would be to have a test case and they urged the Government to take proceedings against some firm in Ottawa, where the matter could be properly attended to. The Government concurred in the request and issued a writ against Frank J. Pedrick and Frederick A. Palen, merchant tailors.

Will Make Determined Fight

The Dominion Board has retained counsel and, according to the secretary, E. M. Trowern, the board is determined to fight the matter to the last ditch and, if necessary, to take it to the highest courts. The contention of the board is that when the act was passed there was no thought whatever of placing a retailer in the same category as a manufacturer, so that the action of the Inland Revenue Department was contrary to the act, and while it may not be a question as to who is a manufacturer, the question that must be decided is what was intended by the act. And whatever that intention may have been all retailers disclaim the right of any person to class them as manufacturers.

ALL BURDENS ARE SPREAD ON SALES

Continued from page 31

habits of careless price-cutting to "beat that sucker down the street," who would know better if he were to realize that his actual margin was only 28 per cent. And those times of temptation to cut prices to beat competition will come to my friend when he grows to larger proportions. Then will come his time of danger.

Again, it is not practicable to figure on cost because then all factors must be computed from the same end of the problem, and if you want to see how impossible that is, try it all the way through.

The Rule

The rule for correct computation is this:

Take the margin you decide to make from one hundred and divide the cost by the remainder. The answer will be your correct selling price.

Thus, if you want to make 18 per cent., divide by 82; if 20 per cent., divide by 80; if 30 per cent., divide by 70; if 22 per cent., divide by 78, and so on.

Try this out for a few days. You will find that your margins are not nearly so generous as you have been thinking they were. Consult your jobber—not your banker, for he probably does not know the importance of this—and he will guide you right and explain further the pitfalls and dangers of cost-computation. Then take as a final suggestion the fact that all big houses follow this rule. All the department stores everywhere, who are practically universally successful, figure my way. All the jobbing houses do it. All the packers do it. All men who have attained commanding positions in successful business do it. So try it on faith a while. You will get the idea, and once you have it you will never go back to your really "old" way!

A Little Bouquet for Me

Maybe this next letter will do for a closer this week:

Dear Sir:—We have been in the business for nearly five years. The first two were be-guess and be-gosh—until I finally became interested in your sage advice. In 1920 we did $65,865.48 on an average stock of $3,400. Our net earnings were only three per cent. While this is not as large as you would think it should be, we figure we have made some progress. We have tried putting over sales, but somehow do not seem able to put them across. We advertise in the papers and manage to convince the people. You could no doubt give us a lot more good advice, but we hardly know what to ask for. We feel we are surely indebted to you for the good stuff you have slipped us.

Well, if this is really true; if he made $1,975 net last year he is to be congratulated, and a turnover of stock of nearly fifteen and a half is a fine record.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

DURING the week under review several heavy transactions in raw sugars have transpired, covering full duty paying sugars such as San Domingos at 4⅝ cents c.i.f. New York, including 2,000 tons for Canadian accounts at top figure, also another lot of 2,000 bags for Canada at 4 9-16 cents c.i.f. Several large transactions in Cubas at 4¾ cents c. & f. New York. A parcel of Demerara sugar in store in New York changed hands at 5.77 cents duty paid ex store. Some 5,000 bags of Porto Ricos for March shipment were sold. Cuban production to the end of February is 857,082 tons, which is 390,000 tons less than the same period last year.

Canadian refined sugar is holding firm at unchanged prices. One refinery is reported behind in their shipments, which is due to running on reduced capacity for some time past.

Canned vegetables have a stronger tone and prices have been advanced on many lines. Jams are again reduced in price, and in Toronto there appears to be a lot of price cutting among wholesalers on this line.

Shelled nuts are in a strong position, and with spot stocks very low higher prices can be expected as replacement prices in primary markets have considerably advanced. New crop brazil nuts in the shell are offered at much lower prices than last year.

The tea and coffee markets continue firm and quotations in primary markets are ruling with an upward tendency. Spot stocks are not large, and in fact they are considered to be the lowest on record, prices, however, are generally unchanged to the retail trade, although an upward change in prices, especially on the better grade, can be expected.

Dried fruits are quiet and unchanged. Rices are in good demand since the low level was reached. The primary rice markets show a firmer tendency and it is conceded by those in close touch with the situation that prices have reached the turning point and further changes in prices will tend upward rather than downward.

Cereals and flour are fairly steady under a small demand that is regulated purely by consumption.

Potatoes continue to rule easy and lower. Domestic vegetables are slow sellers but imported green vegetables are arriving in heavy shipments in the larger centres, and attractive demand is noted.

QUEBEC MARKETS

MONTREAL, March 9.—There are not many changes in grocery lines this week. Prices in most lines remain steady and trade in general is in a steadier condition. Sugar stands firm at the basis that has held for some time past. The tea market is unchanged and buying consists only of purchasing quantities for immediate requirements. The rice market is in an unsettled condition. American rice is offered on the market at sacrifice prices. There is a much better movement of canned goods with the stronger tone to the market, and wholesalers have advanced their prices on many brands. Some jams are reduced in price this week. Evaporated apples are much stronger in price although there has been considerable cutting going on and it seems evident that the present is the buying time in this line. There is a good demand for nuts with a very firm market. Pimento and carraway seed are reduced in price this week. The most striking feature of the market is the big demand for green and fresh vegetables and the large shipments that have been disposed of in the last two weeks. Price seems to play a small part in this demand. Oranges and grapefruit are in big demand and dealers state that higher prices are looked for. Wrapping paper is reduced again in price this week and grape juice is quoted much higher.

Cereal Market Steady

Montreal.

CEREALS.—There is no change this week in the cereal market. The demand for cereals is only fair, but the movement is steady and prices are firm at the present basis, which varies considerably for different brands. Anywhere from $3.55 to $3.75 is quoted on rolled oats.

Oatmeal, gran., fine standard		4 25
Rolled Oats, 90 lbs.	3 55	3 75
Pearl Hominy		3 25
Cornmeal, Gold Dust Brand		3 25
Graham Flour, 98 lbs.		7 65
New Buckwheat Flour		6 75
Pot Barley		6 00
Pearl Barley		7 25
Beans, Ont.		8 50
Do., Can.		3 30
Lima Beans		0 12
Green Peas, dried		0 17
Ground Oil Cake, per bag		3 00
Split Peas, per bag		5 75

Some Jams are Reduced

Montreal.

CANNED GOODS.—During the last two weeks there has been a noticeable improvement in the movement of canned goods. This has resulted from the advance in price made by the local wholesalers following the decline which was made in order to stimulate business. The advance, however, in price has been more effective in stimulating the business than was the decline, and dealers are buying more freely on the firmer market. Many lines of jams are reduced in price this week, ranging from 5 to 10 per cent. Brunswick Brand sardines have been reduced 25 cents per case and are now quoted at $6.50. Canned oysters are reduced 25 cents per dozen on the five and ten ounce tins, and are quoted at $2.25 and $4.75 per dozen respectively.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		6 35
Asparagus, imported (2½s)		6 65
Beans, golden wax	2 10	2 15

Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb. doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do, Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	....	1 40
Do., 2½s	1 60	1 65
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standard	1 75	1 80
Do., Early June	1 85	1 90
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
CANNED FRUITS		
Apricots, 2½-lb. tins	....	6 10
Apples, 2-½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s., doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	2 75	2 85
2½-lb.	4 25	4 35
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	4 65	4 75
Do., 2-lb.	3 50	3 60
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced), 2½-lb.	5 40	5 80
2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Evaporated Apples Higher

Montreal.

DRIED FRUIT.—Despite the fact that a number of the local wholesalers are quoting as low as 11½ cents on evaporated apples this week, this market shows stronger tendencies, with higher prices. Replacement cannot be made at the price that is now quoted on evaporated apples and an advance in the price is sure. The evaporators are doing their utmost to strengthen the market and fruits of their efforts are becoming apparent in the prices quoted this week on the primary market. Valencia raisins are quoted dearer on the New York market, which adds strength locally, but there is no change in price.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 29
Apples (evaporated)	0 12½	0 14
Peaches (fancy)	....	0 28
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 ozs.	0 21	0 23
Do., 16 ounces	....	0 27¼
California Seedless in bulk	....	0 28
Cluster 20 1-lb. pack	....	6 75
Currants, loose	....	0 30
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.	....	0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do, mats	....	3 00
Do., 22-lb. box	....	1 90
Do., (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 27
30-40s	....	0 22
40-50s	....	0 19
50-60s	....	0 18
60-70s	....	0 15
70-80s	....	0 13
80-90s	....	0 11
90-100s	....	0 09

Stronger Orange Market

Montreal.

FRUIT.—The only change in the fruit market this week is the stronger feeling on oranges. Importers state that higher prices are looked for. The large size oranges are very scarce and as a consequence those dealers who find that they have to have them also find that they must pay a premium to get them. There is a big demand for both oranges and grapefruit at the present time. Porto Rico grapefruit is selling at $5 per crate. Some shipments of strawberries have arrived in the city, but they must be sold as high as $1.25 per small box in order to make it worth while handling. There is, however, a certain demand for such expensive lines in the big cities that must be met. Other lines of fruit are unchanged in price.

APPLES—		
Do., Alexander, per bbl.	7 50	8 00
Do., Greening	....	8 50
Do., Baldwin	8 00	8 50
Do., Ben Davis	6 50	7 00
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Porto Rico	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	7 00
Lemons, Cal., 300-360s	....	5 00
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	5 25	6 25
Do., Florida, 150-216s	4 75	5 00
Tangerines	....	4 25
Pears, Keiffers, per box	....	4 50
Tokay Grapes, per box	....	5 00
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	16 00
Cranberries, per bbl.	....	16 00
Malaga Grapes, per keg	....	10 00

Package Goods Unchanged

Montreal.

PACKAGE GOODS.—There are no changes to record this week in the market for package goods. Under this heading last week there was an item dealing with self-rising flour. The reductions listed on this line should have read five cents per dozen on the three-pound package and ten cents per dozen on the six pound package. Package goods are standing firm in price this week, and there is nothing notable to mention.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2-oz. pkgs., doz.	....	0 78
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50	....	4 20
Corn Flakes, 36s	....	4 16
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 60
Do., 18s	....	2 00
Oatmeal, fine cut, pkgs., case	....	5 75
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	3 25
Hominy, pearl or granu., 2 doz.	....	3 00
Health bran (20 pkgs.), case	....	2 85
Pancake Flour, case	....	3 60
Do., self-rising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat Flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs	....	6 75
Porridge Wheat, 36s, case	....	6 40
Do., 20s, case	....	6 50
Self-raising Flour (3-lb. pack.) doz.	....	2 90
Do. (6-lb. pack.), doz.	....	5 70
Do., Buckwheat flour, per doz.	....	1 50
Corn Starch (prepared)	....	0 10
Potato Flour	....	0 12
Starch (laundry)	....	0 08
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Sbredded Wheat	....	4 95
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	4 15
Celluloid Starch, 45 pkgs., case	....	4 30
Package Cornmeal	....	3 00
Malt Breakfast Food (36 pkgs.)	....	9 50
Quaker Two-Minute Oat Food	....	1 80
Puffed Rice Pancake Flour	....	2 90
Egg Noodles, case 24	....	2 65
Macaroni (Quaker)	....	2 65

Wrapping Paper Lower

Montreal.

MISCELLANEOUS.—Paraffin candles are reduced two and three cents per pound this week. In bulk the 6's are selling at 16½ cents per pound and 12's are selling at 12 cents per pound. Layer candles are also lower. There is a sharp advance this week in the price quoted on Niagara Red grape juice. Quarts are advanced from $4.50 per dozen to $6.00 and pints are advanced 75 cents to $3.25 per dozen. Grey brown wrapping paper is reduced 1½ cents per pound; now quoted 8 cents, and manilla is reduced one cent per pound, now selling at 9c.

Nut Market Very Firm

Montreal.

NUTS.—There are no changes in the prices quoted this week on nuts, but there is a very good demand with a firm market. It is also interesting to note that spot stocks are very low in warehouses, where a big supply is generally carried, and especially in view of the fact that replacement prices are higher and consequently a strong market stands ahead. Walnuts in particular are very firm in price.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	....	0 48
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 35
Chestnuts (Italian)	....	0 18
Cocoanut (shredded, bulk)	0 33	0 35
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 12	0 15
Peanuts, Jumbo	0 16	0 18
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	[illegible]	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.		0 20
Fancy splits, per lb.	....	0 35

Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	0 26	0 28
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 56
Do., Bordeaux		0 53
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

American Rice Lower

Montreal.

RICE.—The rice market continues in the same stagnant condition with even new upsetting influences. American rices are offered on the market at sacrifice prices on account of an effort to unload supplies before the new crop is on hand. The buying on the local market is for immediate requirements only and sales, although small, are steady.

RICE		
Carolina, extra fancy	....	....
Do., (fancy)	....	0 08
Honduras, fancy	....	0 06
Rangoon "B"	....	0 08
Rangoon "CC"	....	0 05
Broken rice, fine	....	0 05
Texas rice	....	0 05½
Siam	....	0 06
Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras	....	0 07
Siam	....	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Carraway Seed Lower

Montreal.

SPICES.—Reports show a little better movement of spices during the past week and the spring business brings bigger requirements for this line. Carraway seed is reduced five cents a pound, and is now quoted at 20 cents per pound. Pimento is reduced three cents per pound and is quoted at 15 cents per pound. These are the only price changes recorded this week.

Allspice	....	0 22
Cassia (pure)	0 32	0 35
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 18
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	....	0 63
Cream of Tartar (French, pure)	0 55	0 60
Do., American high test	0 65	0 70
Ginger (Jamaica)	....	0 40
Ginger (Cochin)	....	0 31
Mace, pure, 1-lb. tins	....	0 90
Mixed spice	0 28	0 30
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 30
Do., white	....	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 65
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	....	0 20
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	....	0 15

No Change in Molasses

Montreal.

SYRUPS.—There is no change in either the molasses or the corn syrup market this week. Quotations stand steady at present prices.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 07
Half barrels, about 350 lbs.	....	0 07¼
Quarter barrels, about 175 lbs.	....	0 07¾
2 gal., 25-lb. pails, each	....	2 35
3 gal., 38½-lb. pails, each	....	3 45
5 gal., 65-lb. pails, each	....	5 50
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	5 60
5-lb. tins, 1 doz. in case, case	....	6 25
10-lb. tins, ½ doz. in case, case	....	5 95
	Price for Island	of Montreal
Barbadoes Molasses—		
Puncheons	....	0 85
Barrels	....	0 88
Half barrels	....	0 85
Puncheons, outside city	....	0 80
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	7 75
3-lb. tins, 2 doz. in case, case	....	10 75
5-lb. tins, 1 doz. in case, case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

Sugar Market Very Firm

Montreal.

SUGAR.—The sugar market stands firm at the present basis with no change in view. The whole market is in a very stable condition, especially in view of the control of raw sugar prices by the Cuban Commission. It is decidedly a good buying market at the present time and the movement of stocks has noticeably increased.

Granulated Sugar, per cwt.	....	10 50
Do., barrels	....	10 50
Granulated, gunnies, 20/5	....	10 90
Do., gunnies, 10/10	....	11 00
Do., cases, 20/5-lb. cartons	....	11 10
Do., cases 50/2-lb. cartons	....	11 25
Yellow, light, per cwt.	....	10 10
Do., medium, per cwt.	....	10 10
Do., dark, per cwt.	....	9 90

Tea Market Quiet

Montreal.

TEA.—Reports from the trade show that the tea market is still in a stagnant condition, although reports from the primary markets show a much firmer tone. Stocks in the country are low, but buyers are only making purchases to meet immediate requirements and no speculation is being done. The choicest Japan teas are being offered at from 75 to 90 cents per pound. The tea market is generally quiet, but there are no striking changes in the prices quoted.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Green Vegetables in Demand

Montreal.

VEGETABLES.—The most interesting feature of the vegetable market is the big demand for green and fresh vegetables. One dealer states that during the past ten days three straight carloads of spinach have been disposed of in this city, and that dealers are demanding more. There is also a big demand for new cabbage, although it is selling at $3 per hamper wholesale. A number of cars of tomatoes have arrived in the city and grocers are willing to pay $8 and $8.50 per crate for all they can get. Fine quality celery is on the market from Florida, selling at $4 and $5, and from California at $10.50 per crate. The quality is reported to be particularly good this year and on account of the very mild season there are no losses due to frost.

Beets, per bag	0 75	0 90
Cabbage, Montreal, bbl.	....	1 50
New Cabbage, per hamper	....	3 00
Chicory, doz.	....	0 50
Celery, Florida, per crate	4 00	5 00
Do., California	....	10 50
Carrots, per bag	0 75	1 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 10	1 25
Do., sweet, hamper	4 00	5 00
Pumpkins, per doz.	....	2 00
Spinach, box	....	....
Turnips, per bag	0 75	1 00
Spanish Onions, per case	5 00	5 50
Yellow Onions, per case	....	1 50
Red Onions, per cwt.	1 00	1 50
New Tomatoes, per crate	8 00	8 50

ONTARIO MARKETS

TORONTO, March 9.—There again appears to be considerable price cutting on jams with a range of prices; these prices are 15 to 25 cents less on fours, than a week ago. Canned vegetables are firm and some wholesalers have advanced quotations on tomatoes. Teas and coffees continue with a strong tone. Shelled walnuts are scarce and firm under a strong demand. Some cereals in bulk are revised downward. Sugar is steady to firm at the refiners' price basis. Quotations on cream of tartar are lower but generally spices are holding fairly steady. Reductions are noted on one brand of cooking oil, soap chips, chocolate and cocoa. Putz cream and silver polish are quoted higher.

Good Demand for Beans

Toronto.

BEANS.—There is a fairly active demand for beans and quotations are practically unchanged. California limas are offered at 10 cents per pound in bag lots and 12 cents in broken lots. Ontario hand picked are quoted at $3.25 per bushel. The market is steady.

Ont., 1-lb. to 2-lb. pickers, bus.	3 00	3 25
Do., hand-picked, bus.	....	3 25

Limas, Calif., per lb.	0 10	0 12
Madagascars, per lb.	....	0 10

Coffees in Strong Position

Toronto.

COFFEES—The market continues to rule with a distinctly strong tone and although quotations on spot generally are unchanged the tendency is rather an upward one.

Java, Private Estate	$ 51	0 53
Bogotas, lb.	....	0 43
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Mocha, lb.	0 52	0 55
Rio, lb.	....	0 24
Santo	....	0 35

Some Cereals Lower

Toronto.

CEREALS—Revised prices are noted on several lines of cereals, the new prices being slightly lower. Golden cornmeal is quoted at $3.25 per bag. Barley is down 25 cents per bag, bringing the price on pearl to $6.25 and pot to $5. Corn flour is now $3.75 per bag. Cracked wheat $5.50. Split peas $6.25. Whole wheat flour $5.25 and wheat kernels $6.75 per bag.

	Single Bag	Lots Toronto
	F.o.b.	
Barley, pearl, 98s	....	6 25
Barley, pot, 98s	....	5 00
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 00
Cornmeal, Golden, 98s	....	3 25
Oatmeal, 98s	....	4 90
Corn Flour, 98s	....	3 75
Rye Flours, 98s	....	6 00
Rolled Oats, 90s	3 50	3 60
Rolled Wheat, 100-lb. bbl.	....	7 25
Cracked Wheat, bag	....	5 50
Breakfast Food, No. 1	....	6 25
Do., No. 2	....	6 25
Rice Flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 50
Flaxseed, 98s	....	7 00
Peas, split, 98s	....	6 25
Marrowfat green peas	0 05¼	0 06
Graham flour, 98s	....	5 25
Whole Wheat Flour	....	5 25
Wheat Kernels, 98s	....	6 75
Farina, 98s	..	6 20

Jams Offered Lower

Toronto.

CANNED GOODS—Canned vegetables is practically the only line that is showing any amount of activity; prices too are steadily stiffening, especially on the better known brands. Some wholesalers have advanced quotations on tomatoes to $1.85 per dozen, other quotations range from $1.65 to $1.80 per dozen. Canned fruits show little movement. Price cutting in jams is again much in evidence and strawberry and raspberry, fours, are quoted from 75 cents to 85 cents each, according to the brand. Black currant in 16 ounce jars in one quarter is offered as low as $3.60 per dozen.

Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	....	3 50
Do., ¼-lb. tins	2 25	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	....	1 72½
Peas, Standard, doz.	....	1 65
Peas, Early June, doz.	....	2 '5
Do., Sweet Wrinkle, doz.	....	2 45
Do., extra sifted, doz.	2 77½	2 82½
Beets, 2s, doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	1 20	1 25
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00

Dried Fruits Quiet

Toronto.

DRIED FRUITS—There is little activity in any of the dried fruit lines and perhaps with the exception of prunes there is little demand. Prunes are showing an improved inquiry but mostly in small lots according to consumptive demand. Currants are likely to be easier in price when new shipments arrive. Raisins are holding firm at the high prices.

Candied Peels—		
Lemon	....	0 48
Orange	....	0 50
Citron	....	0 80
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 18
Do., Vostizza	....	0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 25
Dromedary, 9 doz. to case	....	7 25
Fard, per lb.	....	0 30
Halowee dates, per lb.	....	0 13
Figs—		
Smyrna layers, 4 crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 10½
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 19
50-60s, 25s	....	0 16
60-70s, 25s	....	0 15½
70-80s, 25s	....	0 12
80-90s, 25s	....	0 11
90-100s, 25s	....	0 09½
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 30
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 29
Valencia	....	0 23
Evaporated Apples	0 12	0 13½

Fruit Market Steady

Toronto.

FRUITS—There are practically no changes in prices on fruits. Large shipments of oranges and grapefruit are arriving daily. Porto Rico grapefruit is offered at $5.75 per case, all sizes. California navel oranges are in good demand at unchanged prices. Hot house rhubarb is moving at $1.25 per dozen.

Oranges, California Navels—		
126s	....	6 25
150s	....	5 75
176s	....	5 25
200s, 216s, 250s	4 50	5 00
288s	....	4 25
Grapefruit—		
36s, 46s	4 75	5 00
54s	....	5 50
64s	....	6 00
70s, 80s, 96s	6 25	6 50
Bananas, Port Limons	....	0 09
Lemons, Cal., 240s, 270s, 300s	....	4 75
Do., 360s	....	4 25
Do., Messinas	....	4 75
Apples, Ontario—		
Spies, No. 1s	....	7 50
Spies, No. 2s	....	6 50
Other varieties	6 00	7 00
Box apples, B.C.	....	3 85
Do., Washington	....	4 00
Cranberries, half barrels	....	12 00
Tangerines, Florida	4 50	5 00
Hot House Rhubarb, doz.	....	1 25

Little Demand for Honey

Toronto.

HONEY—According to dealers there still appears to be quite a lot of honey in the country and it can now be bought at country points considerably less than last fall. The demand is very limited and dealers' prices to the retail trade are also lower.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, extracted, Ontario, No. 1, white clover, in 30 and 60 pound tins	....	0 22
10 pound tins, per lb.	....	0 22
5 pound tins, per lb.	....	0 23

Cooking Oil Reduced

Toronto.

MISCELLANEOUS—Mazola oil is reduced to the following prices: Cases 2 No. 1 size, $7.70 per case; cases 12 No. 2 size, $7.10 per case; cases 12 No. 4 size $13.50 per case; cases 6 No. 8 size $12.60 per case. Guelph soap chips are reduced to $6.25 per box. Walter Baker's chocolate is reduced as follows: Sweet Caracas 48 ⅛s, 36 cents per pound; Diamond Sweet 36 1-6s, 30 cents per pound and Dot 12 ½s, 39 cents per pound. Lowney's cocoa halves reduced to 42 cents per pound and fifths 46 cents per pound. Putz Cream, No. 8 tins, is advanced to $2.35 per dozen, and Silver Cream, No. 8 tins, is advanced to $2.35 per dozen. Grimsby pickles are quoted as follows: Sweet mixed, 10 ounce bottles $3.20 per dozen; 16 ounce mason jars $4.25 per dozen; sweet gherkins in 10 ounce bottles, $3.60 per dozen; sour mixed in 10 ounce bottles, $2.75 per dozen; sour mixed mason jars, $3.40 per dozen; sour mixed 20 ounce square bottle, $3.85 per dozen; mustard pickles 10 ounce bottles, $3.05 per dozen; mustard 20 ounce square bottles, $4.45 per dozen sweet mixed 10 gallon kegs, $21; 5 gallon kegs, $10.40.

Shelled Walnuts Scarce

Toronto.

NUTS—Shelled walnuts continue to be scarce and quotations are firm at 55 cents in case lots and 60 cents in broken lots for Bordeaux, and Manchurian is quoted at 50 cents per pound. Almonds are holding firm at unchanged quotations. New crop Brazils in the shell are offered at 18 cents per pound bag lots.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	....	0 14
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	8 50
Cocoanut, unsweetened, lb.	....	0 32

Do., sweetened, lb.	....	0 35
Do., shred	....	0 25
anuts, Spanish, lb.	0 21	0 25
szil nuts, large, lb.	0 18	0 20
xed nuts, large, lb.	0 32	0 34
xed nuts, bags 50 lbs.	....	0 32
elled—		
Almonds, lb.	0 42	0 47
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 55	0 60
Do., Manchurian	....	0 50
anuts, Spanish, lb.	....	0 12
szil nuts, lb.	....	1 10
cans, lb.	....	1 15

Package Cereals Unchanged

Toronto.

PACKAGE GOODS—There is no change in quotations on package cereals and starches. The market is holding steady.

PACKAGE GOODS

lled Oats, 20s, round, case	....	5 60
Do., 20s, square, case	....	5 60
Do., 18s, case	....	2 00
rn Flakes, 36s, case	4 00	4 25
rridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
ker Package Peas., 36s, case	....	2 85
rnstarch, No. 1, lb. cartons	....	0 10½
Do., No. 2, lb. cartons	....	0 09
undry Starch	....	0 08½
Do., in 1-lb. cartons	....	0 09¼
Do., in 6-lb. wood boxes	....	0 12¼
Do., in 6-lb. tin canisters	....	0 13
llulcid Starch, case	....	4 20
tato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.	....	2 30
e oatmeal, 20s	....	6 30
rnmeal, 24s	3 00	3 20
rina, 24s	....	3 50
rley, 24s	....	3 50
eat flakes, 24s	....	6 00
eat kernels, 24s	....	5 40
f-rising pancake flour, 24s	....	3 50
ckwheat flour, 24s	....	4 00
o-minute Oat Food, 24s	....	1 80
ffed Wheat, case	....	4 40
ffed Rice, case	....	5 70
alth Bran, case	....	2 85
. Hominy, gran., case	....	3 70
Do., pearl, case	....	3 70
otch Pearl Barley, case	....	2 70
f-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
f-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65
ffed Rice Pancake Flour, 24s	....	2 90

Rice Markets Firmer

Toronto.

RICES—A firmer tone is noted in the imary rice markets, particularly in the outhern grown rices. These rices are w considered to have reached the bottom price level and have taken on a ronger tone with a tendency upward. ot prices are unchanged.

ndurss, broken, per lb.	0 07½	0 08
e Rose, lb.	0 07	0 07½
m, per lb.	0 06	0 06½
pans, per lb.	0 07	0 07½
inese. XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Paklin	0 09	0 10
angoon	0 07	0 07½
White Sago	0 07½	0 08½
pioca, per lb.	0 07½	0 08½

Salt Holds Firm

Toronto.

SALT—There are no price changes on lt. The market is holding firm.

e, 3½s, per bbl.	7 35	7 10
e, 7s. per bbl.	7 00	6 75
e, bbl. 280 lbs., bulk	4 30	4 05
e, bags, 50 lbs.	0 93	0 88
iry, bags, 50 lbs.	1 13	1 08
arse, bags, 50 lbs.	0 93	0 88
Cream, bags, 200 lbs.	2 55	2 90
acs, 24 pkgs.	2 90	2 90

Syrups Fairly Steady

Toronto.

SYRUPS—Syrups and molasses are unchanged under a fair demand.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 07
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case	....	5 60
Cases, 5-lb. tins, white, 1 doz. in case	....	6 25
Cases, 10-lb. tins, white, ½ doz. in case	....	5 95
Cases 2-lb. tins, yellow, 2 doz. in case	....	5 00
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 65
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 35
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 50
Molasses—		
Fancy, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal	....	0 56
Do., half bbls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doze. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Sugar Stands Firm

Toronto.

SUGAR—There are no new developments to record in refined sugar. Prices are unchanged at $10.50 f.o.b. Montreal, equal to $10.84 selling basis Toronto. One refinery is reported behind in their shipments, which is due to running on reduced capacity for some time past.

St. Lawrence, extra granulated, cwt.	10 84
Atlantic, extra granulated	10 84
Acadia Sugar Refinery, extra granulated	10 84
Dom. Sugar Refinery, extra granulated	10 84
Canada Sugar Refinery, granulated	10 84

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs.. No. 1, 40c; No. 2, 50c; No. 3, 60c.

Tea Market Holds Firm

Toronto.

TEAS—There are no new developments in the tea market. The situation continues strong and high grades are in active demand. The offerings of India teas on the London market have generally been of poor quality and these poorer grades can be purchased at low figures but the better grades hold firm with an upward tendency. Ceylon teas are holding firm on all grades but the demand appears to be the keenest on the better grades. Teas on spot are generally unchanged as to quotations, but there are indications of an upward movement.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Spices Generally Steady

Toronto.

SPICES—The tone of the spice market can be considered as a steady one. Grinders continue to make purchases for immediate requirements. Cream of tartar is slightly easier in price. Peppers on spot also show a slight shading in prices.

Allspice	0 20	0 22
Cassia	0 30	0 35
Cinnamon	....	0 55
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Herbs — sage, thyme, parsley,		
Pastry	0 28	0 35
Pickling Spices	0 25	0 28
Mace	0 90	1 00
Peppers, black	0 26	0 30
Do., white	....	0 36
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 45
Do., 80s	....	0 50
Do., 64s	....	0 60
Do., ground	....	0 40
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Carraway seed, whole	....	0 30
Tumeric	....	0 23
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 55
American high-test, bulk	....	0 55
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Florida Cabbage Arrive

Toronto.

VEGETABLES.—There is a slightly firmer tone to potatoes, but this condition is considered only temporary, due to the smaller receipts during the week. Florida cabbage is offered for the first time this season and is quoted at $2.75 per hamper. Florida tomatoes are lower; 120s and 140s are quoted at $8.50 per case and 180s at $7.75 per case. Green peppers are quoted at $1 per dozen. Parsley at $1 per dozen bunches. New carrots, endives and shallots are commencing to arrive.

Cabbage, Can., per bbl.	....	1 25
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	0 85	0 90
Onions, 100-lb. sack	1 50	1 75
Do., Spanish, large crate	....	5 75
Potatoes, per bag	....	1 15
Sweet Potatoes, hampers	....	2 75
Mushrooms, 3-lb. basket	....	3 25
Cal. Head Lettuce, 4 doz. crate	....	5 00
Cauliflower, standard crate	....	6 25
Celery, Cal., crate	....	7 50
Do., Florida	....	4 50
Tomatoes, Florida, 6-bkt. crates	7 75	8 50
Peppers, per doz.	....	1 00
Parsley, per doz.	....	1 00
Cabbage, Florida, per hamper	....	2 75

WINNIPEG MARKETS

WINNIPEG, March 9.—The week has been marked by the renewal of business from both city and country districts. Merchants are buying more freely, which is an indication that when prices are at a reasonable figure the demand for groceries shows a keener activity. One of the features has been the reduction in dried fruits. Prunes are holding lower. Peaches and apricots are easier. Raisins, however, remain firm. There are no indications of reduced prices on canned goods, especially canned vegetables, which are considered to have already reached the bottom prices. Cereals remain firm. Jams have shown a decline. Sugars are steady.

Bulk Cereals Firm

Winnipeg.

CEREALS.—Bulk cereals generally are firm. Beans declined 10 cents per bushel and are now quoted as low as $3.65 per bushel. Rolled oats are firmer and it is generally felt that the oat market has reached the lowest point and if any change it would be for higher prices.

PACKAGE CEREALS

Rolled oats, 20s, round cartons..	4 75	6 00
Do., 36s, case, square kts.....	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case...	....	3 80
Puffed Wheat, 3 doz. case, case..	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case..	....	3 75
Cream of Wheat, 3 doz. case, case.	....	9 00

BULK CEREALS

Rolled Oats, 80s, per bag.....	....	2 60
Do., 40s, per bag	....	1 33
Do., 20s, per bag	....	0 70
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran., or stand., bag	....	3 50
Wheat Granules, 98s, per bag.	....	6 00
Do., 16-6s, per bale	....	6 75
Peas, whole, green, 100-lb. bag, per bush.	....	4 25
Do., split, yellow, 98s, per bag	....	7 90
Do., split, yellow, 49s, per bag	....	4 00
Beans, bag, bushel	....	3 65
Do., Lima, 100-lb. bag, per lb...	....	0 14
Barley, Pot, 98s, per bag	....	4 20
Do., pearl, 98s, per bag	....	5 50
Cornmeal, 98s, per bag	....	3 00
Do., 24s, per bag	....	0 76
Do., 10-10s, per bale	....	3 65
Buckwheat grits, whole, 98-lb. bags, pe rbag	8 25	8 75

Coffee is Firmer

Winnipeg.

COFFEE.—There is a slight increase of about two cents per pound in the price of Bogotas and Javas. The demand for coffee locally has shown a decided improvement and many merchants are buying in larger quantities.

COFFEE—

Rio, lb.	0 19	0 20
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 30	0 33
Santos, lb.	0 27	0 31

Canned Goods Firm

Winnipeg.

CANNED GOODS.—Canned vegetables are considered to have reached bottom prices and if there is any change it will tend upward. The better grades of salmon continue firm and while cheaper grades are easier, there is little interest shown in the lower price grades.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.....	2 70	2 75
Finnan Haddie, 1s, 4 doz. case..	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz..	....	3 35
Do., ½s, 4 doz. case, doz.....	....	6 00
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Oysters, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—		per case
Sockeye, 1s, tall, 4 doz. case..	....	22 00
Do., ½s flat, 8 doz. in case..	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case ...	....	16 25
Cohoe, 1s, tall, 4 doz. case....	....	18 00
Do., ½s, flat, 8 doz. case....	....	16 00
Pink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case...	....	11 00
Humpback, 1s, tall, 4 doz. case	....	8 60

CANNED FRUIT (Canadian)

Apples, 6 tins in case, per case.	2 90	3 35
Blueberries, 2s, 2 doz. case.....	....	7 15
Cherries, 1s, 4 doz. case.....	8 25	9 00
Peaches, 2s, 2 doz. case.....	6 75	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	....	5 00
Do., Lombard, light syrup, 2s, 2 doz. case	....	4 65
Do., heavy syrup, 2s, 2 doz. case	....	5 95
Raspberries, 2s, 2 doz. case.....	10 25	10 75
Strawberries, 2s, 2 doz. case ...	9 00	9 75

CANNED FRUITS (American)

Apricots, 1s, 4 doz. case	....	13 65
Peaches, 2½s, 2 doz. case	....	12 60
Do., sliced, 1s, 4 doz. case ...	....	14 50
Do., halved, 1s, 4 doz. case ...	....	14 50
Do., 2s, 2 doz. case	....	9 75
Pears, 1s, 4 doz. case	....	16 25
Pineapples, sliced, 2s, 2 doz. case	....	8 00

CANNED VEGETABLES

Asparagus, Tips, 1s, tins, 4 doz. case, per doz.	....	4 75
Beans, Golden Wax, 1s, doz. cs.	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corn, 2s, 2 doz. case	3 50	4 00
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2-½s, 2 doz. case	....	7 00
Pumpkins, 2-½s, 2 doz. case ...	....	3 00
Sauer Kraut, 2-½s, 2 doz. case .	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2-½s, 2 doz. case .	4 00	4 60
Spinach, 2-½s, 2 doz. case ...	6 75	7 25

Prunes are Lower

Winnipeg.

DRIED FRUIT.—Prunes are reduced in price. These reductions amount to about three cents per pound on all sizes. Five-pound cartons of prunes are down 45 cents per carton, bringing the price to 80 cents. Peaches and apricots are easier with indications for lower prices. Raisins are holding firm.

DRIED FRUIT

Evaporated Apples, per lb.	....	0 18
Currants, 90-lb., per lb.	....	0 22
Do., 8 oz., pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb..	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt. ...	....	0 35
Peaches, standard, per lb.	0 28	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	1 56	1 62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.....	....	0 30
Do., Cal., cartons, per carton	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 19
40-50s, 25s, per lb.	....	0 1
50-60s, 25s, per lb.	....	0 1
60-70s, 25s, per lb.	....	0 1
70-80s, 25s, per lb.	....	0 1
80-90s, 25s, per lb.	....	0 1
90-100s, 25s, per lb.	....	0 0
In 5-lb. cartons, per carton ..	....	0 8
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case, per pkg.	....	0 2
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 2
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 2
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 2
Cal., bulk, seeded, 25-lb. boxes	....	0 2
Do., pkt. seedless, 11 ozs., 3 doz. to case, per lb.	....	0 2
Do., bulk, seedless, 25-lb. boxes, per lb.	....	0 2
Apricots, choice, 25s, lb.	....	0 4
Do., 10s, lb.	....	0 4
Do., Standard, 45s, lb.	....	0 4
Do., choice, 10s, lb.	....	0 4
Do., fancy, 45s, lb.	....	0 5
Do., fancy, 10s, lb.	....	0 5

Flour Unchanged

Winnipeg.

FLOUR.—There is no change in t flour situation and following are the qu tations: No. 1 Manitoba flour in co ton, $10.85 per barrel; jute bags, $10.

Oranges are Firmer

Winnipeg.

FRUIT.—There is a good demand f oranges and grapefruit with fairly go supplies. Oranges are showing a firm undertone and are being quoted fro $4.50 to $7 per case according to siz Bananas advanced one cent per pou and are now quoted at 13 cents p pound. California lemons continue fir at $6 to $6.50 per case, while grapefru is steady at $6.50 to $7.50.

Jams Reduced

Winnipeg.

JAMS.—The week has been mark by still further declines on jams. Su plies that have been bought for futu deliveries will, on arriving in anoth two weeks, be offered at 85 to 90 cen for fours, Eastern pack, and from cents to $1 for Western pack.

JAMS—

Eastern

Strawberry, 4s, per tin	....	0 90
Black Currant, 4s, per tin	....	0 90
Raspberry, 4s, per tin	....	0 90
Apricots, 4s, per tin	....	0 85
Cherry, 4s, per tin	....	0 85
Peach, 4s, per tin	....	0 85
Compound (all flavors), 4s, tin	....	0 55

Western.

Strawberry, 4s, per tin	....	0 95
Black Currant, 4s, per tin	....	0 95
Raspberry, 4s, per tin	....	0 95
Apricot, 4s, per tin	....	0 90
Cherry, 4s, per tin	....	0 90
Peach, 4s, per tin	....	0 90

Shelled Walnuts Scarce

Winnipeg

NUTS.—Shelled walnuts contin firm but do not show any materi change from last week. Some shipmen of new crop walnuts have arrived an are going into consumption very rapidl which is leaving the market rather ba of supplies. Shelled almonds are bein quoted at prices practically in line wit pre-war figures and considered goo buying at the prevailing price. No. Spanish peanuts are firm and an advanc

quotations is expected. Shelled bra- are being quoted at lower figures June to December delivery and book- s are fairly heavy.

TS, SHELLED—		
lmonds, per lb.	0 45	0 47
anish Peanuts, No. 1, per lb.	....	0 12½
ecans, per lb.	....	1 30
Valnuts, per lb.	....	0 45
TS IN SHELL—		
eanuts, roasted, Jumbo, per lb	....	0 25

Rice Unchanged

nipeg.

RICE.—The rice market is unchanged most grades. No. 1 Japan, however, advanced slightly. It is not expect- that the market will change ma- ally.

E—		
o. 1 Japan, 100-lb. sacks, lb..	....	0 07¾
Do., 50-lb. sacks, lb.	....	0 08
am, Elephant, 100-lb. bags..	....	0 06
Do., 50-lb. bags.	....	0 06¼
, sack lots, 130 to 150 lbs., per lb.	....	0 08¾
., in less quantities, lb.	....	0 09
ioca, pearl, per lb.	....	0 08¾

Starches Hold Steady

nipeg.

TARCH.—There is no change in tations on starch. The market is dy.

starch, 1-lb. pkgs., per lb..	....	0 09½
., No. 1 quality, 1-lb. pkgs...	....	0 11
s. 1-lb. pkgs, per lb.	....	0 11¼
uloid, 1-lb. pkgs., per case.	....	4 45

Pepper Market Firmer

nipeg.

PICES.—Both black and white pep- are firmer, due largely to the im- vement in exchange and the in- sed ocean carrying charges.

pice, Jamaica, best quality, lb.	....	0 2b
ia, Batavia, per lb.	....	0 38
., China, per lb.	....	0 25
lies, per lb.	....	0 55
., No. 1, per lb.	....	0 53
amon, Ceylon, per lb.	....	0 85
., No. 10, carton, doz.	....	1 00
es, Penang, per lb.	....	0 95
., Amboyna, per lb.	....	0 90
., Zanzibar, per lb.	....	0 75
er, washed, Jamaica, No. 1.	....	0 65
., Jamaica, No. 2	....	0 40
., Japan or Africa, lb.	....	0 30
e, extra bright Penang, lb...	....	0 80
negs, extra large brown, 70 to lb., per lb.	....	0 70
., large brown, 85 to lb., lb	....	0 65
., med. brown, 110 to lb., lb.	....	0 55
., carton of six, per doz.	....	0 80
er, black, Singapore ex., lb.	....	0 36
., white, per lb.	....	0 50
ling, ¼-lb. pkg., per doz...	....	1 00
., bulk, No. 1, per lb.	....	0 28
GROUND SPICE		
pice, bulk, per lb.	....	0 25
., No. 2, per lb.	....	0 25
., 2 oz. cartons	....	0 80
., 4 oz. cartons	....	1 20
ia, No. 1, bulk, per lb.	....	0 30
., No. 2, bulk, per lb.	....	0 25
., No. 1, 2 oz. cartons	....	1 00
., No. 1, 4 oz. cartons	....	1 50
amon, bulk, per lb.	....	0 45
., 2 oz. cartons	....	1 15
., 4 oz. cartons	....	1 75
es, bulk, per lb.	....	0 80
., 2 oz. cartons	....	1 70
., 4 oz. cartons	....	2 75

Syrups Unchanged

nipeg.

YRUPS — The demand for corn ups has shown an improvement but tly for immediate requirements. tations are steady and unchanged.

CANE SYRUP—		
No. 2s	....	7 30
No. 5s	....	8 40
No. 10s	....	7 85
No. 20s	....	7 65
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 90
Cases, 5-lb. tins, white, 1 doz. in case	....	6 60
Cases, 10-lb. tins, white, ½ doz. in case	....	6 35
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 35
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 30
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 00
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	5 75
MAPLE SYRUP—		
Pure, 2½s, tins, case of 2 doz.	....	24 85
Pure, 5s, per case of 1 doz.	....	22 65
Pure, 10s, per case of ½ doz.	....	21 05
TABLE SYRUP—		
Maple flavor, 2½s, tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 30
3-lb. tins, 2 doz. case	....	11 70
5-lb. tins, 1 doz. case	....	9 50
10-lb. tins, ½ doz. case	....	9 20
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	4 80
2s, 4 doz. in case	....	4 40
2½s, 4 doz. in case	....	4 10
5s, 4 doz. in case	....	4 10
10s, 4 doz. in case	....	4 05

Sugar Holds Firm

Winnipeg.

SUGAR.—Sugar is ruling steady to firm at unchanged quotations.

Extra granulated, bags, 100 lbs..	....	12 00
Do., gunnies, 5/20 lbs.	....	12 40
Do., gunnies, 10/10 lbs.	....	12 50
Do., cartons, 20/5 lbs.	....	12 60
Do., cartons, 50/2 lbs.	....	12 75
Yellow, No. 1 light, bags 100 lbs.	..	11 60
Do., golden, bags, 100 lbs..	....	11 50
Powdered Sugar, bbls.	....	12 35
Do., boxes, 50 lbs.	....	12 55
Do., boxes, 25 lbs.	....	12 75
Icing, barrels	....	12 45
Do., boxes, 50 lbs.	....	12 65
Do., boxes, 25 lbs.	....	12 85
LUMP SUGAR—		
Soft Lumps, boxes 100 lbs.	....	12 75
Do., boxes, 50 lbs.	....	12 85
Do., 25 lbs.	....	13 05
Do., cases, 20 cartons	....	13 80
Do., cases, 40 half cartons..	....	14 55
Small Lumps, boxes 100 lbs.	....	12 65
Do., boxes, 50 lbs.	....	12 75
Do., boxes, 25 lbs.	....	12 95
Do., cartons, 50/2 lbs.	....	14 05
Hard Lump Sugar, barrels	....	12 95
Do., boxes, 100 lbs.	....	12 95
Do., boxes, 50 lbs.	....	13 05
Do., boxes, 25 lbs.	....	13 20

Celery Quoted Higher

Winnipeg.

VEGETABLES.—There is practically no change in the vegetable market this week. Potatoes are quoted at the low price of $1 per bushel. Florida tomatoes are arriving, but continue to be quoted at $15 to $16 per case. California cauliflower has shown an advance in price and is now quoted at $4 per case.

Potatoes, per bushel	....	1 00
Carrots, per cwt.	....	2 50
Turnips, per cwt.	....	2 00
Parsnips, per cwt.	....	4 00
Beets, per cwt.	....	2 00
Cabbage, per cwt.	....	3 00
Peppers, per basket	....	1 75
Celery (Cal.), per case	8 50	9 00
Hed Lettuce (Cal.), per case....	5 00	5 50
Cauliflower (Cal.), per case	....	4 00
Cucumbers, per case	....	7 00
Tomatoes (Florida), per case....	15 00	16 00

Teas Continue Firm

Winnipeg.

TEA.—The tea markets continue to rule with a firm tone. The demand for medium and better grades has shown a decided improvement for local consumption.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoes, first quality	0 40	0 48
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken Orange Pekoe, 1st qual.	0 50	0 60
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

The store of W. C. Jessiman, Vancouver, B.C., situated on a corner where attractive window displays bring business.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 9.—Business is reported much better than the past two weeks. Prices generally remain steady. Flour dropped 70 cents, now quoted at $12.25 per barrel. Cheese is slightly firmer at 31 to 32 cents per pound. Pure lard is easier at 20½ to 21 cents per pound. Compound lard is also down one half cent. Butter is down two cents per pound. Potatoes are steady at unchanged quotations.

Flor, No. 1 patents, bbls., Man.	....	12 25
Cornmeal, gran., bags	3 90	4 00
Do., ordinary	....	2 75
Rolled oats	....	9 00
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	12 00	14 00
Molasses	....	0 68
Sugar—		
Standard, granulated	....	10 60
No. 1, yellow	....	10 10
Cheese, N.B.	0 31	0 32
Eggs, fresh, doz.	0 50	0 55
Lard, pure, lb.	0 20½	0 21
Do., compound	0 16	0 16½
American clear pork	42 00	45 00
Tomatoes, 2½s, standard case..	....	4 40
Beef, corned 1s	4 00	4 20
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	....	0 63
Do., dairy	0 48	0 51
Do., tub	0 46	0 51
Potatoes, per bbl.	2 25	2 75
Corn, 2s, standard, case	....	3 85
Peas, standard, case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	6 00	6 50
Oranges, Florida	6 50	7 50
Do., California	5 00	7 00
Bananas, lb.	0 12	0 13
Grapefruit, case	6 00	7 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., March 9.—Business for the past week has been well up to the average. Butter, cheese and eggs varied slightly in price during the week, but in most cases are the same as last week. Potatoes continue downward, Prince Edward Island selling at $1.65, while New Brunswick bring $1.50. This difference in price is accounted for by the larger supply of New Brunswick potatoes over P. E. I. new shipments. Oranges are slightly higher and grapefruit is quoted at $1.00 per case less. Wholesale fruiterers who have not been importing bananas all winter say shipments will commence next week.

Flour, No. 1 patents, bbl.	....	13 75
Cornmeal, bags	....	3 25
Rolled oats, per bag	....	4 25
Rice, Siam, per 100 lbs.	8 50	11 50
Tapioca, 100 lbs.	....	13 00
Sugar, standard, granulated	....	10 60
Do., No. 1, yellow	....	10 00
Molasses, gal.	....	0 75
Cheese, Ont., twins	....	0 32
Eggs, fresh, doz.	....	0 50
Lard, compound	....	0 17
Do., pure, lb.	....	0 22
American clear pork, per bbl.	....	40 00
Tomatoes, 2½s, standard, doz.	....	2 20
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 38
Do., aver. 12-18 lbs.	....	0 38
Do., aver. 18-25 lbs.	....	0 37
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 56
Do., dairy	....	0 45
Raspberries, 2s, Ont., doz.	....	5 40
Peaches, 2s, standard, doz.	....	3 80
Corn, 2s, standard, doz.	....	1 92
Peas, standard, doz.	....	1 97
Strawberries, 2s, Ont., doz.	....	5 10
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 14½
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	1 50	1 65
Beans, white	....	3 65
Do., yellow eye	....	7 50
Bananas, lb.	0 10½	0 11½
Lemons, Cal.	....	6 50
Oranges, all sizes	5 75	7 00
Grapefruit, Florida, case	....	7 00
Do., Jamaica	....	5 00
Apples—		
Baldwins	3 50	7 00
Spys, No. 1	....	8 00
Do., No. 3	....	4 00
Oats, per bush.	....	0 92

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, B.C., March 9.—Business is shaping up splendidly and there is every indication of it continuing to do so. One local dealer is shipping potatoes to the Philippines. Dried nuts are moving well since adjustment of prices. Local fresh eggs are quoted at 35 cents per dozen. New Zealand butter is selling at 58 cents per pound and local at the same price. Cheese is quoted at 32½ cents for Ontario solids. Okanagan cabbage is in demand at $2.50 case. Onions, $1.50. Potatoes, $30.00 to $40.00 per ton. Rice has a firmer tendency, Japan is quoted at $145.00 per ton. Canned pineapple is reduced ten per cent. Be are selling freely at five cents per pou

Sees Nothing But Prosperity For Canad

Discussing the business outlook w Canadian Grocer, A. E. Silverwood, pr dent and general manager of Silv woods, Limited, at London, Ont., sta that he sees nothing ahead but pr perity for Canada. Conditions he lieves are sound and the readjustm period will be passed safely. His fi is preparing for larger business t ever in the future and is doubling capital and making it now $1,000,000

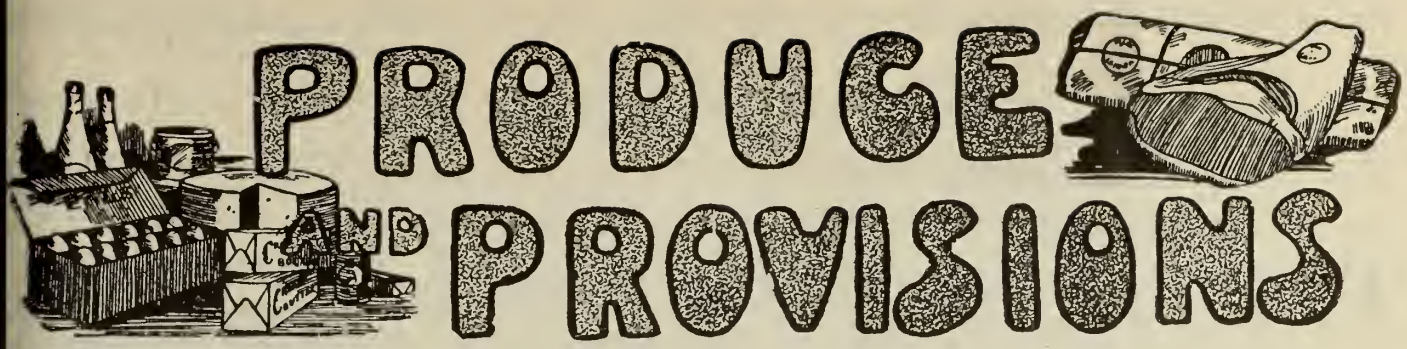
"Plans are being laid," said Mr. verwood, "for greatly expanding business. Last year we sold four ti as much ice cream as we did in any p vious year and this season we plan at least double last year's trade."

This will be done by simply going after the trade and going into new t ritories and giving fast service bac up by good merchandise. Mr. Silv wood says there is going to be ple of business and the men who go af it will get it.

Chase and Sanborn Have Taken Over Tea Concer

Montreal.—(Special.)—Chase & S born, tea and coffee importers, h taken over the business of the Tam kande Tea Co., 18 St. Maurice Str Montreal, which was owned by the l Silas Huxley, who died on January last. Chase & Sanborn have purcha the stock, fixtures, records and busin of the above company, and will in fut furnish the trade with the Tamilka products.

The late Mr. Huxley was the sole p prietor of the above mentioned busin for over thirty years and was known many in the trade. His successors the packers of Seal Brand coffee, as w as Seal Brand teas, and will carry on the old address the business which Huxley held for so many years.



Social Season Means Bigger Sales

George Marshall, Manager of Fish Department in F. Simpson & Sons, Yonge Street, Toronto, Gives Special Attention to Orders for Dinner and Supper Parties—An Opportunity Unequalled by Demand in Lenten Season

"OUR increase in sales of fish through the Lenten season does not equal the trade in this department provided by parties and social functions, which disappears with the beginning of Lent," George Marshall, manager of F. Simpson & Sons, 236 Yonge Street, Toronto, told Canadian Grocer. "During the social season we do a very heavy business, and sell a lot of fish for special events. We cater to this class of trade, and aim to give it that personal attention that means a great deal in the way of bringing new business to the department, and increasing sales of fish. The past few weeks have been the busiest we have experienced in a long time. The social season is at its height just now, and there is a rush to crowd in as many parties as possible before the Lenten season begins. I give all these special orders my own special attention, for the reason that one satisfied customer will do more to advertise your business than the average person will believe. 'I was at Mrs. Blank's dinner party last evening, and she served a particularly delicious fish. She told me that you chose it for her. Couldn't you do the same for me? I will just leave it to you.'

One Tells Another

"Now these are remarks I am constantly hearing from people who are wanting something special for dinner parties, or a certain kind of fish for a very delicious salad that some hostess is planning for the party she is about to give. It pays us to cater to this class of trade. It has been a big feature this winter, and the two weeks prior to Lent will see a big supply of special orders for occasions of this kind. The grocer who is selling fish can increase his sales by going after this trade, and by giving to the personal care and attention that the customer appreciates, he will find that it steadily increases, one satisfied customer telling another, and so building up a trade that is well worth while. Last week we sold, for instance, two barrels of oysters in the half shell, to say nothing of heavy sales of bulk oysters, lobster and other special lines, that are suitable for the dinner or supper party.

"Of course, with the beginning of Lent there is a slackening of this trade, and we are more or less restricted to our regular fish sales, which in our business are pretty well confined to Thursday, Friday and Saturday. In Lent, however, sales of fish on Wednesday are increased, but the bulk of the fish orders come in on Thursday afternoon and Friday morning."

Best Quality Fish Only

Six girls are employed in the Simpson store, whose duties are to take the orders. On Thursday afternoon they commence to call the customers for their orders to be delivered on Friday. The fish order is always placed at the top, and receives first attention. "We are finding," Mr. Marshall remarked in the course of his conversation with Canadian Grocer, "that the majority of people are now eating fish one day a week. It usually is on Friday or Saturday. Most of the customers in regular store are also good customers in the fish department. We are selling high quality fish all the time, and while there is some increase in sales during the Lenten period, we do not specially look upon this season as a time to turn over a very much greater amount of fish. Our aim is to sell fish all the time, to show it in an attractive manner, and make it so tempting to people that they will make it a regular article of diet in their homes. Fish should be a good sale at all times, and we are finding just as heavy an inquiry for it from people who are not called upon in particular seasons to fast as from persons of certain creeds, upon whom it is incumbent to refrain from the eating of meat."

Service and Satisfaction

Fish sales in the Simpson store total up into the hundreds of pounds every week. They have now for some time consistently gone after this business, and believe the fish department is one of the best in the grocery trade. It works so well with the regular grocery business, and in the hands of a manager fully conversant with the handling of fish in the best and most profitable way, it easily becomes a source of gratifying revenue. "Giving the people service and satisfaction is what counts," Mr. Marshall declares, and it is his endeavor as manager of the fish department of the Simpson store to so personally cater to the wants of his customers that he cannot fail to hold their trade, and, through their confidence in his ability to please them, extend his trade.

FISHERIES EXPERT MAKES REPORT TO B.C. GOVERNMENT

Victoria, B.C., March 8.—The run of sockeye salmon to the Fraser River this year will range itself definitely with the lean years of that river, and the former big years of the Fraser must be regarded wholly as a thing of the past, according to the conclusion reached by Dr. C. H. Gilbert, fisheries expert appointed by the Government. Blockade of the Yale Canyon in 1913, as a result of blasting operations, the report says, caused the catastrophe which became irreparable before adequate measures of relief could be taken.

Fresh Halibut Is Now Available

Present Prices Are Very Low, Although It Is Unlikely That Current Values Will Hold for Much More Than a Week—Big Demand for Qualla Salmon

By D. B. DRYSDALE

THE first carload of fresh halibut will arrive in the city this week. This signifies the opening of the fresh fish season so far as the Pacific coast fisheries are concerned.

Prices at the present time are very low, although it is not likely that present prices in all lines will hold out for much more than a week. With the increased express rates in effect it pays to order ahead and have your orders shipped by freight. There are still two weeks of the Lenten season left with two and three fish days a week, and provided the consumer can get the fish he is as likely to eat as much fish in March as in January or February.

Big Demand for Qualla

This season there has been an exceptional demand for qualla salmon. In fact there has never been a season in the history of the wholesaler in Toronto in which the demand for qualla was greater. This is probably due to the extremely low prices and the quality of the fish.

The pink qualla is being offered at eight cents per pound in case lots and the silver bright ocean caught paper wrapped at nine cents. It is an easy fish to handle and cut and is very rich in flavor. This week Alaska qualla will be put on the market and although the price of twelve cents per pound may seem a little high the customer will be getting full value for his money. These fish have a heavy ice coating and could be sold as cohoes, and it would take an expert to tell the difference. They are considered extra good value and it is only by ordering in five and six carload lots that makes it possible to offer them to the trade at such a price.

Best Weeks to Come

Although we have had quite a lot of soft weather this season, it is doubtful if the trade has suffered any. Most of the frozen fish has been so well frozen that it would take a very long freight journey to make any difference in appearance or quality of the fish.

Wholesalers are looking forward for the best weeks yet during Lent and all have a large and satisfying stock on hand.

THE BANANA IN A NEW FORM

A Canadian Grocer representative was shown the other day something new in the banana line. This is a new filler for chocolates, pastry, etc., and is actually a dehydrated banana. In other words, it is the banana with the water extracted by the dehydration process and is entirely different from the dried banana or banana fig that has been on the Canadian market for some time.

For retail purposes it is packed in a small box. The banana has a uniform brownish color and looks not unlike a sausage but, of course, has less color.

For baking purposes in the home the dehydrated banana is ground fine. Water may be mixed with it but better still corn syrup.

The writer tasted a caramel made with the dehydrated banana filling and it certainly is a delicious confection.

The process to which the bananas are subjected is essentially a drying one with careful regulation of the temperature, moisture and selection of fruit, etc. The bananas are peeled and put through the process whole. It is pointed out that all the substance of the banana is retained; only the water is extracted. The manufacturers state that one pound of dehydrated banana equals four pounds of the fresh fruit.

The manufacturing trade use the whole banana made into a paste as a filler b itself or in combination with other fille such as fruits, chopped nuts, etc.

263,189,000 BUSHELS OF WHEAT IN 1920

The total yield of wheat as compared with 1919 is as follows:

1920—263,189,000 bushels from 18,232,374 acres.

1919—193,260,400 bushels from 19,125,968 acres

which means an increased yield last year of 69,928,600 bushels from a decreased acreage of 893,594.

The yield per acre of other crops as compared with 1919 shows an increased production per acre over a five year average on oats, barley, rye, peas, beans, buckwheat, mixed grain and corn for husking. The Government gives the total value for 1920 for the crops as $1,636,664,900 as compared with $1,452,437,500 in 1919 even allowing for the decrease in price.

This simply means that the decrease in price has been taken care of by the increase in yield, and the purchasing power of the Canadian farmer is greater this year than last by $184,227,400.

Foreign Enquiries For Canadian Foodstuffs

Manufacturers desiring names of foreign buyers as referred to below can secure them by writing Canadian Grocer, University Avenue, Toronto, and giving number of enquiry.

2754. **Macaroni.**—A firm of foreig produce merchants in Edinburgh, Sco land, desire to receive quotations fro manufacturers of macaroni. Pric should be quoted c.i.f. United Kingdo ports, and full details of terms, togeth with samples of product, are desired.

2770. **Wheat Flour.**—A London fir interested in the export of wheat flour the Continent of Europe wish to get in touch with milling firms in Canada ab to quote.

2771. **Evaporated Apples, Canned Lo sters, and Rolled Oats.**—A London fir of brokers wish to secure the sellin agency of Canadian packers of evap rated apples and apple rings, and cann lobsters, and millers of rolled oats a oatmeal, of which they claim they c sell large quantities.

2772. **Flour.**—A London firm wish get into touch with Canadian flour mi ers in a position to export to Europe countries.

2773. **Wheat Semolina.**—A Liverpo firm ask to be placed in touch with e porters of wheat.

2774. **Barley.**—A Liverpool firm a to be placed in touch with exporters barley.

2775. **Rolled Oats.**—A Liverpool fir ask to be placed in touch with exporte of rolled oats.

2776. **Rye and Rye Flour.**—A Live pool firm ask to be placed in touch wi exporters of rye and rye flour.

2777. **Canned Lobsters.**—A Swedi firm desire to secure an agency f canned lobsters.

2778. **Canned Salmon.**—Branch offi of British firm in Brussels require lar quantities of red and pink salmon cases of 48 1-pound tins. Quotatio c.i.f. Trieste, cash against documen Brussels.

2779. **Flour.**—British firm in Brusse require full cargoes of wheat flour f bread-making; c.i.f. Trieste, casn again documents, Brussels.

2780. **Oil Cakes.**—British firm in Bru sels require linseed oil cakes. C.i.f. En lish port, cash against documents.

2781. **Apples.**—Antwerp firm desire receive offers of Canadian Northern S and Russet apples.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 9.—The feature of the produce market this week is the easier market for eggs, with a better supply arriving. Prices, in some instances, are reduced two cents per dozen, but the general market is at least a little easier. There is no change in the hog market this week, prices ruling steady though there have been some fluctuations in price during the week. Fresh meat prices in general are steady. An interesting feature of the smoked meat market is the importation of large shipments of American picnic hams. Local prices, however, are not changed in any of the smoked meat lines. Butter is advanced in price this week, due to the shortage in supplies of creamery and the higher prices offered in the West. The cheese market is very strong in virtue of the shortage of spot stocks and local requirements call for all available supplies despite demands for export. Prices on lard seem to be standing fairly steady. The labor troubles among the packers are responsible for a steadier local tone to the meat market, due to the smaller supplies coming from these establishments. The poultry market is very firm and unchanged. There is a shortage of fresh killed poultry and storage supplies are called on to meet the demand. There is no change in the fish market.

Creamery Butter Higher

Montreal.

BUTTER.—On account of the stocks of creamery butter at the first of the month being the smallest at this period for the past three years, and the fact that the prices of creamery butter in the Northwest markets have advanced considerably over a week ago a much stronger feeling prevails in the local market this week and prices have closed with an advance of two cents per pound.

BUTTER—		
Creamery, prints, qual., new..	0 55	0 58
Do., solids, quality, new	0 53	0 57
Dairy, in tubs, choice	0 49	0 51
Do., prints	....	0 50

Cheese Supplies Limited

Montreal.

CHEESE.—There has been no important change in the condition of the market during the week, the feeling being firm on account of the very limited supplies available on spot, for which there is a good inquiry for home consumption. Buyers in some cases have found it difficult to fill their wants. There is no change in the quotations this week.

CHEESE—		
New, large, per lb.	0 29	0 29½
Twins, per lb.	0 29	0 29½
Triplets, per lb.	0 29	0 29½
Stilton, per lb.	....	0 40
Fancy, old cheese, per lb.....	0 35	0 37
Quebec	0 30	0 32

Cooked Meats Unchanged

Montreal.

COOKED MEATS—There is no change in the market for cooked meats. The demand is limited and supplies are quite sufficient to meet all requirements, with prices ruling steady.

Pickled pork tongues	....	0 40
Pickled pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 33
Hams, cooked	0 61	0 68
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 63
Do., 6-lb. tins, per lb.....	....	0 16
Do., 25-lb. pails, per lb.	....	0 15

A Better Supply of Eggs

Montreal.

EGGS.—Quotations on eggs are the same this week as they were a week ago, although prices have fluctuated during the week. Larger supplies are arriving on the market and for this reason a weakness is evident. The supply has noticeably increased during the week and in some cases the prices are two cents per dozen lower than a week ago. It seems evident that the egg market will be a little easier through the next week, but at the present time strictly fresh eggs are selling at from 48 to 50 cents per dozen. The demand is very good and is almost limited to the strictly fresh eggs.

EGGS—		
Strictly fresh	0 48	0 50
Storage eggs	0 35	0 36

Fish Market Unchanged

Montreal.

FISH.—The fish market shows no price change. Supplies are still arriving in good quantities and the demand is good, although the requirements of the trade are not as large as they were earlier in the Lenten season. Fish prices hold firm this week.

FROZEN FISH.		
Halibut, large and chicken	0 16	0 17
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 7½	0 8½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11
Doree	0 12	0 13
Whitefish	0 16	0 17
Smelts	0 15	0 20
Grass Pike	0 10	0 11
Round Pike	0 08	0 09
SALTED FISH		
Codfish, large, bbls., 200 lbs.....	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20
SMOKED		
Chicken Haddies, 15-lb. box....	....	0 07
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box	....	0 17
Boneless Herring, per box	....	1 60
Smoked Herrings	....	0 21
Kippers, new, per box	....	2 75
Bloaters, new, per box	....	2 50
Smoked Salmon	....	0 35
BULK OYSTERS		
Standard, No. 1	....	3 25
Do., No. 3, can	....	9 50
Selects, No. 1, can	....	3 75
Selects, No. 3, can	....	11 00
Jars, 1 doz. box	....	6 50
Do., 2 doz. box	....	12 50

Lard Market Steady

Montreal.

LARD.—A fair amount of business continues to be done in lard for local account, and sales of Canadian pure leaf lard are being made at from 19 to 20 cents per pound in twenty-pound wood pails. This is the same figure that was quoted a week ago and the lard market seems to be fairly steady this week.

LARD—		
Tierces, 360 lbs.	0 19	0 20
Tubs, 60 lbs.	0 19½	0 20½
Pails, 20 lbs.	0 20	0 21
Bricks	0 23	0 24

Hog Market Holds Steady

Montreal.

FRESH MEATS.—There is very little change this week in the hog market. Prices have remained steady throughout the week, although the labor situation has had some effect in cutting down the output of some of the plants. Prices dropped as low as 14½ cents per pound for live hogs, but the average price has held fairly firm to 15 cents per pound. There are no changes in quotations in the fresh meat market this week.

FRESH MEATS		
Hogs, live (selected off cars)....	....	15 00
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 22½	0 23
Fresh Pork—		
Legs of pork (foot on)	....	0 30½
Loins (trimmed)	....	0 33
Bone trimmings	....	....
Trimmed shoulders	0 24	0 26
Untrimmed	....	0 24
Pork sausage (pure)	....	0 25

(Cows)			(Steers)	
$0 16	$0 23	..Hind quarters..	$0 18	$0 25
0 09	0 13	..Front quarters..	0 11	0 15

Fresh Beef—				
0 33	0 38	..... Loins	0 40	0 44
...	0 20	..... Hips	0 18	0 23
0 15	0 23	..... Ribs	0 16	0 26
0 09	0 11	.... Chucks	0 10	0 14

Farmer sausage	....	0 20
Spring lamb, carcass	0 24	0 30
Fresh sheep, carcass	0 16	0 18
Calves (as to grade)	0 15	0 24

Barrel Meats Steady

Montreal.

BARRELED MEATS.—There is no change in the quotations make this week on barreled meats. The demand for home consumption is limited and the supply is regulated to meet requirements.

BARRELLED MEATS		
Barrel Pork—		
Canadian shot cut (bbl.), 30-40 pieces	24 00	45 00

Clear fat backs (bbl.), 40-50 pieces	....	39 00
Heavy mess pork (bbl.)	....	37 50
Plate beef	....	30 00

Importing American Hams

Montreal.

SMOKED MEATS.—The feature of the smoked meat market this week is the demand from local packers for supplies of American picnic hams. This is explained by the fact that American packers are only paying 9½ cents for hogs and calculating the exchange Canadian packers find it profitable to import American hams. There are no changes in the prices on the local market, prices for all lines being steady.

BACON—		
Breakfast, best	0 38	0 43
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 36
Picnic Hams	....	0 32
Wiltshire	0 42	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 35
Do., 14-20	....	0 35
Do., 20-25	....	0 33
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

Small Supply of Poultry

Montreal.

POULTRY.—There is no change in the poultry prices this week. The demand continues very good, with only a limited supply and in consequence prices are very firm. The supply of fresh killed arriving on the market is small and storage supplies are called upon to meet requirements.

POULTRY—		
Turkeys, per lb.	0 54	0 60
Chickens	0 40	0 42
Fowl	0 30	0 35
Ducks	0 33	0 40
Geese	0 30	0 34

ONTARIO MARKETS

TORONTO, March 9.—Live hogs continue weak with packers still aiming to reduce prices. Beef is firm, calves and mutton are easy. Spring lamb is offered and prices are considerably lower than a year ago. Some fresh pork cuts are reduced. Cured meats are in an easy position but prices generally are unchanged although some packers are quoting slightly lower prices on smoked hams. Cooked hams and shoulders are reduced in price. Cheese and butter are stronger with quotations higher. Shortening and lard are easy with lower quotations on the latter. Eggs are easy and lower under heavier receipts. Poultry prices to the producer are higher but to the retail trade are unchanged.

Butter Firmer and Higher

Toronto.

BUTTER.—The butter market has a decidedly firmer tone and quotations are higher. Argentine, Dutch and New Zealand butter is offered in fair volume and the flavor is fair, but they have a streaky appearance, which practically puts them in the second grade. There is good demand, however, for these butters, as the price is attractive. Quotations on this butter range from 52 to 56 cents per pound. No. 1 creamery butter is higher, now quoted 60 cents to 63 cents per pound.

BUTTER—		
Creamery prints, No. 1	0 60	0 63
Do., No. 2	0 52	0 56
Dairy prints	....	0 45

Cheese Market Strong

Toronto.

CHEESE.—The cheese market continues with a strong tone and prices to the retail trade are advanced 1½ cents per pound, now quoted at 32½ cents. Stocks are low and some dealers report a difficulty in obtaining supplies.

CHEESE—		
Large, per lb.	....	0 32½
Stilton	....	0 35

Twins, 1c higher than large cheese. Thiplets, 1½c higher than large cheese.

Cooked Hams Down 2 Cents

Toronto.

COOKED MEATS.—Boiled hams are reduced two cents per pound. Ordinary trimmed are quoted at 51 cents and square trimmed at 55 cents per pound. Boiled shoulders are down to 44 cents per pound.

Boiled hams, lb.	0 51	0 55
Boiled shoulders	....	0 44
Head cheese, 6s, lb.	....	0 15
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 56
Bologna	0 17	0 20

Above prices subject to daily fluctuations of the market.

Egg Market Easier

Toronto.

EGGS.—The firm condition of the egg market that was manifest during the past ten days was apparently a temporary one, as since then an easier tone with lower prices has developed. The arrival of large shipments of American eggs, which are laid down at lower prices than those demanded by Ontario producers, is no doubt the leading factor in bringing about a lower tendency. Dealers also report an increase in receipts. Quotations to the retail trade are 46 to 47 cents per dozen.

EGGS—		
New laid	0 46	0 47
New laid in cartons	....	0 50

Prices shown are subject to daily fluctuations of the market.

Hog Market Continues Easy

Toronto.

FRESH MEATS.—The receipts of live hogs during the week were not heavy and packers were unable to reduce prices in line with their ideas. They continue to offer lower prices for this week's delivery and whether they will be suc ful will depend upon the quantity off Beef cattle have a firmer tone, with pr higher. Dressed calves are about $ per hundred lower. Yearling lam also lower. Some spring lamb is off at $10.00 to $12.00 each. Some f pork cuts are down one to two c per pound.

Hogs—		
Dressed, 70-100 lbs., per cwt..	20 00	22
Live, off cars, per cwt.	....	14
Live, fed and watered, per cwt.	....	14
Live, f.o.b., per cwt.	....	13
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0
Loins of pork, lb.	....	
Fresh hams, lb.	....	0
Tenderloins, lb.	....	0
Spare ribs, lb.	....	0
Picnics, lb.	....	0
New York shoulders, lb.	....	0
Montreal shoulders, lb.	....	0
Boston butts, lb.	....	0
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 19	0
Front quarters, lb.	0 13	0
Ribs, lb.	0 18	0
Chucks, lb.	0 10	0
Loins, whole, lb.	0 22	0
Hips, lb.	0 15	0
Cow beef quotations about 2c per pound above quotations.		
Calves, lb.	0 19	0
Spring lamb, each	10 00	12
Yearling lamb, lb.	0 28	0
Sheep, whole, lb.	0 10	0

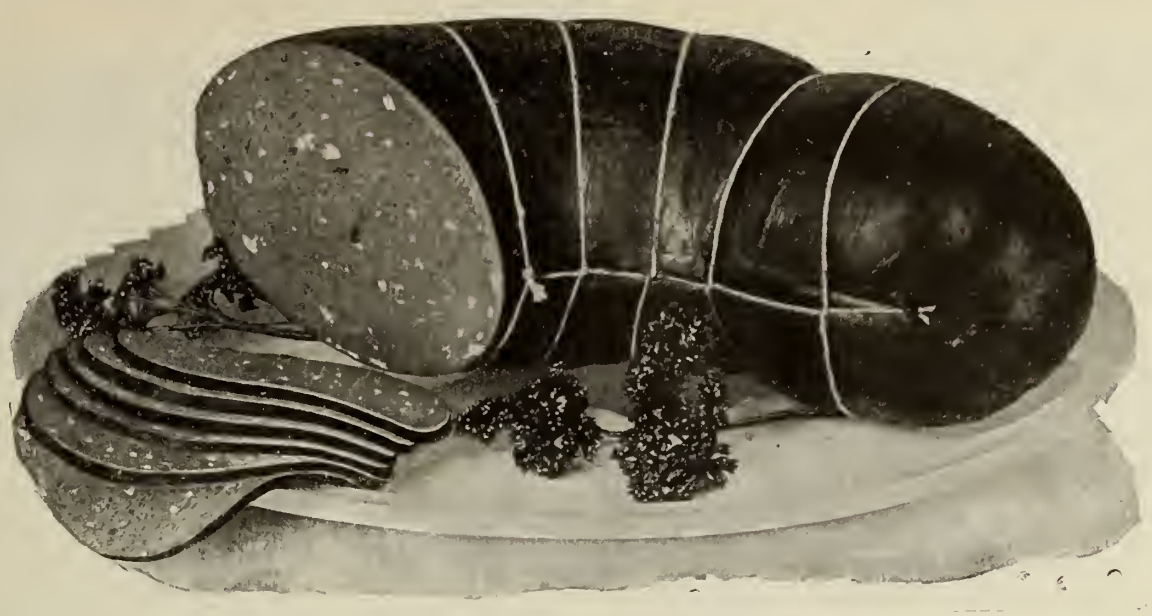
Above prices subject to daily fluctuations of market.

Fish Prices Maintained

Toronto.

FISH.—There is little of interest report in the fish market. Prices g erally are unchanged. The demand fairly active, although dealers state t the continued mild weather is caus orders from outside points to be sm but merchants are ordering more oft

FRESH SEA FISH		
Cod Steak, lb.	0 11	0 1
Do., market, lb.	....	0
Haddock, heads off, lb.	....	
Do., heads on, lb.	0 10	0
Halibut, chicken	0 14	0
Do., medium	0 21	0
Fresh Whitefish	0 13	0
Fresh Herring	0 08	0 0
Flounders, lb.	0 10	0 1
Fresh Trout, lb.	0 17	0 1
Fall Salmon	0 09	0 1
Oysters—		
No. 1 tins	....	4 2
No. 3 tins	....	12 3
No. 5 tins	....	20 0
Glass jars, doz.	....	6 5
Shell Oysters—		
600 count, per bbl.	....	20 0
800 count, per bbl.	....	18 0
FROZEN FISH		
Halibut, medium	0 21	0 2
Do., Qualla	0 10	0 1
Flounders	0 10	0 1
Pike, round	0 06	0 0
Do., headless and dressed	....	0 0
Salmon, Cohoe	0 20	0 2
Do., Red Spring	....	0 2
Sea Herring	0 07½	0 0
Brill	0 10	0 1
Smelts—		
Extras, per lb.	....	0 2
No. 1, per lb.	....	0 1
No. 2, per lb.	....	0 1
SMOKED FISH		
Haddies, lb.	0 11	0 1
Fillets, lb.	....	0 1
Kippers, box	2 25	2 7
Bloaters	....	2 0
Bundles, Digby	....	1 2
Ciscoes, lbs.	....	0 2
PICKLED FISH		
Salmon Snacks, lb.	....	0 2
Labrador Herrings, kegs, 100 lbs.	....	6 2
Do., bbls., 200 lbs.	....	11 7
Do., pails, 20 lbs.	....	2 0
Salt Mackerel, 20-lb. kit	....	3 0
Holland Herrings, Milchers	....	1 8
Do., mixed	....	1 2



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Mail orders given special attention.

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Toronto

Montreal **Sydney, N.S.** **Hamilton**

Lard Quoted Lower

Toronto.

LARD.—Quotations on lard are reduced one cent per pound, bringing the price on one-pound prints to 21 cents and on the tierce basis 18 cents per pound. The market is easy.

LARD—		
1-lb. prints	....	0 21
1-lb. tierces, 400 lbs.	....	0 18

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Smoked Meats Easy

Toronto.

PROVISIONS.—The market for cured meats can be considered an easy one. Stocks are fairly heavy and the demand is not large. In some quarters smoked hams are down one cent per pound, but the majority of packers are holding prices unchanged.

Hams—		
Small, 6 to 12 lbs.	....	0 35½
Medium, 12 to 20 lbs.	....	0 35½
Large, 20 to 35 lbs. each, lb.	0 32½	0 35
Heavy, 35 lbs. and upwards	....	0 26½
Backs—		
Boneless, per lb.	0 51	0 56½
Rolled, per lb.	....	0 63
Bacon—		
Breakfast, ordinary, per lb.	0 38	0 47
Breakfast, special trim	....	0 54
Roll, per lb.	....	0 32½
Wiltshire (smoked sides), lb.	....	0 34
Do., three-quarter cut	....	0 38
Do., middle	....	0 42
Dry Salt Meats—		
Long clear bacon, av., 50-70 lbs.	....	0 22½
Do., av. 80-90 lbs.	....	0 20½
Clear bellies, 15-30 lbs.	0 24½	0 25½
Fat backs, 10-12 lbs.	0 19½	0 21½

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork, 200 lbs.	....	38 00
Short cut backs, 20 0lbs.	....	41 00
Pickled rolls, bbl., 200 lbs.:—		
Lightweight	....	53 00
Heavy	....	46 00

Above prices subject to daily fluctuations of the market.

Poultry Prices Firm

Toronto.

POULTRY.—The receipts continue very light, with prices to the producers slightly higher. Prices to the retail trade, however, are unchanged. The market is firm under a good demand, which is being met mostly from storage stocks.

	Live	Dressed
Turkeys	-$0 50	-$0 58
Roosters	- 0 25	- 0 28
Fowl, over 5 lbs.	- 0 34	- 0 34
Fowl, 4 to 5 lbs.	- 0 32	- 0 32
Fowl, under 4 lbs.	- 0 25	- 0 28
Ducklings	- 0 35	- 0 35
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live.	0 25- 0 32	0 30- 0 38
Geese	- 0 22	- 0 30
Prices quoted to retail trade:		Dressed
Turkeys		0 60 0 63
Geese		0 35 0 40
Hens, heavy		0 35
Do., light		0 30 0 33
Chickens, spring		0 35 0 43
Ducklings		0 45 0 45

Shortening Steady to Easy

Toronto.

SHORTENING.—There is no change in quotations on shortening. The market is ruling fairly easy.

SHORTENING—		
1-lb. prints	....	0 16
Tierces, 400 lbs.	....	0 13½

In 60-lb. tubs, ½ cent higher than tireces, and in 20-lb. pails, ¾ cent. higher than tierces.

WINNIPEG MARKETS

WINNIPEG, March 9.—There are few changes in the produc and provision markets this week and the trade on the whol is in an excellent condition. Lower prices have stimulated th movement and are causing a better demand for the various product Good shipments of eggs from country districts at lower prices hav a tendency to develop the consumption of same. The hog marke continues steady with no change in price on fresh pork cuts. Hin quarters of beef have shown a slight decline. Smoked hams an bacon are lower. Poultry is moving fairly well under light receipts Cheese advanced one cent per pound, and the market is much firme Fish quotations are steady under a good demand.

Butter Market Firmer

Winnipeg.

BUTTER.—Creamery butter continues to show a firm undertone but there is no change in prices on the local market. Margarine declined two cents per pound and is now being quoted at 28 to 32 cents per pound.

BUTTER—		
Creamery, best table grade	....	0 60
Dairy, best table grade	0 34	0 36
Margarine	0 28	0 32

Cooked Meats Unchanged

Winnipeg.

COOKED MEATS. — There is no change in quotations on cooked meats. The demand at this season is reported fairly steady.

HAMS—		
Best quality, skinned, 8-13 lbs.	....	0 55
Do., 13-16 lbs.	....	0 53
Roast Ham, lb.	....	0 59
Roast Shoulders, lb.	....	0 48
Head Cheese, 1-lb. tins	....	0 17
Jellied Ox Tongues, lb.	....	0 60
Pork Tongues, lb.	....	0 56½
Luncheon Cooked Meats, lb.	....	0 27

Cheese Prices Higher

Winnipeg.

CHEESE.—The cheese market is firmer under a good demand from local buyers. Prices advanced one cent per pound and large cheese is quoted at 31 cents per pound with twins at 31¼ cents and triplets at 31¾ cents. Manitoba cheese shows no change in price. It is reported that cheese cannot be replaced at the prices quoted.

CHEESE—		
Ont., large, lb.	....	0 31
Ont., Twins, lb.	....	0 31¼
Ont., Triplets, lb.	....	0 31¾
Man., cheese, large, lb.	....	0 31¾

Eggs are Lower

Winnipeg.

EGGS.—Eggs dropped in price six cents per dozen since our last report. Good shipments are arriving from the country districts and the consumption of eggs has greatly increased since lower prices. Eggs are now being quoted at 45 cents per dozen.

Good Demand for Fish

Winnipeg.

FISH.—Dealers are of the opinion that with colder weather the demand for fish would improve. Good shipments are arriving and quotations are steady and unchanged.

Black Cod, lb.	....	0 13
Brills, lb.	....	0 09
Herring, Lake Superior, 100 lbs.	....	....
sacks, new stock	....	3 50
Halibut, chicken, cases 300 lbs.	....	0 15
Do., broken cases	....	0 16
Jackfish, dressed	....	0 08
Pickerel, case lots	....	10 50
Salmon—		
Cohoe, in full boxes, 300 lbs.	....	0 19
Do., in broken cases	....	0 20
Red Spring, in full boxes	....	0 24
Do., broken cases	....	0 25
Soles	....	0 08
Baby Whites or Tulibees	....	0 09
Whitefish, dressed, case lots	....	0 13
Do., broken cases	....	0 14

Lard and Shortening Steady

Winnipeg.

LARD.—There is no change in quotations on lard or shortening this week The market remains steady with a fai amount of business.

Live Hogs Steady

Winnipeg.

FRESH MEATS.—The fresh meat market during the week showed mor activity. Choice steers were secure from $8 to $8.50, while those of fai to good quality changed hands within range of $6.50 to $7.75. Veal calves were scarce and prices held firm. Choice quality sold from $10 to $11 and good kinds from $8 to $9. On the sheep and lamb market the offerings consisted of a few heavy lambs which were disposed of at $11.50. The hog market remained very steady and selected hogs were picked up at $13.50.

Bacon Quoted Lower

Winnipeg.

PROVISIONS.—A good steady trade continues to be done in smoked meats. Hams advanced one cent per pound and are now quoted at 43 to 45 cents per pound. Bacon averaging 6 to 10 pounds is quoted at 59 cents per pound. Other lines show no change.

Ham—		
8 to 16 lbs., per lb.	....	0 44
16 to 20 lbs., per lb.	....	0 43
Boneless, 8-16 lbs., per lb.	....	0 45
Skinned, 14-18 lbs., lb.	....	0 40½
Skinned, 18-22 lbs., lb.	....	0 40
Bacon—		
Sliced, 6 to 10 lbs., lb.	....	0 59
Cottage Rolls, boneless	....	0 34

Poultry Market Firm

Winnipeg.

POULTRY.—Receipts of fresh poultry continue very light and the trade is being supplied largely from storage stocks. Prices are firm and unchanged.

D.P. Chickens, 3½ lbs. and under	....	0 36
Do., 3½ lbs. and over	....	0 39
D.P. Fowl, 3½ lbs. and under	....	0 32
Do., 3½ lbs. and over	....	0 34
Turkeys, mixed weights	0 45	0 49

The Problems of Export

TIME is required to investigate thoroughly the possibilities of a foreign market before actual export is commenced.

A favorable opening to increase your sales may be lost through lack of preparation.

OUR Foreign Department, at Head Office, can supply much information, either for a general survey of opportunities abroad or a more detailed study of a particular field.

THE CANADIAN BANK OF COMMERCE

Head Office - - Toronto

Paid-Up Capital $15,000,000 **Reserve Fund $15,000,000**

Order a supply of Cane's assorted Pencils from your wholesale supply and ask for this attractive counter display in colors. Put it in a conspicuous place and watch it speed up your pencil sales.

Cane's Pencils write easily, are easily sharpened, never split and there's a "Cane" Pencil for every purpose. "Order from your wholesaler."

Your Canadian Dollar buys 100 cents' worth of CANE'S "All-Canadian" PENCILS

Every dollar's worth of imported goods you buy that are made as well and as cheaply in Canada, decreases the value of your Canadian Dollar, increases unemployment and postpones the return of good times.

In buying **Cane's Canadian-Made Pencils** there is **no duty to pay for, no adverse exchange,** and your dollar buys 100 cents' worth of the **highest quality pencils made.**

Wm. Cane & Sons Co., Limited
NEWMARKET, ONTARIO

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.
244 St. Paul St. West MONTREAL

SALT PLANT, WINDSOR, ONT.

THE BEST SALT

For years, the Canadian Salt Company products have been leaders. Quality and purity characterize—

Windsor Table Salt
(For general household use)

Regal Table Salt
Free running—Sold in cartons

Windsor Dairy Salt

Windsor Cheese Salt

The best equipped plant in the Dominion and scientific skill have combined in making our salts famous throughout Canada, for household, farm and dairy purposes.

Made in Canada

The Canadian Salt Co.
Limited
Windsor, Ontario

Feature "King Oscar" Sardines during the social season and suggest them for making delicious, appetizing, dainty sandwiches for afternoon teas, etc. It will pay you well.

KING OSCAR SARDINES

The finest flavored, highest grade sardines on the market. They are packed in pure olive oil from the best, selected bristlings caught in the cool waters of Norway.

You can highly recommend them to your better class of trade and know that their tempting, wholesome flavor and quality will always insure repeat orders.

YOUR DEALER CAN [SUPPLY] YOU.

Canadian Agents:

John W. Bickle & Greening
Hamilton, Ontario

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

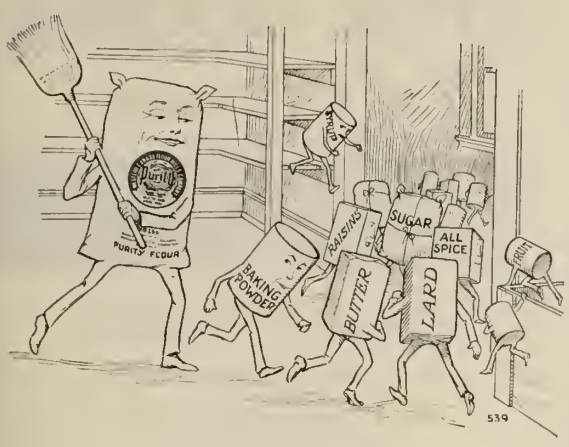
as palate pleasure and true digestive

Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & Co.

Flour Empties the Stock Room



It's nice to see your stock room filled up with new goods, but it's nicer to see it emptying out again. One of the best agents to hasten the turnover in a retail grocery store is flour. Selling flour means selling also the groceries that go with flour to turn flour into bread, cakes, pies, pastry, etc.

PURITY FLOUR

is well known as the leading Western flour for bread and for home baking of all kinds. You can recommend it with profit to your customer and to yourself.

Western Canada Flour Mills Co., Limited

Head Office: TORONTO

Eastern Branches:
Goderich, London, Hamilton, North Toronto, Ottawa, Montreal, St. John, N.B.

Western Branches:
Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson, Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg.

Is It a Good Man You Want?

Wishing and wanting won't get him for you. Advertising probably will. You ask what paper to use? Well, you can waste a lot of good money using wrong papers. The best one to use is CANADIAN GROCER.

This newspaper is probably read by the man you will engage. At any rate, if you want a man trained, the chances are that he sees and reads CANADIAN GROCER. If your advertisement tastes good to him, the chances are he'll answer it. Then it's up to you to land him.

But look for him where he's likely to be—behind some counter or desk in a retail or wholesale grocery house.

You never can tell what's in the mind of men to make them willing to change. Perhaps it's money; perhaps a cranky boss; perhaps climate; perhaps a girl. But it will be something or other.

Sometimes the first insertion of an advertisement finds the man. Sometimes you will have to keep on advertising.

Our part is not to guarantee you answers, or to promise any. We have no control over such things. But we can put your advertisement—and do—into about 6,500 grocery stores, wholesale and retail, all over Canada. This is our part. And surely 6,500 is enough.

Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion. Numbers count as words. Use a Box Number if you prefer. Five cents per insertion extra for Box Number. Make advertisements brief as a telegram.

Payable Strictly in Advance

Address to:

CANADIAN GROCER Want Ads.

153 University Ave. **Toronto, Ontario**

The Leader
in Stores

The Favorite
in Homes

STICKNEY & POOR'S

Extra Fine
DRY MUSTARD

will please your customers a little better than any other. Its purity, strength, flavor and good measure help to bring this satisfaction. With a representative stock of the Mustards, Spices and Seasonings, bearing the century honored name of Stickney & Poor, your store is sure to reflect a sense of quality that will help your business.

Stock NOW for Spring and Summer. Do not wait till the demand is upon you.

STICKNEY & POOR SPICE COMPANY
1815—Century Old—Century Honored—1921
MUSTARDS SPICES HALIFAX AND SEASONINGS

Y & S
STICK LICORICE
in 10c Cartons

Everything in Licorice for Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL
Catalogue and Price List on Application.

It pays to feature Marsh's Grape Juice

and other Marsh beverages. Your customers will need a case of them to serve in place of fermented wines when visitors call.

Get up a good display of Marsh's and keep your stock well displayed. Order from the following list:

Marsh's Grape Juice
Unfermented Port
Black Cherry Wine
Raspberry Vinegar
Marsh's Pure Apple Cider

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Co., Limited
Toronto and Montreal

Tie up your small packets and boxes neatly and watch your sales increase

Use the Albion Silky Cotton Cords

A wide range of sizes and colors always in stock.
Send your enquiries direct or through indent agent to

The Albion Sewing Cotton Co.
Limited
Fawley Mills, Tottenham Hale
LONDON, N. 17.
England

DOES YOUR TRADE NEED A TONIC?

TRY SOME OF THESE

FRESH FLORIDA TOMATOES

RED, RIPE AND IN FINE CONDITION.

CELERY, HEAD LETTUCE, GREEN ONIONS, RHUBARB

A Display of Fresh Green Vegetables is Good for the Complexion—of the Store

DELICIOUS CALIFORNIA ORANGES

Small sizes are being sold at low prices. A prominent display with a card bearing a moderate price will surprise you with sales results.

GRAPE FRUIT, LEMONS, APPLES, BANANAS

All Varieties of Domestic and Imported Fruits and Vegetables.

PETERS DUNCAN LIMITED

FRONT ST. E., TORONTO

BRANCHES: North Bay, Sudbury, Cobalt, Timmins

A Superior Separated Milk Powder

Every wholesale grocer stocks it
Good grocers sell it in yellow tins

Phone College 2040

The Drimilk Co., Limited

Courtland, Ont.

Donald H. Bain Co., Winnipeg, Western Distributors

Executive Offices: Spadina Crescent, Toronto
Eastern Offices: 332 Bleury Street, Montreal

Genuine Italian Olive Oil

at Greatly Reduced Prices

A Special Offer to re-introduce "PURITY" Italian Olive Oil — absent from the market since the early part of the Great War which made it impossible to import further supplies until recently. An opportunity for YOU to replenish your stocks at BARGAIN PRICES. We have received a complete assortment of sizes, namely, 6 gal., 1's, ½'s, ¼'s, ⅛'s, and 1-16 gal. tins.

Advise us promptly as to your needs and we will quote you.

P. Pastene & Co., Limited
340 St. Antoine Street, Montreal

Now
is the time to

Commence
To-day to

Sell Brodie's XXX Self-Raising Flour

This is the time of the year for Pancakes, Muffins, Etc., and **Brodie's XXX Self-Raising Flour** makes them good.

Recommend Brodie's to your customers.

Ontario Agents:
Chadwick & Wright
28 Duke St., Toronto

Brodie & Harvie, Ltd.
Bleury Street, Montreal

Quebec Agents:
J. B. Renaud, Inc.
Quebec

Let Value Be The Basis of Your Business

AS long as Macdonald's gives the smoker *More Tobacco for his money,* so long will the smoker prefer Macdonald's Tobaccos. And as long as you can supply him with such tobaccos, just so long can you expect to hold his custom.

There is only one sure foundation for a profitable, permanent business—and that is VALUE. The term *VALUE.* includes, of course, *Quality.* The name Macdonald's stands for both. That it stands for *Profits,* too, a trial will convince you.

The Tobacco with a heart

MACDONALD'S

Master Mason

The Plug Smoking Tobacco which MAKES AND HOLDS CUSTOMERS

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason**—the peer of "Joy Smokes."

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

Mr. Grocer

You appreciate the advantage of having a well-lighted store, don't you?

★

Why not install the improved

"Britelite"

and secure at once

THE BRITELITE"

Efficiency with Economy

FULL PARTICULARS ON APPLICATION

J. H. Edmunds Co., Limited

Electrical Fixture Manufacturers

221-227 Richmond St. W., Toronto, Ontario

Phones Adel. 6731-6732

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & CO.

Hamilton and Winnipeg

It pays to stock these "live" ones

Junket
MADE *with* MILK

The popular, economical and nutritious dessert that can be prepared in an almost endless variety of dainty ways. Junket is put up in 10-tablet packages and retails at 15c with a real good profit. It always pleases and it's an active seller.

JUNKET POWDER

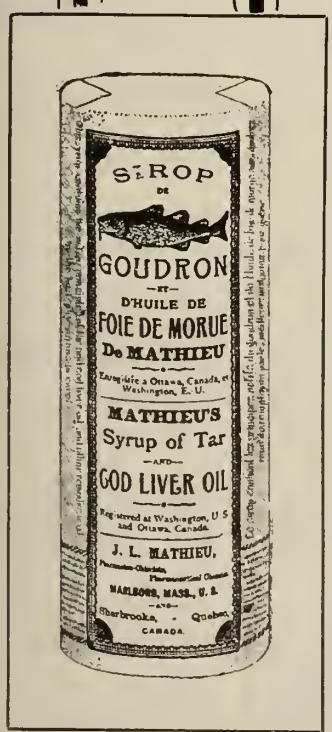
NESNAH

This is Junket in powdered form. Just the thing for quickly-made desserts. Retails at 15c within excellent profit margin. Attractively packaged and comes in four different flavors.

Try a sample order of both these high quality lines. They're both big sellers.

Chr. Hansen's
Canadian Laboratory
Toronto - Canada

SELLING AGENTS FOR CANADA:
LOGGIE, SONS & CO.
32 Front Street West, Toronto



MATHIEU'S
SYRUP OF TAR
and
COD LIVER OIL

...A Profitable Spring staple line every good grocer can sell

Most of your customers during this spring will need at some time this highly efficient and nationally known MATHIEU COUGH REMEDY. It is not only a cough cure of the highest order, but it also possesses tonic properties that build up the system while curing the cold.

Its curative properties will win the confidence of your customers and on every sale there is a profit margin that makes selling it a highly profitable proposition. Try a sample order.

J. L. MATHIEU CO., *Proprietors*
SHERBROOKE, QUEBEC

Advertising Creates Demand

IT IS of little benefit to you to know that your stock of merchandise is good, if no one else knows it.

The quality of Shirriff's Marmalade is known, because our national advertising tells the public about it. That is why Shirriff's Marmalade sells.

Shirriff's advertising leads the purchaser to expect much—Shirriff's Marmalade does not disappoint her. Supply Shirriff's and obtain the best and most profitable class of trade.

IMPERIAL EXTRACT COMPANY
TORONTO, CANADA

Selling Agents for Canada :
HAROLD F. RITCHIE & CO.
Limited
TORONTO and MONTREAL

Shirriff's
ORANGE
Marmalade

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.,
180 St. Paul St. West,
Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each, 48 cans	$11 50
Reindeer Brand, each 48 cans	11 00
Silver Cow, each 48 cans	10 60
Gold Seal, Purity, ea. 48 cans	10 45
Mayflower Brand, ea. 48 cans	10 45
Challenge Clover Brand, each 48 cans	9 85

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	$7 25
Jersey Brand, Hotel, each 48 cans	7 25
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 00
Jersey Brand, Family, each 48 cans	6 00
Peerless Brand, Family, each 48 cans	6 00
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 00
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.,
Toronto, Ontario.

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	$4 80
98-lb. jute bags, per bag	6 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	6 50

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
40-lb. Canada Laundry	$0 08½
100-lb. kegs, No. 1, white	0 09
200-lb. bbls., No. 1, white	0 09
40-lb. Edwardsburg Silver Gloss, 1 lb. chromo pkgs.	0 10¾
Celluloid, 45 cartons, case	4 30
Culinary Starch (Prices in Maritime Provinces 10c per case higher.)	
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½
(20-lb. boxes ¼c higher, except potato flour.)	

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 10½
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 09
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 09
40 lbs. Argo Corn Starch, 1 lb. packages	0 09
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., per lb.	0 12½
(20 lb. boxes ¼c higher, except Potato Flour.)	

LILY WHITE CORN SYRU

2-lb. tins, 2 doz. in case	$
5-lb. tins, 1 doz. in case	
10-lb. tins, ½ doz. in case	

KARO

24—2-lb. tins, per case	
12—5-lb. tins, per case	
6—10-lb. tins, per case	

CROWN BRAND CORN SYR

2-lb. tins, 2 doz. in case	
5-lb. tins, 1 doz. in case	
10-lb. tins, ½ doz. in case	
(5, 10, and 20-lb. tins have handles.)	

MAZOLA

	Per
No. 1, 24 tins, 1 lb	$
No. 2, 12 tins, 2 lbs.	
No. 4, 12 tins, 4 lbs.	
No. 8, 6 tins, 8 lbs.	

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	

MAGOR, SON & CO., LT
INFANTS' FOOD

Robinson's Patent Barley—	
1-lb.	
½-lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODUC
LIMITED

Ontario Prices.

KLIM

8 oz. tins, 4 dozen per case	$
16 oz. tins, 2 dozen per case	
10 lb. tins, 6 tins per case	

COLMAN'S OR KEEN'S MUSTARD

	Per doz
D.S.K., ¼ lb.	
D.S.F., ½ lb.	
D.C.F., 1 lb.	
F.D., ¼ lb.	

	Per
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

Keen's Oxford, per lb.	
In cases, 12 12-lb. bxs. to case	

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	
White Cleaner (liquid)	
Card Outfits — Black, Tan, Toney Red, Dark Brown	
Metal Outfits — Black, Tan, Toney Red, Dark Brown	

IMPERIAL TOBACCO CO.
CANADA, LIMITED

Black Watch, 10s, lb.	
Bobs, 12s	
Currency, 12s	
Stag Bar, 9s, boxes, 6 lb.	
Pay Roll, thick bars	
Pay Roll, plugs, 10s, 6-lb. caddies	
Shamrock, 9s, ½ cads., 12 lbs. ¼ cads., 6 lbs.	
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	
Forest and Stream, tins, 9s, 2-lb. cartons	
Forest and Stream, ¼s, ½s, and 1-lb. tins	
Master Workman, 2 lbs.	
Master Workman, 4 lbs.	
Derby, 9s, 4-lb. boxes	
Old Virginia, 12s	
Old Kentucky (bars), 8s, boxes, 5 lbs.	

George Ham says "Good-Bye"

A STRIKING and affectionate farewell is bade by Col. George H. Ham in the March 15th issue of MACLEAN'S MAGAZINE, to his thousands of friends, as well as to other readers who may know him only by hearsay, who have been following his reminiscences in Canada's National Magazine since last August.

"The Curtain is Rolled Down, for seventy-three years makes a long act," says George. "Recalling three score and ten of these years has been a pleasant though difficult task; thirty-three of them have been spent in the service of the C.P.R., and one cannot but realize that the corridors of the Company's office will not long be trodden by the older ones of this generation and that some of us perhaps will soon not even be a memory."

"There Were Giants in Those Days"

The concluding instalment of this remarkable, all-Canadian feature, is the biggest and best of the lot—and here is the proof: There are seven full magazine pages, chock full of stories of those amazing days when the C.P.R. was conceived and constructed; human, hitherto unpublished details of the lives and careers of those three veteran founders, and, later, presidents of our first transcontinental: **Lord Mount Stephen**, the late **Sir William Van Horne**, and **Baron Shaughnessy, K.C.V.O.** And funny stories! Well, just read about Baron Shaughnessy's racing experiences; the pranks George Ham and William Stitt used to play on each other; Fred Cook's "German Band," and countless other incidents that could only be retained in such a mind—and heart—as that possessed by Canada's grand old raconteur.

Big Features of Fiction and Fact

"Personality, Plus"—By Guy Morton.

A fascinating story about an advertising agency man who put across a trick to close a contract—and then gave the whole game away.

"Lenix Fools the Jinx"—By Archie P. McKishnie.

Another of those deliciously droll Lenix Ballister negro stories, in which more than the usual number of comic and absurd scenes are depicted.

"Pawned"—By Frank L. Packard.

The third instalment of this masterful serial goes a long way to show how the triple regeneration is going to be effected.

"Broadway to Brussels"—By C. C. Jenkins.

The story of the rise of J. H. Gundy, a shy youngster, who developed into one of Canada's most brilliant orators and a leading financier.

"Little Bundles of Pluck"—By Agnes C. Laut.

In this, Miss Laut tells with graphic pen the story of some of the war brides who are making good out on the lonely prairies, where they and their husbands have been located by the S.S.B.

"A Woman Would Know ——"—By Charles G. Booth.

This whole gripping story centres around the possession of a wee bundle of humanity, cursed with a dope-fiend father. There is plenty of love interest, too.

"Those Who Stood in Darkness"—By J. L. Rutledge.

A symposium giving the opinions of a number of Ministers of various denominations on some of the doubts which have arisen in this war aftermath, in the minds of many Christians—and others. An Easter Message.

Review of Reviews

"What Does Future Hold for Mankind?" H. G. Wells

"The World's New Leaders." Sir Philip Gibbs

"Labor Espionage in the U.S." Sydney Howard

"Bismarck's Account of Dismissal." Neue Zuricher Zeitung

"Ireland, the Enemy?" Harold Cox

"Devil Duval's Treasure." Chambers's Journal

"A Winged Torpedo Boat." "Tin-Fish"

"How Van Horne Rose." Walter Vaughan

"Criminal Tribes of India." London "Times"

"Salvaging Submarine Victims." Stuart Martin

"Greece's Great Renunciation." Pierre de Lacretelle

"Labor Must be Partner." George A. Greenwood

"Common-Sense Bridge." Manning Foster

MARCH 15th ISSUE On All News-stands 20c

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

To Be Mapleine It Must Be "Crescent"

When customers ask for Mapleine be sure you give them Crescent Mapleine. Look for the "Crescent" on the label and carton.

There is no "just as good" maple flavoring and customers know it. Do not lose their confidence by handing out an imitation for

Mapleine
"The Golden Flavor"

When ordering insist upon the original and only Mapleine. Sold by jobbers everywhere.

F. E. Robson & Co., 7 Wellington St. W., Toronto
Mason & Hickey, Box 2949 - Winnipeg

Jos. K. McLauchlan

Manufacturers' Agent and Grocery Broker

Grocers, Biscuits, Confectionery and Drug Specialties

Warehousing
Distributing and Forwarding

275-277-279 King Street West, TORONTO

Reliable Representation. Centrally Located.

The CROWN *Trade-Mark*

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

WHEN WRITING TO ADVERTISERS PLEASE MENTION CANADIAN GROCER

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz...	$5 60
Perfection, ¼-lb tins, doz. .	1 55
Perfection, ½-lb. tins, doz..	2 85
Perfection, 10s size, doz. ..	1 10
Perfection, 5-lb. tins, per lb.	0 41

UNSWEETENED CHOCOLATE

Supreme Chocolate, 6-lb. boxes, per lb.	0 40
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 00
Perfection Chocolate, 10c size, 2 doz. in box, per box....	1 80

SWEET CHOCOLATE

Eagle Cbocolate, ½s, 6 lbs. in box, per lb.	0 32
Eagle Chocolate, 10c size, 2 doz in box, per box.....	1 80
Diamond Cbocolate, 10c size, 2 doz. in box, per box	1 80
Diamond Chocolate, 5c cakes, 20 cakes in box, per box..	0 75

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb...	0 42
Milk Croquettes, 5-lb. boxes.	0 40
No. 1 Milk Wafers, 5-lb boxes, 30 boxes in case, per lb. ...	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 39
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.....	0 39
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 39
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 39
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	$2 15
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 00
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 40

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.....	5 75
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	3 15
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	6 00
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 25
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 00
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	1 90
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	1 90
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	1 90
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 10
20—1c Milk Chocolate Sticks,	

BRODIE & HARVIE, Ltd.
14 Bleury St., Montreal.

XX Self-Raising Flour, 6 lbs. packages, doz.	$5 7
Do., 3 lbs.	2 9
Superb Self-Raising Flour, 6 lbs.	5 5
Do., 3 lbs.	2 8
Crescent Self-Raising Flour, 6 lbs.	5 6
Do., 3 lbs.	2 8
Buckwheat, Self-Raising, 1½ lbs.	1 5
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1 5

SMALL'S LIMITED, MONTREAL

FOREST CREAM MAPLE SYRUP

Price Delivered	F.o.b. Factory	Ont. Mar
36—10 ozs., bottles..	$ 8 10	$ 9
24—16 ozs., bottles..	7 75	8
12—32 ozs., bottles...	6 95	7
24—28 ozs., tins	9 90	10
12—80 ozs., tins	14 25	15
6—160 ozs., tins ...	13 85	14
1—5 gall. tins	13 50	14
In barrels, per gal. .	1 50	2

FOREST CREAM PURE SYRUP

36—10 ozs., bottles...	$ 6 65	$ 7
24—16 ozs., bottles..	6 15	6
12—32 ozs., bottles..	5 35	6
24—28 ozs., tins	7 10	7
12—80 ozs., tins	10 30	11
6—160 ozs., tins ...	9 80	10
1—5 gal. tin	9 50	10
In barrel, per gal. ..	1 70	1

STANDARD SUGAR SYRUP

36—10 ozs., bottles..	$ 5 75	$ 6
24—16 ozs., bottles..	5 25	6
12—32 ozs., bottles..	4 45	5
24—28 ozs., tins	5 45	6
12—80 ozs., tins	7 95	8
6—160 ozs., tins....	7 50	8
1—5 gal. tin	7 05	8
In barrel, per gal. ..	1 20	1

FOREST CREAM MAPLE BUTTER

24—13½ ozs., tins ..	$ 4 65	$ 4
24—2½ lbs,. tins	11 75	12
1—30 lbs., pail	4 80	..
2—30 lbs., pails ...	9 80	10
In barrel, per lb. ...	0 14	0 15

FOREST CREAM AMBER HONEY

48—No. 1 Tumblers..	$ 6 40	$ 6
24—No. 3 Tumblers..	6 90	7
24—2½ lbs., tins ...	19 75	20

FOREST CREAM PEANUT BUTTER

48—No. 1 Tumblers..	$ 5 30	$ 5
24—No. 3 Tumblers..	4 75	5
24—2 lbs., tins	11 80	12
1—24 lbs., pail	4 55	.
2—24 lbs., pails ...	9 75	10
In barrel, per lb....	0 17½	0

FOREST CREAM SALTED PEANUTS

1—15 lbs., pail ...	$ 2 75	$.
2—15 lbs., pails ..	6 05	6
In bags of 85 lbs...	13 15	14
In barrel, per lb. ...	0 16¼	0

FOREST CREAM PEANUTS MAPLE SUGAR COATED

72—5c packages	$ 2 40	$ 2
48—No. 1 Tumblers..	4 95	5
24—No. 3 Tumblers..	4 45	4
24—1 lb., tins	8 45	8
1—12 lbs., pail	3 85	.
2—12 lbs., pails ...	8 20	8

FOREST CREAM SALTED PEANUTS (BLANCHED)

72—5c packages ...	$ 2 40	$ 2
48—No. 1 Tumblers..	4 40	4
24—No. 3 Tumblers..	3 60	4
24—1¼ lbs., tins ...	8 50	9
1—15 lbs., pail	3 10	.
2—15 lbs., pails....	6 50	7

Fancy
California and Florida
CELERY

Extra Fancy
Florida Grape Fruit
(Dr. Phillips pack)

Extra Fancy
Porto Rico Grape Fruit

California
Oranges and Lemons
(Sunkist Brands)

"The House of Quality"

HUGH WALKER & SON, LTD.
GUELPH ONTARIO

"Stripes" Brand
Florida Grape Fruit
For the Discriminating Trade

Florida Tomatoes
Celery, Head Lettuce

California Lemons
and Navels

The choicest Fruits and Vegetables arriving daily.

WHITE & CO., LTD.
TORONTO

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

A Silent Partner
For Your Business.

That's what the McCaskey Account System Means.

The Greatest Value to any Merchant

A helpful illustrated Booklet, Free. It tells you a lot of interesting things about account keeping—the McCaskey way.

Fire Protection for Credit Accounts—in Our Metal Safe Registers.

McCaskey--SALES PADS SYSTEMS

Not a member of ony Salesbook organization or combine—entirely independent.
GALT, ONTARIO

The Service that Counts

To Manufacturers

Think of your business—

Now think of all the news appearing in the newspapers of Canada and United States relating to your business.

Now imagine that news coming to your desk promptly, regularly—do you not see advantages and opportunities in a service of this kind?

We supply many customers with important news and they find it saves them time—often money, and keeps them in touch with all that is going on in their line of business.

When writing for rates let us have some information on your business and we can then outline a service that will benefit your whole organization.

Canadian Press Clipping Service

143-153 UNIVERSITY AVE., TORONTO

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If you have anything to sell to the Trade, you should advertise it in this paper.

BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto

STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.

OPPENHEIMER BROS., LTD. Vancouver, B.C.

BAIRD & CO., Merchants, St. John'a, Nfld

Order from your Jobber to-day

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.

Montreal Agents:—Vigneault & MacGillivary 7 Bonsecours St., Montreal. Que.

Ottawa Agents:—W. R. Barnard, 374 Bank St.

Canada Barrels & Kegs,
Limited

Successors to

The Chas. Mueller Co., Ltd.

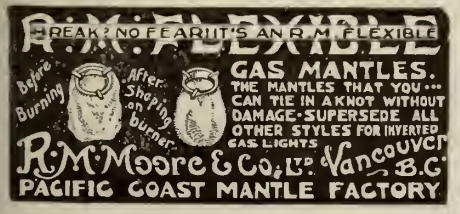
Manufacturers of Tight Cooperage

Waterloo, Ontario

TANGLEFOOT
PRODUCTS

Sticky Fly Paper, Sticky Fly Ribbon, Tree Tanglefoot, Roach and Ant Powder.

THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.


BREAK? NO FEAR IT'S AN R.M.F. FLEXIBLE
Before Burning
After Shaping on Burner
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE · SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co., Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

THE LONDON TEA MARKET

McMeekin & Co., in their monthly report on the tea market for January, 1921, say: "The offerings of India teas at London Public Auctions were 234,000 packages against 169,300 packages in the same month of 1920. The quality generally showed a greater falling away than has been noticeable for some time back, but a few of the better class Assam gardens continued to offer high grade tea, which realized full rates. The opening sale of the year showed an improved tone with a good inquiry for all kinds, and prices generally showed an advancing tendency. As the month progressed, however, it was evident that the quantity of tea—generally inferior in quality—was in excess of demand and consequently buyers became cautious and prices declined considerably. The offerings of Ceylon teas were 110,200 packages against 94,800 packages in the same month of 1920. The quality generally was good and an active demand for all grades was maintained at advancing prices."

These one-inch spaces only $2.20 per insertion if used each issue in the year.

CRESSY'S

CONCENTRATED FOOD FLAVORING EXTRACTS

Made from the purest ingredients. Many times stronger than Government standard. — Specify Cressy's when ordering Extracts.

John R. Cressy Co., 523 King St. TORONTO

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

BARRELS

For all purposes. The best package for exporting. I can make them to suit your goods.

JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.

Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk Pickles, Mincemeat, etc.

MARGARINE

Position as Superintendent or Manager wanted by a thoroughly scientific and practical trained Butter and Margarine Expert, with many years' practical experience with leading factories in various European Countries.

Able to take charge of construction, etc. Apply Box 524, Canadian Grocer, 153 University Avenue, Toronto, Ont.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE — ONE POWER FRUIT CLEANER complete, with motor in good condition. Motor Canadian General, three phase, two h.p., 60 cycles, 220 volts, 1800 R.P.M. One double Hobart Coffee Mill with additional meat-vegetable slicer, pulverizer, peanut grinder, single phase, ½ h.p., 110 volts, 60 cycles, 1750 R.P.M. Apply Box 510, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—PROFITABLE GROCERY BUSINESS, live Ontario town, population 6,500, stock and fixtures about $7,000. One of the best-equipped stores in Western Ontario. A money-maker for a live man. Must be seen to be appreciated. Owner retiring. Apply Box 514, Canadian Grocer, 143 University Ave., Toronto, Ont.

FOR SALE — GENERAL STORE, EIGHTEEN miles east of Sarnia on G.T.R. and county road. Stock $4,000. House in connection. 5 first-class routes. Good settlement. A good chance for someone. A. H. Sheppard, Aberarder, Ont.

FOR SALE—GROCERY BUSINESS, LIVE ONtario town, established 15 years, turnover $30,000. Stock and fixtures, $3,800. Small overhead expenses. No trifling. Apply Box No. 520, Canadian Grocer, 153 University Ave., Toronto,

FOR SALE—BEST EQUIPPED GROCERY, PROvision, and meat store, in Western Ontario, doing a turnover from $10,000 to $12,000 per month, situated in a thriving city, population 20,000. Owner retiring. Apply Box 530, Canadian Grocer, 153 University Ave., Toronto, Ont.

SEED—GARDEN PEAS, SWEET WRINKLED, general crop variety, 15 cents per pound. Sample if required. A. Bingle, Grimsby, Ont.

DO YOU REQUIRE CAPITAL?
DOES YOUR BUSINESS REQUIRE ADDItional Capital? Do you want a partner with Capital? Do you want to sell your business? Do you want to buy an established business? All information treated confidentially. Write National Investment Co., Investment Brokers, Twelve Adelaide West, Toronto, Ont.

When writing to advertisers say you saw it in Canadian Grocer

POSITION WANTED

POSITION AS TRAVELLING SALESMAN IN city or the Canadian West wanted by man with 5 years' practical experience in general store. Age 22. Apply Box 458, Canadian Grocer, 153 University Ave., Toronto. Ont.

POSITION WANTED AS CLERK IN GENERAL store, one year's experience as clerk, two years kept a general store in the country. Am 24 years of age. Single. Box 526, Canadian Grocer, 153 University Ave., Toronto, Ont.

GROCERY CLERK WISHES SITUATION, 15 years' experience all departments, at present employed, wishes change, Northern Ontario preferred. References. Box 518, Canadian Grocer, 153 University Ave., Toronto, Ont.

SUCCESSFUL GROCER, 28, MARRIED, WANTS position wholesale grocery or traveling. Box 516, Canadian Grocer, 153 University Ave., Toronto, Ont.

YOUNG MARRIED MAN, NINE YEARS' GENeral store experience, will accept groceries or dry goods, Northern Ontario preferred. Can supply best credentials. Box 522, Canadian Grocer, 153 University Ave., Toronto, Ont.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

SALESMAN WANTED

WE REQUIRE A FIRST-CLASS TRAVELLING representative, preferably with a knowledge of the wholesale grocery business; a man of good presence, address, and education. Must have letters of reference. Willing to pay a good salary to a good man. Excellent prospects of advancement. John Tobin & Co., Halifax, Can.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

Easter

always means a bigger-than-ordinary demand for

Swift's Premium Hams and Bacon

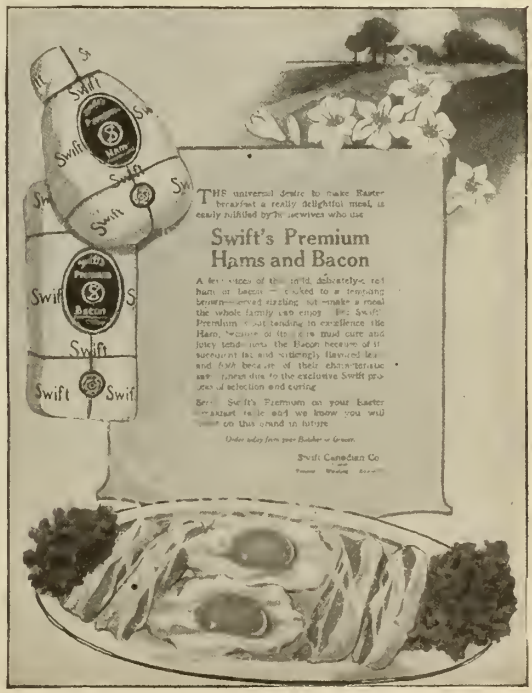
FOR many years it has been our policy to induce and cater to this universal demand, and Swift Dealers everywhere have been given the assistance of extensive special publicity and other profit-making sales aids.

The Advertisement Here Illustrated

will occupy page space in full colors in March issues of all leading Canadian Magazines. Another attractive advertisement will appear in daily and weekly newspapers from Coast to Coast during the weeks of March 14th and March 21st.

Our Beautiful Lithographed Easter Window Display

is specially designed for your use in tieing-up your store with this special Easter Selling Campaign. You should not overlook this feature, if you wish to benefit to the fullest extent. Send in your order for Premium Hams and Bacon to-day to make sure of receiving your Easter Display in good time.



Watch your Magazine for this advertisement, and paste it up in your Store Window

Swift Canadian Co.
Limited

if—

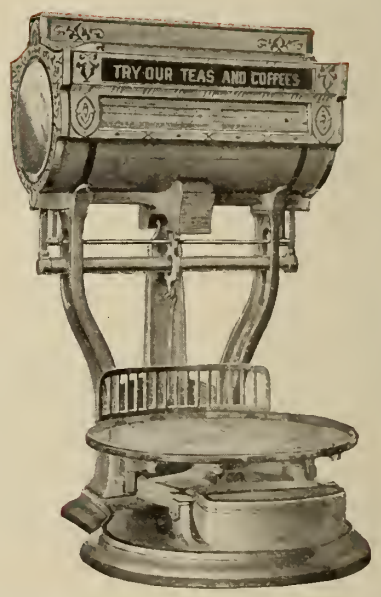
—if you could hire a clerk who could assure your customers that weights were always correct,—and prove it to them visibly.

—if this clerk could see that the values of the goods you sell were always figured out to the fraction of a cent.

—if, moreover, the clerk would do these things instantly, willingly, cheerfully, at any hour of the day or evening.

—if, again, the clerk would be smart in appearance—a business-bringing asset in itself.

—if you received all these services, what would you be willing to pay for them?



Would you gladly PAY FIVE CENTS A DAY?

The answer is: You would.

You would hire him instantly, eagerly, at a cost of many times five cents a day if—and here is the big, insuperable IF—you could get him.

Such a super-clerk does not exist.

Yet, at an even more modest cost, you have at your bidding all the services mentioned above—and many others.

It's at your command—the greatest of service-givers and business-builders in modern merchandising.

The International
DAYTON SCALE
is a service-giver without any "Ifs" or "Buts."

International Business Machines Co. Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory: 300-350 Campbell Ave., Toronto

For your convenience we have Service and Sales Offices in

Vancouver, Winnipeg, Walkerville, Quebec, London, Halifax, Hamilton, St. John's, Nfld., Toronto, Ottawa, Montreal

Also manufacturers of International Dayton Scales and International Electric Tabulators and Sorters.

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE: TORONTO, MARCH 18, 1921 No. 11

EDDY'S Silent Five

The silent striking non-poisonous match that leaves no dangerous after-glow. An Eddy "light" that some 69 years of match making experience has perfected. Known everywhere and easily sold wherever known.

If you are not already featuring Eddy's Silent Five, begin **now** and get your share of the popular demand.

EDDY'S
Indurated Fibreware

Sturdy, light and sanitary utensils.

They never bulge, leak or fall apart.

An Eddy line with a particularly big appeal to the housewife.

The E. B. Eddy Co. Limited

Hull, Canada

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

The "Half-Dozen" Idea

Some druggists sell Aladdin by the dozen—these druggists seldom let a customer go out with just one cake.

We ourselves believe you need never confine an Aladdin sale to "one cake"—we favor the idea of six cakes to a sale.

It can easily be accomplished if you and your clerks just take the trouble to point out the advantage of having a *selection* of the beautiful Aladdin Colors on hand always.

CHANNELL LIMITED - TORONTO

Distributors of Aladdin Dye Soap
Manufacturers of O-Cedar Products.

A Size for Every Need

Borden's St. Charles Milk is put up in handy 6-oz., 12-oz., 1-pound and 2-pound tins—a size for every need.

It will pay you to co-operate with Borden's National advertising by keeping your stock of St. Charles Milk well displayed. Once you get your customers to use Borden's St. Charles in their cooking, baking, etc., you will find they will become steady users. It is so rich and creamy, and so high in butter fats that recipes in which it is used require less butter and the improved flavor it gives is instantly noticeable. Feature it in your windows and keep it well displayed—it pays.

The Borden Co., Limited
Montreal

Borden's Products—
Eagle Brand Milk
St. Charles Milk

Reindeer Coffee
Reindeer Cocoa
Malted Milk

Borden's
ST. CHARLES
Brand Milk
"With the Cream Left in."

CLARK'S

PORK AND BEANS

Packed Under Government Inspection.
See the legend on the labels.

Have you ever been tempted, Mr. Grocer, to buy a line which may appear to be an attractive proposition, only to find the goods stay on your shelves? Have you not noticed that Clark's Pork and Beans are SELLERS and give you

QUICK TURNOVER?

This is simply because they are QUALITY in every respect. They are well advertised and in addition have an old established reputation.

They Also Give You

GOOD PROFIT

W. CLARK, LIMITED
MONTREAL

"It's Nature's Own Color"

IS THE Great Creator's color scheme right? Who would doubt it, particularly in that of Salmon? It is truly wonderful. The vivacious little Pink, a gamely fighter, is not endowed by nature with much color, but he is fine in flesh, in bone, and is one of the best flavored fish of the Salmon family. **TRY HIM SERVED LIKE THIS—**

Baked Salmon Loaf

One can salmon; one pint of mashed potatoes; one cup browned cracker crumbs; two cups of parsley sauce. Grease a good-sized mold with butter, sprinkle with cracker crumbs, and line with mashed potatoes. Drain oil from salmon and remove skin and bones. Season with pepper and salt, and pack in mold. Cover with potatoes and then cracker crumbs, put a few pieces of butter on top, and bake one-half hour in fairly hot oven. Turn out and pour parsley sauce over.

Show every lady customer the above recipe and sell her a can of ***Cascade,*** **Bighorn, Wellington** and **Tip-Top** high-grade pink salmon. She will be delighted with the result.

There is a guarantee of quality on any brand.

Owned by

B.C. Fishing & Packing Co., Limited

VANCOUVER, B.C.

How do you figure your profits?

Suppose you are paying $8.00 for a box of soap, and sell 3 boxes a year for $10.00 a box. You make a gross yearly profit of $6.00 or 75% on your investment.

Now, suppose you were paying $8.00 for a box of Procter & Gamble Soap, and sell it, too, for $10.00 a box. But, because it's better soap, and better advertised, you sell 12 boxes a year. You make $2.00 on each box also, but your yearly gross profit is $24.00, four times as much or 300% on your original investment.

It's quick turnover that makes these legitimate big profits.

Don't you want to share in them?

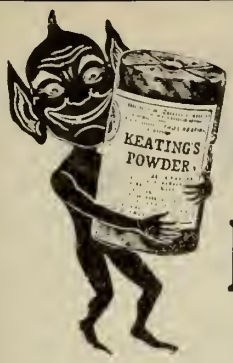
PROCTER & GAMBLE PRODUCTS - EST. 1837

Ivory Soap
Gold Soap
P and G The White Naphtha Soap
Lenox Soap
Pearline
Sopade
and

CRISCO
For Frying - For Shortening
For Cake Making

—the pure, vegetable shortening that is displacing lard in up-to-date homes and grocery stores, Gives more satisfaction to the housewife; more profit to the dealer. Net weight sanitary packages; one pound and larger.

The Procter & Gamble Distributing Co.
of Canada, Ltd.
50 Bay Street, Toronto, Ontario



One of the necessary articles kept on hand in every well appointed home and public building—an article that is in constant demand by everyone—everywhere—

THE OLD RELIABLE

KEATING'S

POWDER

The Universal Insecticide

Recommend it to your customers for all insects. It's SURE DEATH every time KEATING'S comes in proper contact with

Flies	**Ants**	**Bugs**
Fleas	**Wasps**	**Cockroaches**
Mosquitoes	**Beetles**	**Moths**

KEATING'S POWDER is harmless to human or animal life. It is extensively advertised and well known. Keep a good stock on hand—it sells readily.

Made by THOMAS KEATING, London, England
Established 1788

SOLE AGENTS FOR CANADA
HAROLD F. RITCHIE & CO., LIMITED
10 McCaul Street, TORONTO

Eureka Refrigeration Equipment

This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

STICKNEY & POOR'S SPICES

PEPPER
CASSIA
CINNAMON
CLOVES
ALLSPICE
GINGER
MACE
NUTMEGS
MIXED SPICE

Year 'Round Necessities

in the homes of all of your patrons, who welcome the purity, uniform full strength and good measure of every package, containing Mustards, Spices and Seasonings manufactured by

Stickney & Poor

Your Co-Operating Servant,
MUSTARDPOT

STICKNEY & POOR SPICE COMPANY
1815—Century Old—Century Honored—1921
MUSTARDS AND SPICES HALIFAX AND SEASONINGS

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & CO.
Hamilton and Winnipeg

FREEMAN'S
DRY AIR

No More Waste of Meat

No More Dampness on Store Room Ceilings

Dry Air

No More Air-Leaking Windows

No More Warping Doors

Dry Air

Freeman's Dry Air Refrigerator, Style B8.

Estimates on your requirements given free.
Write for our illustrated catalogue with Price List.

REFRIGERATORS

W. A. FREEMAN
HAMILTON

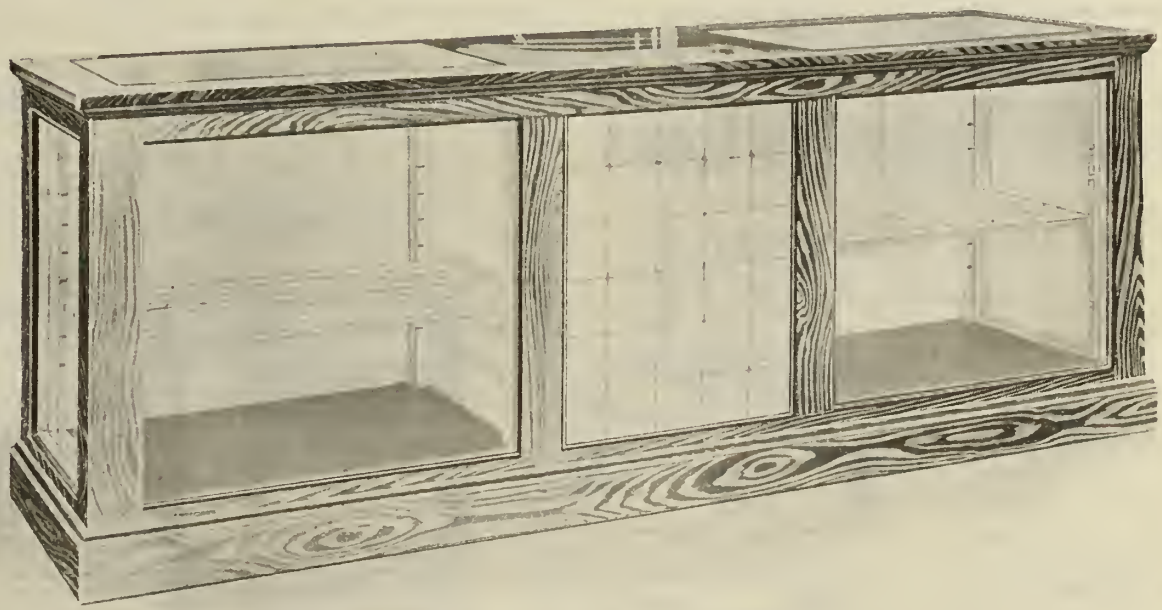
FREEMAN'S

Electric Meat Grinders

Freeman's Electric Meat Grinders in either counter base or pedestal type, because of their great overload capacity, are the most powerful machines on the market. Sturdy, efficient, sanitary, their possession marks the progressive butcher—they are profit-makers, too. Write us for prices.

Glass Cases and Display Counters

The type illustrated below is only one of the many which we build for Grocers', Butchers', and Confectioners' use. A postcard will bring our representative, who will be glad to give full particulars.



COMPANY, LTD.

ONTARIO

"Yes, Madam, We have Som-Mor Biscuit"

BE READY WHEN THEY ASK

for the Biscuit in the Striped Package.

A satisfied customer is an asset—when you sell Som-Mor Biscuit you help your business by pleasing your customers.

There are quick sales for Som-Mor Biscuit because it's a pure, nourishing biscuit that everybody likes.

You get paying profits from the Biscuit in the Striped Package.

North-West Biscuit Company, Limited

Edmonton Winnipeg Regina Saskatoon Moose Jaw Calgary Nelson Victoria Vancouver

Don't Take A Loss

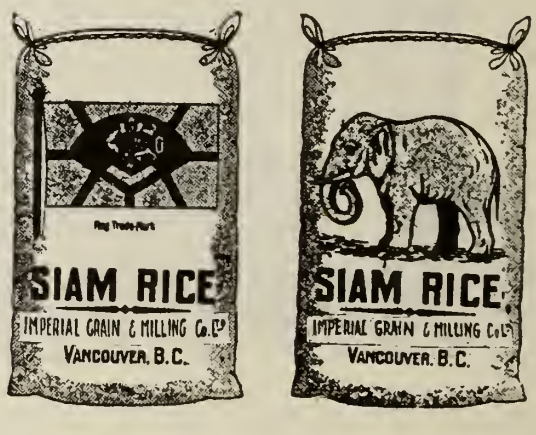
You don't have to.

"Kiltie" pinks sell at a price the consumer will gladly pay and show you a good profit.

Caught in Deep Salt Water

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Johnson-Lieber Mercantile Co.
of Canada, Ltd.
MANUFACTURERS' AGENTS
Calling on Grocers, Confectioners, Hardware, Stationers, and Ship Chandlery in British Columbia.
850 Hastings St. West, VANCOUVER, B.C.

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

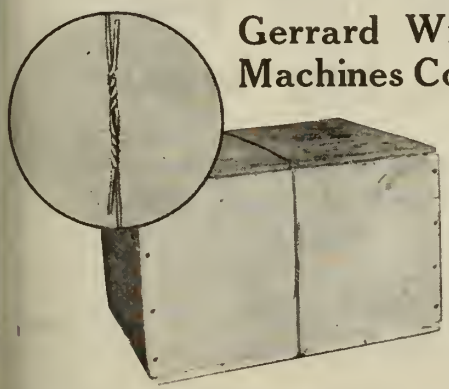
The advertiser would like to know where you saw his ad.—tell him.

Gerrard Wire Strapping Doubles the Strength of a Box

This is not theory but the result of exacting Government tests.

You can buy lighter shooks and with Gerrard strapping effect a saving in initial cost and still have a stronger package.

Gerrard Wire Tying Machines Co., Limited



Head Office:
Hamilton

Branches:
Montrea *and* Vancouver

BOXES AND CRATES

SUPPLIED BY

British Columbia Box Manufacturers

Combine Strength, Light Weight and Appearance

RAW MATERIALS, EQUIPMENT and SHIPPING FACILITIES equal to any demand.

Enquiries addressed to the Secretary

Box Manufacturers' Section
Canadian Manufacturers' Association
VANCOUVER
will receive prompt attention

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

California Raisins of all kinds.
Gosse-Millerd (Vancouver Pack) Canned Salmon in Sockeye, Cohoe, and other brands.
Also all pickled and frozen Trout and Herring.

LEMON BROS.

OWEN SOUND - ONTARIO

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

DOES ADVERTISING PAY?
USE THIS SPACE AND SEE

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

When Writing to Advertisers
Kindly Mention this Paper

A Selling Organization that will "put your product across" in a big way

Six large warehouses situated in the largest distributing centres from Winnipeg to Vancouver, each with a staff of energetic, experienced salesmen calling on the trade forms the "make up" of this large selling organization.

Whether your product is a new one or one that you believe is not at present being marketed successfully, we can get you the results that you are looking for and get them quickly.

Get in touch with us

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Two Big, Profitable Sellers

QUALITY ROLLED OATS AND RAINBOW FLOUR

are two products that you can absolutely rely on to sell well and win satisfaction and good profits. You take no chances when you say to your wholesaler, "Quality Oats" and "Rainbow Flour." They've proven their rapid selling ability to thousands of Canadian grocers.

Our Quality Split Peas, Pot and Pearl Barley are guaranteed leaders.

Mills at:
Tillsonburg, Ayr, Galt and Stratford.

Warehouses at:
Toronto, Ont.; St. John, N.B.; Halifax, N.S.
Head Office: Stratford, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

A "Result Producing" Marketing Organization

The only way to size up the efficiency of a selling organization is by the results it has produced.

Judged by these the "House of Scott-Bathgate" stands out head and shoulders. It will pay you to investigate our personal service.

We have placed Christie's Biscuits. Robertson's Confectionery and Hungerford & Smith's Fountain supplies in the West.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We **are** more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

½ million buyers see an advertisement similar to this every week. Display the Tea.
The Codville Company Ltd.

5

Familiarizing the Trade With Your Trade-Mark, Brand or Name

The whole value of a trade-mark, brand or name lies in its renown.

The surest, quickest and least expensive way to make your trade-mark, brand or name well known to the whole Canadian grocery trade is by identifying them each week through continuous advertising in Canadian Grocer—Canada's only weekly grocery trade newspaper—the source to which they look for every business message to the grocery trade of the Dominion.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Grocer, Biscuits, Confectionery and Drug Specialties.
Distributing and Forwarding.
275-277-279 King Street West, Toronto.
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.
Concentrated representation within the Province of Ontario

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
REPRESENTING
J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
Correspondence Solicited Agencies Wanted
LAING BUILDING, WINDSOR, ONT.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

H. C. BRENNAN
Grocery Broker and Manufacturers' Agent
Booth Bldg. Ottawa, Canada

The **CROWN** *Trade-Mark*

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

C. A. MANN COMPANY

Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry

Special Attention to Grocers' Orders.
Satisfaction Assured.

LONDON, ONTARIO
Phone 1577

Agents appointed for
Cressy Extracts

We have appointed

Vigneault & MacGillivray
7 Bonsecours St., Montreal,

our selling agents. They will sell for us the well-known **Cressy Concentrated Extracts** in tubes. These extracts have been firmly established on the Ontario market and are meeting the strongest tests of discriminating housewives.

Agents wanted in Western Canada.

John R. Cressy Co.
523 King Street West Toronto

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA.

GAETZ & CO.
MANUFACTURERS' AGENTS AND GROCERY BROKERS
640 Barrington Street, Halifax, N.S.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections
18 Dalhousie Street, QUEBEC

AGENCIES WANTED
We are open to market several good lines of food products.
Manufacturers interested in securing distribution — we invite correspondence.
We work the Retail and Wholesale Trade.
THE VLIT MANUFACTURING CO., LIMITED
R.C Hannan, Manager (formerly with Lipton's). Montreal

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

PEAS WANTED
Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

AGENCIES WANTED
For the Maritime Provinces.
Food Products, Grocers' Supplies, etc.
Representatives calling on the Wholesale and Retail Trade.
Correspondence Solicited.
Eastern Distributing Company
Manufacturers' Agents and Commission Brokers
New Glasgow, N. S.

LET CANADIAN GROCER
Sell It For You.

MOLASSES
ALL KINDS

ALSO

Extra Fancy—
ST. KITTS MOLASSES
ST. VINCENT "
DOMINICAN MOLASSES
MONTSERRAT "
CUBAN "
PUERTO RICAN "
CUBAN CANE JUICE

BAKING MOLASSES
*FEEDING "
*BLACK STRAP "
WEST INDIAN HONEY (bulk)

We guarantee all our grades to be absolutely pure.

*These grades can be shipped in tank carloads.

Ask for Prices—In car lots for Prompt Shipment from Stock

PURE CANE MOLASSES CO.
of Canada, Ltd.
Montreal, Que.
Direct connection with C P R tale

HAVE YOU ORDERED YOUR SUPPLY OF THIS
"Genuine Turkish" Delight
DROMEDARY BRAND
Packed in 1, 5 and 10 lb. boxes. Write us for prices and discount.
Sole Canadian Distributors
SHEPHERD-MOTT COMPANY
73 Ottawa Street, MONTREAL

Maple
OTTAWA - 1900 - PARIS

"Highest awards in all countries for past 90 years including 1919"

"We thought it was fine."—Wm. Ranch, Secretary Board of Medical Examiners, Johnstown, Pa., U.S.A.

"The name SMALL is standard for Maple quality, and price past 90 years. Advertised in street cars and leading farm and home papers. Stocked by jobbers world over."

A Quarter Million Dollars to Teach Women to Bake!

And More Baking Means More Buying

Figuring our total investment in Five Roses Cook Books on the basis of to-day's actual net cost (over 40 cents per copy), the 600,000 books in distribution would total over a quarter million dollars!

This is effective educational work on a big scale, practical work that costs you nothing as a distributor. Yet it affords the consumer a constant source of grocery-consuming suggestions, the point of origin of countless retail profits, because flour is only one ingredient in baking.

When you consider that out of Canada's one and a quarter million families, every other home has one of these famous Five Roses Cook Books, using it daily, learning to bake from its pages, is it surprising that Five Roses Flour has such a tremendous prestige?

If you don't handle this famous brand, it is merely because you don't realize its tremendous sales influence.

How much easier and more profitable to go with the current! Some day you'll get tired of rowing!

To any legitimate dealer who has not yet seen the famous Five Roses Cook Book, we will send one free on request. The consumer now pays 40 cents each!

LAKE OF THE WOODS MILLING CO., LIMITED

Makers of Five Roses Flour

Montreal and Winnipeg

Branches in Montreal, Toronto, Ottawa, London, St. John, Quebec, Sault Ste. Marie, Sudbury, Winnipeg, Keewatin, Fort William, Portage la Prairie, Regina, Medicine Hat, Moose Jaw, Calgary, Edmonton, Vancouver, Victoria.

MACDONALD'S

Tobaccos That Satisfy

MACDONALD'S Tobaccos have been on sale in Canada for more than sixty years and we don't know of a single dealer who has had trouble selling Macdonald's. Because Macdonald's satisfies the customer.

Macdonald's sells constantly and repeatedly—and *profitably*. Profitably because its steadily growing demand assures a fast turnover and larger returns from your investment.

Investigate for yourself the "profitableness" of Macdonald's Tobaccos, and you will learn why it is the *retailer's most satisfactory tobacco.*

MACDONALD'S Cut "Brier"
SMOKING TOBACCO
Manufactured by W.C. MACDONALD REG'D INCORPORATED MONTREAL
MACDONALD'S Cut "Brier"
SMOKING TOBACCO
Manufactured by W.C. MACDONALD REG'D INCORPORATED MONTREAL
MACDONALD'S Cut "Brier"
SMOKING TOBACCO
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MACDONALD'S Cut "Brier"
SMOKING TOBACCO
Manufactured by W.C. MACDONALD REG'D INCORPORATED MONTREAL

NOW IS THE TIME TO BUY

Japan Teas—"Victoria" and "Princess Louise," 1919-1920.
Green and Ceylon Teas—"Duchess," 1919-1920.
Rolled Green Teas—"Pin Head" and "Pea Leaf."
Ceylon Black Teas—"Victoria," "Prin cess" and "Conskalie."
Pure Black Ceylon Teas—"Fernhurst," "Kingsley," "Orange Pekoe" and "Kabragalla."
Pure Indian Teas—"Namrap Pekoe," "Oodaleah" and "B.P.S."
Chinese Black Teas—"Congou CSS."

The above are teas of quality; they give satisfaction to the customer and prices are low.

Rice—It will pay you to ask us for samples and prices, which are the lowest on the market.

House Cleaning Articles are seasonable articles and our prices are worth considering.

We offer:

Brooms, Brushes, Lyes, Chloride of Lime, Soaps, Washing Powders.

Be ready for the great spring house-cleaning week, which takes place earlier this year.

LAPORTE, MARTIN LIMITEE

Wholesale Groceries, Wines and Liquors.

584 St. Paul St. West, Montreal.

A/S UNITED SARDINE FACTORIES

BERGEN, NORWAY

Norway's largest and most modern canning factory. Packers of smoked and unsmoked Sardines and other canned fish products. Annual production about 40,000,000 tins. Capital, Kr. 1,500,000.
The greatest care is taken in the selection of the raw materials and process of manufacturing, and the strictest cleanliness is maintained among the workers to insure sanitary conditions.

"QUEEN MAUD" and "KING HAAKON" BRAND

Smoked Brisling-Sardines, highest grade, summer pack, in finest Olive Oil and in Tomato Sauce. Packed in ¼ Dingley tins with key.

"GYDA" and "TENNIS CLUB," etc.

Unsmoked Sardines in Olive Oil and Tomato Sauce (cooked in Olive Oil before packing). Put up in decorated club tins with key.
Packers also of well-known brands:
Sardines in Olive Oil and Tomato Sauce, "Fjord Queen," "Ship," "Marietta," etc.
Smoked Herrings in Tomato Sauce, "Bergen Brand."
Mackerels in Wine Sauce, "Fjord Queen."

Kippered Herrings in oval tins (1 lb. net) ....."Auk."
(8 ounces net).."Auk."
Fresh Herrings ..... (1 lb. net) ....."Auk."
(8 ounces net).."Auk."

Attractive labels. Quality that satisfies your customers. Flavor that appeals.
U.S.F. goods are popular the world over. Samples and prices gladly sent on request to nearest agent.

CANADIAN AGENTS:

Ontario and East
J. W. WINDSOR LTD.
Montreal

Middle West
TOMLINSON & SON
Winnipeg

West
M. DESBRISAY & CO.
Vancouver

"Member Audit Bureau Circulations"
"Member Associated Business Papers"

"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV. TORONTO, MARCH 18, 1921 No. 11

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, The Canadian Motor, Tractor and Implement Trade Journal.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1886.

CANADIAN GROCER

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J. L. WYCKOFF, Editor.
P. A. CRANE, News Editor.
H. A. WEBB, Associate Editor, Montreal.

H. V. STODDARD, Montreal Representative.
C. M. MUTCH, Toronto and Hamilton Representative.
G. G. YORKE, Ontario Representative.
E. H. HAWKINS, Western Representative, Winnipeg.
R. A. HUNTER, Vancouver Representative.

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephone Adelaide 5740. Winnipeg, 1103 Union Trust Bldg., Telephone Main 3449. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. W., Telephone Seymour 4337.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway, Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401, Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $5 a year; single copies, 15 cents. Invariably in advance.

Sales have increased 20.17%

The first two months of this year, in showing an increase of twenty per cent. over the corresponding period of last year, prove that the popularity of 'Salada' is ever growing whether the times be good or dull.

It's a wise trader that concentrates on 'Salada'. In this brand he has a sure seller and a steady profit.

(If you sell Japans, introduce Salada Green Tea)

MAN! MAN! MAN!

Where is that man you need so badly?

Well, no use grouching, is there? Best thing to do is to advertise for the man you want. Use CANADIAN GROCER as the best and cheapest medium. Use dailies if you think they're better. It's up to you.

All we know is that you get to a sifted class when you use CANADIAN GROCER. The replies you will get will be from men **now in jobs**—not slackers nor idlers, not job-chasers. It will cost you three cents a word first insertion to use CANADIAN GROCER, and you may have to use several issues before the right man puts himself on your hook. Nobody knows in advance just how much you'll have to advertise. But we all know good men are scarce and don't have to look for jobs. You'll have to do some inducing, perhaps, to tempt the man you want to leave his present employer.

But you never can tell who's open for your proposal. Climate, inclination, the boss's bad temper, a fancied slight, desire to get into a new field — all these are explanations of why men change; all these are pegs on which you can hang your hopes.

So send along your advertisement. Better order it to run "until forbid." It will be cheap enough if you find the right man; and anyhow, there's no other cheaper or better way of finding your man.

Three cents a word for the first insertion, two cents a word for each insertion after. Five cents extra per insertion if addressed to Box Number. **Payable in advance.**

Address: **CANADIAN GROCER WANT ADS.**
153 University Avenue - - Toronto, Ont.

WE have pleasure in advising our friends in the Bakery and Confectionery Trade that during the next few weeks our representatives will be showing samples of a fine range of specialties of interest to the Trade.

Our list includes the following—for Season 1921:

Christmas Crackers

(Some 150 Lines)

Made by Clarke, Nickolls & Coombs, London, England, and Sparagnapane, London, England;

SANTA CLAUS STOCKINGS,

made by Clarke, Nickolls & Coombs; LUCKY PIES, LUCKY TUBS, LUCKY SNOWBALLS and LUCKY CAKES, made by Clarke, Nickolls & Coombs.

Fancy English Confectionery

Orchard Fruits, Sugar Coated Almonds, Cream Caramels, Clear Gums, Crystallized Pastilles, Licorice Goods, Cocoanut Goods.

FRENCH GLACE FRUITS

Crystallized Fruits, Glace and Crystallized Cherries, Angelique, Ginger in tins, Crystallized Violets, Candy Toppings, Dragees, Silver Leaves.

SOUFFLET CASES, CAKE CUPS, BON BON CUPS, PAPER EXCELSIOR, WAFER PAPER, DOYLIES, TRAY CLOTHS, CUTLET FRILLS.

FANCY BASKETS and BOXES for Filling.

W. G. PATRICK & CO. Limited

IMPORTERS

TORONTO MONTREAL HALIFAX WINNIPEG

Develops Better Class Trade

Red Rose Tea helps make sales for quality goods throughout your store because it is a quality tea. People to whom the quality argument appeals buy Red Rose Tea. Your reputation for quality built your most valued business connections. Quality is behind the demand for Red Rose Tea.

T. H. ESTABROOKS CO., LIMITED

St. John Montreal Toronto Winnipeg Calgary Edmonton

Enquiry Department

MILK BOTTLES

Would you be good enough to advise us where we could procure milk bottles for dairy purposes.

THE ESPANOLA TRADING COMPANY,
Espanola, Ontario.

Answer.—Dominion Glass Company, Montreal and Toronto; Diamond Flint Glass Company, Montreal, Que.; Sydenham Glass Company, Wallaceburg, Ont.

OYSTERS

Please give information of firms buying oysters in shell or shelled?

J. A. STEWART,
General Supply Store,
Grand Anse, C. B.

Answer.—Connecticut Oyster Company, Toronto, Ont.; White & Company, 30 Front St., Toronto, Ont.; Oceanic Oyster Company, Montreal, Que.

CHRISTIE'S SODA BISCUITS AND RIDGWAY'S TEA

Will you please tell me address of Christie's Soda Biscuit Manufacturers and agents for Ridgway's Old Country tea?

COBALT MERCHANT.

Answer.—R. J. Christie Brown Co., 202 King St. E., Toronto, Ont.; Ridgway's Tea: MacLaren Imperial Cheese, Toronto, Ont.; National Grocers, Ltd., North Bay, Ont.

MATERIAL FOR SHOW CARDS

Will you kindly advise us where we can get supplies for show cards, brushes, paint, cards, etc?

MESSRS. DEYMAN & GOARD,
General Merchants,
Little Britain, Ont.

The Art Metropole, 14 Temperance St., Toronto, Ont.; George M. Hendry Co., 215 Victoria St., Toronto; Artist Supply Company, 77 York St., Toronto, Ont.; A. Ramsay & Son, Montreal, Que.; Reliance Ink Company, Winnipeg, Man.

CEMENT

Where could we buy a car load of cement?

J. H. BRISEBOIS,
Rose Corner, Ontario.

Answer.—The Canada Cement Co., Ltd., Bank of Hamilton Bldg., Toronto; John Maloney, 357 Dufferin St., Toronto; C. L. Maltby & Company, 1912 St. Clair Avenue, W., Toronto; Ontario Lime Co., Limited, Crown Office Bldg., Toronto, Ont.; Frank Ryan and Company, 1227 Bloor St. W., Toronto, Ont.; Super Cement, Limited, Mt. Dennis, Toronto, Ont.; Toronto Sewer Pipe Co., Ltd., 220 Spadina Ave., Toronto.

ORIENTAL TEA

In answer to a reader's enquiry as to who packs Oriental Tea, a subscriber supplies the information that same is packed by Eby-Blain Co., Ltd.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date 1921

Please give me information on the following:—Name.....

Address .....

.....

.....

This attractive counter display will increase your sales of

Keen's Oxford Blue

Write for this striking "Sales Speeder"; put it on your counter and watch your sales increase.

Every Canadian housewife knows **Keen's Oxford Blue** and has heard of its long established quality reputation. All they need is a reminder when they enter your store, and Keen's quality will do the rest.

MAGOR, SON & CO., LIMITED

191 ST. PAUL ST., MONTREAL 30 CHURCH ST., TORONTO

Making it profitable for the retailer to sell only one brand of canned ocean products

Gosse-Millerd's OCEAN PRODUCTS

Sockeye Salmon
Pink Salmon
Kippered Salmon
Hand Packed Pilchards
Fresh Herring
Kippered Herring
Herring in Tomato Sauce
Deep Sea Trout, etc.

All these varieties under the packer's own label.

FROM the retailer's point of view there is more profit, greater saving of time, and less risk in ordering and handling of one packer's brand rather than many brands. Our five canneries, situated on the chief Pacific fishing grounds, make it possible for you to satisfy every need of your customers in canned fish, with ONE BRAND —Gosse-Millerd's. Our guarantee of money back if not absolutely satisfied applies to both customer and retailer.

Gosse-Millerd Packing Co., Limited Vancouver, Canada

CANADIAN GROCER

VOL. XXXV. TORONTO, MARCH 18, 1921 No. 11

Tax on Turnover Is Recommended

Never Before Has Industry Been Organized to a Point That Seems to Offer so Fair a Chance for the Success of This Plan of Taxation —A Tax Upon the Total or Gross Business Done by Every Person or Association of Persons

Written for Canadian Grocer by AUSTIN CAMPBELL, of Financial Post staff.

TAXATION is undoubtedly the most vital problem facing the world of commerce to-day. Out of the whirlwind of the war all nations and peoples have now to garner a harvest of heavy taxes. It is inevitable. We expected it, and must face it. National debts must be liquidated. Government credit must be maintained and interest payments met. In the words of Lincoln, "We must finish the work we are in and bind up the nation's wounds."

This all requires revenue, and revenue means taxation. It is, therefore, not a question of how little, it is rather a problem of devising ways and means to raise the required amount with least trouble and in the most equitable manner. To this problem Canadian merchants and business men are to-day giving most careful thought. Our immediate and future success and prosperity, they recognize, both as individuals and nations depends upon its adequate solution.

The Condition of Affairs

Burdened with a national debt of over two billion dollars, which it is estimated will require $225,000,000 annually to retire with interest at maturity; witnessing a reduction in customs receipts and a huge deficit in railway operation; recognizing that the much lauded business profits tax has failed of its hopes as a revenue producer—with these and other vital financial problems staring the country in the face, is it any wonder that economists are searching for the all-redeeming solution?

Indirect sources of revenue such as Excise, Postal Service and Customs cannot be expanded to cover the emergency. Indeed the last-named source is due, in 1921, to yield even less revenue than in previous years, if those who advocate downward tariff revisions have their way. By taxation alone, therefore, can the essential revenue be raised.

Ideal and perfect taxation is an admittedly human impossibility. Students of this most vexed problem unite in agreeing that the present system is "a cankering sore eating into the vitals of business." The Excess Profits Tax, they maintain, throttles industry and strangles initiative. The Income Tax practically exempts the little man and affects the wealthy, so that he withdraws both his capital and his brains from commerce. Where then lies the solution?

The Turnover Tax

Into this controversy the Gross Sales or Turnover Tax injects itself with a high hope. The idea is not new. It has been debated for centuries, but never before has industry been organized to a point that seems to offer so fair a chance for the success of this plan. William C. Cornwell, editor of Bache Review, expresses his view in the following forceful sentence:

"There is but one way out; one source untapped; one reservoir with almost unlimited supply; one method simple, smooth working, practicable and business like, instantly available, easy and economically administered—the tax on turnover—it will inestimably benefit every citizen of every class."

The Turnover Tax is, as its name implies, a tax upon the total or gross business done by every person or association of persons. The fixing of the rate or percentage, which for purposes of studying the problem has been figured at 1 per cent., is a matter which will be dependent upon the amount of revenue required from this tax and the amount of "turnover" of the country's business. The tax implies that every one who sells anything, or renders any service for payment, shall collect a prearranged percentage in addition to the actual sale price of the transaction. Essentially this percentage must be capable of being "passed on" to the consumer.

Basically it is the ultimate consumer —and we are all ultimate consumers— who enjoys the benefits and protection of Government, hence, fundamentally, any just tax must be borne by all the people equally in proportion. This is not the case with any system of taxation now in force.

The Problem

Granted then that the Turnover Tax has many strong arguments to recommend it, and admitting that the Business Profits Tax must be repealed, the questions arise: How much revenue is required? Can this tax produce it?

While Sir Henry Drayton has not yet tabled his 1921 budget, we have in hand the estimates of the fixed annual expenses of the Government, and the reasonable knowledge that this year's business activity is not likely on the whole to exceed 1920. With this in mind, and allowing for the repeal of the Business Profits Tax, also calculating a deficit of $50,000,000 on the National Railways,

WILL HOLD CONFERENCE ON MARCH 30 AND 31

A conference of manufacturers, wholesalers and retailers, will be held in Toronto on March 30 and 31, to discuss this important subject of taxation. The system of taxation at present in force, alternative methods suggested by the three interests and a possible taxation system that would be acceptable to all, will be taken up.

This article on the subject of taxation is one of a series. Taxation will be discussed from different angles and readers are invited and urged to express their opinions on this all-important matter. Canadian Grocer will be glad to receive expressions of opinions from retailers.

we arrive at a figure of $150,000,000, which has been estimated by some students as the probable yield that would be required from a Turnover Tax in 1921. Can this be done?

The answer is decidedly, yes, easily and cheaply. The actual "turnover" of Canadian business is not known, no official records ever having been prepared, but in the operation of the present Sales and Manufacturers' Tax, however, we have a most fortunate and striking example. According to the records of the Financial Department these two systems, which by the way have operated without friction or complaint, have yielded revenue to date at the rate of over $8,000,000 per month. Nearly $100,000,000 per year, and at that all food products, raw or manufactured, are totally exempt.

Can any better proof be asked? An increase of 1 per cent. in these combined taxes would raise the full amount needed. The extension of the system to the full intent of a Turnover Tax would raise enough revenue to retire our national debt in one or two years. A prominent member of the Senate Finance Committee estimates five billion dollars.

The Application

At first glance it might appear that 1 per cent. added to the cost of an article with each movement from raw material stage to consumer would accumulate a heavy aggregate tax. That this is not so has been proved by extensive studies of particular commodities, which indicate, in the case of a loaf of bread, an increase of merely one-sixth of a cent. A pound of beef adds, through four taxable sales, only one cent, or say 2½ per cent. to the final cost, while a pair of shoes, which sold in 1919 at $16.75, are increased 49 cents or 2.87 per cent. Jules S. Bache, speaking on this question in the United States, says:

"Those who have given time and thought to the working out of this tax have as yet been unable to find an article on which the tax would aggregate a greater amount than 3¼ per cent."

The Individual's Position

Though every one confesses to a willingness to pay his share, each is equally frank in claiming that conditions in his own particular business are "just a little bit different from every one else." The manufacturers see every reason why the retailer should do all the work of collecting, while the retailer argues that the tax should be applied at "the source." Fortunately the Turnover Tax will admit of many and varied applications and adjustments. On the officials at Ottawa will fall the duty of deciding its details. To us as merchants, business men and taxpayers, lies an obligation to see that our suggestions and views are made known.

This proposed tax should be considered by each individual, its incidence to his own business studied and the results of such investigation forwarded to Ottawa through association channels or direct. At this critical time of Government finance and business history, those who are responsible for national policies should have the benefit of the views of all classes and conditions of business men.

Taxation can make or break a nation —a fair and equitable tax spells progress—discriminatory, burdensome taxation means stagnation. It is our duty as citizens to decide whether we prefer to pay out our profits and income under the present system, or whether we prefer to have the burden spread, as it should be, equally, reasonably and proportionately over all the people.

Corn Syrups and Starches Reach Lower Levels

Reductions in the Cost of Corn Said to be the Reason—Containers Still High and Further Reductions Not Expected—Prices Now Lower Than a Year Ago

PRICES of laundry and culinary starches and of corn syrups declined this week, the decline taking effect on Thursday morning.

The starches are down half a cent a pound all round. Bulk syrup is reduced ½ cent. per pound, 2 pound tins 50 cents a case, 5, 10 and 20 pound tins 35 cents a case.

Gradually decreasing costs along some lines is the chief reason for the declines. The vice-president of one of the large Canadian companies, discussing this matter with Canadian Grocer, said that they seemed now to be approaching a basic price and that further recessions were not being looked for unless prices of raw materials should decline considerably more, which was not expected.

A year ago corn was around $1.90 a bushel, whereas today it is about half that price. On the other hand there is practically no difference in labels, boxes and barrels. In some cases prices are higher. So much so is this the case that the contents of the containers today represent only 45 per cent. of the total cost, whereas the package, including tins, labels, box, etc., represents 55 per cent.

A comparison between prices of starch and corn syrup today compared with those of a year ago shows considerable reductions. Here are some:

Laundry starch, March, 1920, 10¾ cents; same brand, March, 1921, 8 cents.

Corn starch, March, 1920, 12½ cents; same brand, March, 1921, 10 cents.

Corn syrup, 2 pound tins, case, March, 1920, $5.90; same brand, March, 1921, $4.50.

Look For a Big Increase in Small Fruit Production

Vancouver, B.C., March 14.—According to present estimates of the British Columbia Berry Growers' Association, a production of approximately 2,500 tons of small fruits is anticipated. Five hundred freight cars have been asked for to move the crop, as owing to their bulk a freight car will only handle about six tons of small fruits.

The British Columbia Berry Growers' Association has just been formed to do for berries what the Okanagan United Growers has done for apples and other tree fruits. It is made up of nine of the thirteen co-operative berry marketing organizations at present existing. The other four are expected to come in shortly. The association is a sales organization.

"Increased production has rendered this new organization necessary," said H. A. McNaughton, of Gordon Head, Vancouver Island, sales manager of the new association.

"Our production this year will be over 50 per cent. greater than last year, when the crop brought in $1,000,000. The berry acreage under cultivation will amount to about 2,800 acres. So successful have the berry growers found their smaller organizations that this new association, comprising the lower mainland and Vancouver Island, has been enthusiastically entered into."

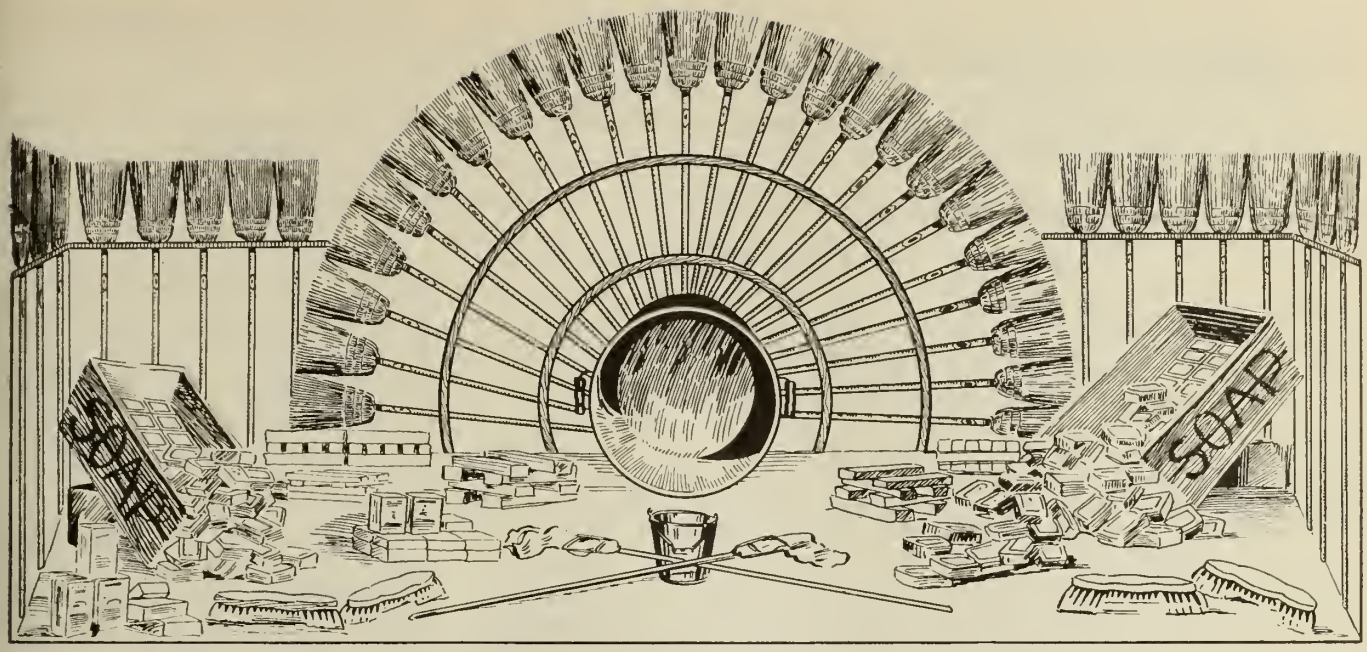
The new association will endeavor to enlarge the market for British Columbia berries. In the past the bulk of the crop has been shipped to the prairies as fresh fruit. This market will be exploited and enlarged wherever possible. An increasing quantity of small fruit will also be turned over to British Columbia factories to be made into jam.

GROCERY CLERKS IN MOOSE JAW WANT BY-LAW TO STAND

The grocery clerks of Moose Jaw, Sask., petitioned the council there recently, making a strong appeal against the cancelling of the by-law closing the stores on Wednesday afternoons.

A petition from a number of grocery store owners was later read to the council and Ald. W. E. Stephenson gave notice of motion that at the next regular meeting of the council he would introduce a by-law to amend the closing by-law in pursuance with the petition.

The council has no alternative but to bring in an amending by-law when a petition with the necessary number of bona fide grocers' names is presented.



This sketch is a suggestion for a window display of ho use cleaning needs that can be quickly and easily assembled. Note especially the brooms; how attractively and artistically they can be arranged.

Time for Housecleaning Suggestions

Spring Months Should See Every Grocer Stimulating Sales of Lines That Are Much Needed in the Weeks of Spring Renovating —Displays of These Articles Will Help

HOUSE cleaning time! How it conjures in the mind of the housekeeper days of ceaseless scouring, beating of rugs, hurried meals, backaches and all sprinkled with a certain amount of short temper. To friend husband it simply means digging up more excuses to detain him at the office with more regularity.

But what does it mean to the merchant? It is the opportune time to place on display goods that are more or less dormant for many months. Furniture polish, scouring powders, brooms, tubs, clothes pins, carpet beaters, brass and silver polish, floor wax, soaps, clothes lines, whitewash brushes, floor mops, carpet tacks, scrubbing brushes, laundry starch, wash boards and the many other articles contained in the stock carried by the retail grocer, that go a long way to lighten the strenuous housework during the spring house cleaning season.

Time for Window Displays

Many merchants are already making window displays of cleansing materials. Some of these displays are composed of just one article, but it is surprising the number of sales that can be made on many similar lines by such a suggestion.

One merchant recently made a window display of ammonia powder, put a price card on it and sold nearly five cases the last three days of the week. This merchant stated that many other articles were also sold, because invariably with every request for ammonia powder, soap, scrubbing brushes, brass polish or some other kindred article was suggested.

How This Idea Worked

When a representative of Canadian Grocer was in the store of Will Applegate, Hamilton, Ont., a customer was attracted by a basket on the counter containing a number of small round objects made of a yellowish brown substance. The customer, becoming curious, inquired what they were. She was informed that they were pieces of beeswax, very useful for ironing. The customer then remarked, "That puts me in mind, I am right out of starch. Send me over a 6 pound tin of gloss starch, and you might as well send five bars of soap and a package of —— blue."

After the customer was duly attended to, the Canadian Grocer representative referred to the incident and Mr. Applegate remarked, "I find it a good idea to have some article on the counter that the customer will get curious about, something that, when it is explained, will suggest some other article. This beeswax I had made into small domes by a customer living in the country who had some beeswax to sell. It occurred to me that, made into small shapes, the housewife would find uses for it in the home, and at the same time placed on the counter without any card explaining it would create an interest and eventually lead to sales of other articles of similar use. It has worked out satisfactorily and has been the direct means of making many sales."

Selling Polish

There are many articles that perhaps are not directly connected with house cleaning, but indirectly they are. One of these articles is shoe polish. It is in the spring months when the sales on this line are perhaps the heaviest. Some merchants do not let any opportunity pass them by to increase sales, no matter whether the opportune time is for selling shoe polish, house cleaning supplies or foodstuffs. The opportunity is there and they take advantage of it.

R. McDougal & Sons, Ingersoll, Ont., recently devoted a complete table to the display of a certain brand of shoe polish. This was a direct reminder to every person entering the store, and as the muddy days have arrived sales were made every day that perhaps would have gone to the nearest store.

Another table had a fine display of a certain brand of silver cream, brass polish and stove polish, both liquid and in tins. This was also successful not only in selling the particular lines and brand that was being concentrated on, but other lines as well.

Quickly Prepared Foodstuffs

There are certain lines of foodstuffs that could also be suggested to the housekeeper during the busy house clean-

ing days. Articles that are easily and quickly prepared are the best ones to feature. Baked beans are favorites at this season and should occupy a prominent place on display both in the window and in the store for several weeks yet to come, salmon and other fish and various kinds of canned meats, vegetables and fruits. Macaroni could also be a feature, and in selling macaroni do not forget to suggest canned tomatoes and cheese.

Difficulty Is Experienced in Turning Out Good Brooms Now

Such a Small Percentage of a Good Grade Broom Corn is Available That There Never Was Such a Spread in Prices as Now Exists.

SELL a customer a good broom and you have that customer's friendship for life, but sell her a poor one and —well, it is useless to comment upon this point as the majority of merchants have had some experience along this line.

From time to time since the last season's crop of broom corn was harvested, Canadian Grocer has reported the condition of the crop as to quality and as to the probable trend of prices. From information gathered it has been learned that a large portion of the crop was damaged by rain, leaving the corn stained and brittle and unfit for the manufacture of a good quality broom. Manufacturers have never had the difficulty in turning out their quality product as they are now experiencing. There is such a large portion of the poorer grade and such a small percentage of good grade that perhaps there never was such a spread in prices as exists at the present time. This has resulted in brooms of superior quality holding at high prices and the poorer grades dropping to a lower price than has been the case for several years.

The Present Situation

One manufacturer in summing up the present position in brooms says, "I may say that the situation is perhaps the most peculiar in the history of the broom business, and brooms can be bought from $13 per dozen down to $5 per dozen, and perhaps considerably less. This is due to the very unusual spread between the prices of the best and the lowest grade corn.

"Buyers will note that in brooms of equal weight and appearance there may be quite a large difference in price, and this is not necessarily an evidence that the one at the low price is the better value. The best colored corn produced in 1920 was grown in the most westerly broom corn section. It is a beautiful green color but as brittle as a pipe stem, and has very little wear. A good looking, low-priced broom can be made from this corn because the corn can be bought very cheaply. There is also a very great amount of dark brown, rain-damaged corn, and this also is very brashy.

Good Brooms Are Not Lower

"There is a tendency on the part of buyers to purchase brooms made of hard, brittle corn, if it is green, in preference to brooms made of corn which may be a little red but is very tough. A great percentage of the best wearing corn this year is somewhat red in color, but it has very fine, tough fibre.

"Real good quality corn of good color and fine, tough fibre still commands a high price, as it is very scarce, and therefore it is our opinion that the trade cannot expect to buy good brooms at any lower prices until another crop is harvested next fall."

Illustrating how one merchant stimulates sales on house cleaning supplies. Brooms, brushes, washboards, polishes and other articles that assist the housewife during housecleaning days, are attractively displayed. Many of the articles have price cards attached so that the passerby can readily become acquainted with the price without bothering to ask.

This Grocer Sells the New Lines

James L. Hewson, Oakville, Ont., Is Enthusiastic About Introducing New Lines, Providing of Course, They Have Quality, and He is Convinced of It—His Success in Some Instances

By Staff Correspondent of Canadian Grocer

APPLYING selling effort to new lines that have not previously been sold in his store, and are comparatively new on the market, is a practice that James L. Hewson, Oakville, Ont., has followed with more or less success. Articles of food, that were very little known in his district before he decided to push their sale, are now popular sellers with him, and have a well-established reputation. Mr. Hewson has been in business in Oakville for many years, and, of course, during this long period he has built up a large clientele. His customers have been such for an extended time, and have come to take Mr. Hewson's recommendation as a pretty safe guarantee that an article is of high-grade quality and well worth a trial.

A Certain Exclusiveness

Selling special lines and new preparations that are of reputable value is not only good business from the standpoint of profit, but it gives a store a certain exclusiveness that is worth while. The store is known as the place to buy high-class specialties. Some grocers make no attempt to introduce lines of this kind, but wait until in some other way a customer hears of them and asks for them. On the other hand, the live grocer has a splendid opportunity to increase his sales by keeping in touch with new foodstuffs as they come on the market, making a careful study of their value. Assured of their quality, he can with perfect safety introduce them to his trade.

Tries Them at Home First

Mr. Hewson in his business has done a good deal along these lines. "Of course, I always try them out in my own home first," he told a representative of Canadian Grocer the other day, when discussing his experience in introducing lines that he had not before carried. "Sell yourself on a product first, and then there will not be much difficulty in the way of selling your trade," Mr. Hewson continued. "The average customer looks to her grocer for his recommendation before purchasing an article that she herself knows little about. The grocer must have confidence in the line." Just here it may be remarked that while the Canadian Grocer representative waited in Mr. Hewson's store he saw something of this merchant's selling ability. Two women customers who deal all the time with Mr. Hewson came into the store, purchasing a number of articles. Completing their order they were about to depart when Mr. Hewson directed their attention to a certain kind of cream cheese that he had just received. Discussing its merits with them, the result was that he added a sale of this cheese to what was supposedly a complete order. This is just an instance of what Mr. Hewson is doing all the time in the way of selling, and is merely mentioned in passing.

Success in Powdered Coffee

The subject of selling prepared or soluble coffee came up in the course of the conversation. Mr. Hewson is selling a lot of it, in spite of the fact that his ordinary sales of his own coffee, ground in his own store, run over one hundred and fifty pounds a month. "Some time ago," he remarked, "I decided to 'push' the sale of a certain brand of this powdered coffee. Previously I had been selling another kind, but to-day I am selling ten to one of the other. That is, I am selling more of the one I decided to push, and to-day people are buying it in preference to all others. The best class of people in Oakville are buying soluble coffee and buying it all the time.

Repeat Sales All the Time

"Three years ago I bought a certain oil preparation for cooking. It was a line that was not enjoying any popularity as far as this district was concerned. However, I tried it and was convinced of its worth. At the outset it was not an easy thing to sell, but sales have steadily grown, and I am constantly having repeat orders. A new breakfast food came on the market a short time ago. I am boosting it all the time, and am selling on an average a dozen packages per week. I believe it will be a big seller as more people give it a trial. There was another breakfast preparation that I introduced here with a good deal of success, particularly in the winter months."

Windows Greatest Asset

Mr. Hewson is enthusiastic about this business of selling new lines and enumerated some other articles for which he had created a good demand by getting behind them and recommending them to his trade. His method of introduction can be followed by any merchant. It is merely selling effort directed against certain lines. Mr. Hewson usually backs up his selling talks with attractive window displays, as well as displays on the counter. "A grocer's windows are his greatest asset," he added, "but he must keep them right. If they are not frequently changed and made sufficiently attractive to bring people into the store, they won't do much in the way of increasing sales."

One Hundred Merchants in West Attend Short Course

Splendid Addresses are Given at Merchants' Training School, at the University of Manitoba, on Subjects of Vital Interest to the Retail Trade—"Henry Johnson, Jr." Speaks

WINNIPEG, March 12.—In the neighborhood of one hundred retailers attended the fourth annual training school for merchants at the University of Manitoba here. Winnipeg, as well as many Manitoba and Saskatchewan towns, was represented.

Grocers and general merchants in Western Canada who attended this short course for retailers were A. D. Blair, Alexander, Man.; George Hardy, manager A. F. Higgins Co., Ltd., Carman, Man.; B. W. Caldwell, Carberry, Man.; Misses A. B. Ferguson and L. A. Halliday, clerks in Elm Creek, Man.; J. F. Teeple, Foxwarren, Man.; Mrs. J. H. Carrell, Glenora; F. A. Kent, and W. A. McKnight, Killarney, Man.; A. M. Tobias, Morden, Man.; M. Taylor, Morris, Man.; C. Johnson, Mulvihill, Man.; H. C. Christie, Oakville, Man.; G. W. Draper, Rathwell, Man.; N. Nagar, Roland, Man.; H. A. Bell, and R. C. Smellie, Russell, Man.; F. H. Tetrault, St. Malo, Man.; J. W. A. LaClaire, St. Norbert, Man.; W. J. McShane, Souris, Man.; J. H. W. Reimer and J. J. Reimer, Steinback, Man.; C. Hiebert, P. A. Krocker and H. H. Neufeld, Winkler, Man.; J. P. Woodnorth, Man.; J. A. Wright, C. E. Turner, Wm. H. B. Mathias, H. H. Harris, Winnipeg, Man.; C. McLennan, Fort Frances, Ont.; Louis Krecey, Kipling, Sask.; W. D. McNaughton, general merchant, Moss-

Continued on page 34

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EXERTING SELLING EFFORT

A GOOD motto for the business man to keep before himself and his staff these days is that one to the effect that there are "no hard times coming, it's just the soft times going." It has been pointed out on many occasions that the present phase of the readjustment process is one which forces a return to those conditions where selling again returns to its former importance. In this connection every merchant should see to it that due attention is paid to the perfection of his selling system to meet present conditions. One of the first steps that might be taken is to see that every salesman on the staff is sufficiently well informed in regard to the lines he sells that he can give the maximum service to customers. There are many points such as courtesy, to be kept in mind, but it is doubtful if any other element is quite as important in selling as a detailed knowledge of the goods being sold, and as to what advantage will result from their ownership.

A good example of effective selling is that contained in the experience of an Oakville grocer, as told elsewhere in this issue. This merchant is getting behind new lines that recommend themselves to him all the time, and greatly increasing his profits by such selling effort.

Such facts as these provide convincing argument and whereas in recent years of prosperity there has been little need for such selling effort, it is now required in full measure.

WHERE HAVE MY PROFITS GONE

EVERY once in a while or at least once a year, a merchant will take a pencil and go off to some quiet corner and try to figure out why his profits did not turn out as he expected. His turnover is sufficiently large to warrant the expected profit. The honesty of his assistants is unquestioned. Apparently there is no great amount of petty pilferage by outsiders. Customers are settling their accounts fairly regularly and bad accounts are not alarming. He fusses and fumes, scratches his head, then settles down to a quiet hour of figuring and yet he cannot get any nearer the truth. What is the matter?

It is a perplexing problem and the answer to it is significantly set forth in the words of a merchant who stated a fundamental truth when he said: "If a merchant is careful in his markup and keeps a correct record of all his business transactions, I cannot see how he can fail to make money."

REAPING THE BENEFIT

MERCHANTS who are following the markets downward are already reaping the benefit, and having adjusted their prices according to replacement values, are now turning their merchandise over at a profit. The experience of the grocer who posted a large card in his store stating prices before the readjustment period and since, in order that he might convince his trade that prices had really declined has apparently been followed by grocers in other communities. The other day a representative of Canadian Grocer was calling on merchants in a Western Ontario town. An enterprising merchant there referred to the article in this paper that related this comparison incident. He stated that he, too, had prepared a card, and was going to put it in his window. However, when he walked down the street he saw that one of his competitors had also seized the idea, and already had his price card before the public. Consequently he refrained from doing the same.

The wide-awake merchant is meeting the new prices, and this occurrence shows how some retailers are making the most of these price changes to stimulate trade. They are hastening a return of normal values.

EDITORIALS IN BRIEF

* * *

SPRING business promises to be good for those who will go after it. The man who gets an early start stands the best chance of getting his share.

* * *

MARCH is a good month for the grocer. As the halfway house between winter and spring, it offers big opportunities. Jams or preserved fruits may now be displayed to excellent advantage.

* * *

WITH only a week until Easter, the next few days afford the grocer an excellent opportunity to stimulate sales. There is always increased buying at this time, and with the help of window and counter displays the merchant can do much in the way of selling special lines in the next week. It is up to the retailer to make the most of these days preceding the holiday.

* * *

THE season is approaching or rather has arrived when merchants should give some attention to the selling of housecleaning lines. It is not too early to begin at once. Spring is here earlier this year than usual, and housewives will soon be into the spring cleaning. The early bird gets the worm and suggestions in the way of display will soon get your customers buying.

* * *

THE action of the Canadian Wholesale Grocers' Association in seeking to have the Government increase parcel postage rates will have the approval of the retailer, particularly in the small towns and villages. Mail order houses who carry on extensively through the mails have enjoyed special privileges in this regard, while express and freight rates have had several advances.

Turnover, Sales, Profits and Margins

More Extended Comment and Examination of the Letter Quoted in Last Week's Issue—Does This Correspondent Make Three Per Cent. Net on Sales as He States?

By HENRY JOHNSON, Jr.

THE last letter quoted last week I find deserves a little more extended comment and examination. My friend says I might aid him further if he knew what to ask for. Perhaps I can do it anyway.

Selling upwards of $65,000 with $3,400 stock, allowing for 20 per cent. average spread, he shows a stock-turn of just under 15½ times, which in itself is pretty nearly excellent.

But he says he makes three per cent. net on sales. Does he? I should want more detailed figures before I could feel sure he is right. Does he pay himself and son a salary for their work—a salary commensurate with their real value to the business—paid in money regularly? Does he figure normal interest—at this time at least 7 per cent. a year—on his capital investment and take that into his expense account before he casts up his record for the year? If either of these factors is omitted, he is not making any three per cent. net. There are other factors, but it is these that are most liable to omission. I shall be glad to hear.

He says he has tried sales but does not seem able to put them across. Then he adds that he advertises in the newspapers and seems able to convince the people. Question: What, then, does he understand by "sales"?

Sales Are the Disposal of Merchandise

Sales are the disposal of goods to buyers. If by any means, advertising or other, you succeed in selling goods enough to make your business pay and grow, you thereby show that you succeed in making sales.

If you mean special sales, efforts to clean up a lot of goods through extra push, cut prices, or other unusual and maybe spectacular means, maybe it is just as well that you did not succeed with them; for in any well established business such "events" are of doubtful utility or value.

By far too much stress tends to be placed on the price factor in all sales effort. A man puts on some special offering at a cut price, advertises it, and feels blue if it apparently fails to bite. What he overlooks here is the very valuable fact that his trade does not look to him for price as a primary consideration. His customers are interested in him and his goods more for the quality and character of the merchandise and service than for what he asks for the combination of goods plus service.

That he uses the newspaper and seems to convince his trade is the best evidence of this truth. Whatever effort he puts into trying to get rid of goods without adequate return in money is waste effort; and whatever sales result from that kind of effort are losing sales.

The lesson to be derived from this condition is that it is excellent business to advertise what you have and to state the price on it; but no need to quote losing prices, for your store is of the character that does not appeal for price—and as such is more valuable than if it did thus appeal. So continue the kind of "sales" that it pays you to make—sales of goods in daily business at fair margins.

If ever you have something bought on a special basis which will enable you to offer something extra choice at extra good value, by all means offer it. Do that without much excitement and back up your advertising by special inside effort of display and personal offerings. On this basis your business will continue to grow along lines that are profitable.

I'll be mighty glad to hear more from you.

What Margins Pay and Why

Edward Furer, in the West, writes to me thusly:

"I spend a good deal of time reading your articles and think a lot of them, but you most always show that it costs better than 15 per cent. to do business and, using this percentage to operate on, what money or profit do we make on a jelly powder costing $1.15 plus freight at $1.25 a cwt. on first-class merchandise, and selling it at $1.50. Also show me what we make on macaroni selling it at the price of one dime."

My answer, which I now elaborate, was along these lines:

With freight at $1.25 per cwt. you do not state what it costs you per dozen to lay in the jelly powder. If the cost is not more than 5 cents the dozen—and I shall be surprised if it is more—then the margin you indicate is not bad for that article. It pays you 20 per cent. in lots of 2 for 25 cents and nearly 24 per cent. when you sell one for 13 cents. This brand you speak of is undoubtedly the most rapidly moving item in its class, so is really a staple.

If the real margin is less than I indicate, it is not sufficiently profitable to justify you in handling it. You can find a way around any article that does not pay its way equitably; but that is up to you. You can tell nothing about it at all until you know in exact figures, down to the last decimal, just what it costs you laid in.

Much misunderstanding and confusion exists about many items because of necessary variations of margin. Look over what I have shown about sugar. This jelly powder as such and taken by itself as an unidentified item of a special class would have to pay more than 20 per cent.; but when it is so introduced, so completely sold, to your customers that it moves out regularly, in good quantity, without loss, automatically, it gets into the class of near-staple, or even full staple; and thus the sale at 20 per cent. is justifiable.

If you will compare this item with some that admit of larger earnings but cannot be sold even with considerable effort, you will have no difficulty in determining for yourself which is profitable and which not. And again, all these things must be figured to the third decimal before you can feel that you know and are not guessing.

Fair Margins vs. Grocers' Limitations

I was not posted on this particular macaroni at the time so wrote thus: I do not know cost or sales price on this macaroni. If you will give definite figures in your inquiries, we can always make a stab at analysis, but not otherwise.

It is not always true that items sold below the average cost of operation are sold without net profit. It is true that too many things are handled so they tend to cross your counter without paying their way, and you must be watchful and stand up for your rights. Let it be noted very carefully, at the same time, that the grocer himself is at fault, perhaps chiefly at fault, because it is almost impossible to get him to keep an adequate margin if you give it to him. Just as soon as the spread looks liberal, he cuts. Then the manufacturer is apt to think, "What's the use? I might as well charge the suckers more, seeing they do not care to make a profit!" Why not? What would you do in the manufacturer's place? I shall put more of this into an article in the near future.

Since I thus wrote, I have investigated. You can judge how nearly I hit the facts on the macaroni, for this is what I got first hand from the advertising man:

That macaroni sells to the grocer at 97½ cents in single dozen lots. Retailing at 10 cents it brings in 18¾ per cent. In five case lots it costs 95 cents, which makes the margin 20 5-6 per cent. This minimum of 95 cents is charged, as the manufacturer says, "to protect the retailer from himself," because if it were sold at 85 cents, the said retailer uni-

Continued on page 42

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

Vigneault and MacGillivray, manufacturers' agents, Montreal, have been appointed agents in Montreal for the John R. Cressy concentrated extracts made in Toronto.

J. Bailey, buyer and manager of Goodwin's grocery department, Montreal, left on Wednesday, March 9, on a business trip to England, France, Italy and Spain. Mr. Bailey will be absent for three months.

G. G. Shortt, advertising manager of Acadia Sugar Refineries, Ltd., Montreal, left this week for Toronto, where he will be for about a month making arrangements relative to the company's business in that city.

Ernest Prior, the senior partner of G. M. Frame & Co., Ltd., of New York city, who are wholesale merchants of Oriental products, was in Montreal early this week on a business trip.

ONTARIO

R. E. Switzer, Atwood, Ont., has sold his grocery business to J. Peebles.

Mrs. Waldrum has commenced business in a grocery store at Stop 35, Port Credit, Ont.

J. Richardson is now managing the Dominion store at 1151 St. Clair Avenue, Toronto.

W. H. Loudenman, West Lorne, Ont., has purchased the grocery business of A. J. Wiley.

W. F. Wood, of Port Dover, Ont., has disposed of his grocery business to William Wicker.

B. W. Ferguson is now managing the Dominion store at 2238 Queen Street East, Toronto.

Stuart de la Ronde, wholesale grocer, 117 Besserer Street, Ottawa, suffered loss by fire recently.

Mr. Baker, of the Baker Importing Company, Minneapolis, was in Toronto recently on business.

Mr. Hamblin, of Hamblin-Brereton Co., Ltd., Kitchener, Ont., is in Western Canada on a business trip.

R. Pratt, of Walton, Ont., is preparing plans for new grocery store to be erected at Moncrieff in the spring.

George Fenton, of Allenford, is moving to Holstein, Ont., where he has purchased the Holstein general store.

Harold F. Ritchie & Co. is now acting as selling agents for W. B. Brown & Co., manufacturers of a breakfast food.

The case of the Attorney-General of Ontario against the Canadian wholesale Grocers' Association will be resumed again the first week in April. The evidence for the prosecution is in; that of the defence remains to be submitted.

Henry Chauvin has leased premises at Tilbury, Ont., and will remodel and as soon as possible open a first-class grocery store.

Simon T. Nader has leased premises on Main Street, Petrolea, and will shortly open a grocery and confectionery store.

Commencing April 1 grocers at London, Ont., have decided to close their stores at seven o'clock on Saturday evenings.

Amherstburg grocers have decided to close on Thursday afternoons throughout the year. They will also close every night at six o'clock except Saturdays, when stores will be kept open until eleven o'clock.

H. H. Cromwell, until recently advertising manager of the Canada Starch Co., Limited, has accepted a position with the Standard Lithographic Company of Canada, with offices at 608 Bank of Toronto Building, Montreal.

The management of the chain of Thrift Stores operating in four different parts of the city of Ottawa are arranging to open other stores as quickly as possible, the number being regulated by the amount of business offering.

Tony Charlie is having extensive alterations made to his store at Amherstburg, including the construction of a cold storage basement. When completed he plans to have one of the most modern stores in the district.

McCreary and McGregor, of Wallaceburg, Ont., have sold their pasteurizing plant to the British American Brewing Company, of Windsor, which will use it for warehouse purposes.

Robert Yates, of Wardsville, Ont., is preparing plans for a new brick store to cost $10,000 and will include in it an up-to-date ice cream parlor and a rest room. Work will be commenced in a couple of weeks.

The police at Goderich, Ont., are investigating a mysterious shooting which resulted in a bullet hole in the window of H. McFadyen's grocery store. While at work late on Monday night checking over accounts the proprietor heard a noise but thought nothing of it. Later investigation showed, however, that a bullet had come through the window and also went through a partition close to where Mr. McFadyen was sitting.

Among those appointed to various committees at the annual meeting of the Western Fair Association in London, Ont., were Harry Ranahan, main building committee; A. E. Silverwood, of Silverwoods, Ltd., printing and advertising committee; Geo. G. McCormick, finance, and also to the executive; Ald. Gordon Drake, grounds and buildings; Edwin Smith, poultry.

William James Little, for several years a grocer at Van Horne Street and Salem Avenue, Toronto, passed away at his late residence on Sunday. He was sixty years of age and is survived by his wife and three sons.

The Board of Trade of Peterborough, Ont., by a vote of its members is overwhelmingly in favor of daylight saving, and an effort will be made to have it again introduced for the summer months. Last year Peterborough did not adopt the measure.

John Panter, the oldest merchant in Belleville, Ont., celebrated his 84th birthday on Friday last by attending at his grocery as he has done for the past sixty years. He has been longer in business than any other merchant living in Belleville. He was born in Cornwall, England, and came to Canada in 1858.

The legislation committee of the Toronto city council decided to support the application of the retail merchants to amend the early closing by-law so that only fruiterers handling fresh fruits and vegetables should be excluded. The proposed amendment if adopted will mean that practically 95 per cent. of the fruit stores will have to close at the same time as the grocery stores.

OTTAWA GROCER IS FINED FIFTY DOLLARS AND COSTS

Ottawa, Ont.—On January 13, Magistrate Askwith fined an Ottawa grocer $50 and costs following a conviction for selling coloring contrary to the Oleomargarine Act. This led to an appeal and Judge McGillivray on March 8 dismissed the appeal. Austin O'Connor acted for the Department of Agriculture.

OTTAWA GROCERS' ANNUAL MEETING ON MARCH 23

The Ottawa Retail Merchants, grocers' section, held the usual meeting on March 10 when the notice of the annual election of officers was given, the date being set for March 23. The secretary of the Pure Food Show stated that the outlook for a record exhibition was remarkably bright as the response to letters sent out to the wholesale houses was very encouraging.

The sum of $25 was donated to the Protestant Infants' Home.

New Wholesale Business Opens In Granby, Que.

Granby, Que., March 15.—A new fireproof three-story wholesale warehouse has been built in Granby, Que., and is now occupied by the Dealers' Supply Co., Ltd., of which M. Mitchell is president. F. A. Wallace is secretary of the company and Edmund Dextradeur is vice-president. D. P. McDonald and J. E. Fuller, business men of Granby, are among the directors of the firm. For some years Mr. Mitchell, the president and manager of the company, owned a retail store in the city which handled general lines, including a grocery department. One year ago Mr. Mitchell went into the wholesale business, and is now deaing almost exclusively in wholesale grocery lines. The new warehouse is built of brick with a solid cement basement nine feet deep. This affords a dry, well-ventilated storeroom below the ground which can easily be kept at an even temperature. The floors throughout the building are of hardwood and the ceilings are high, which gives an increased capacity to the floor space of the building. Being practically a new company they are not carrying a heavy stock at the present time on account of market conditions. Mr. Mitchell reports a noticeable improvement in business conditions during the past month on account of the stabilization of the market with better buying on the part of both the consumer and the retailer.

Use Truck Delivery

From Granby in a radius of fifty miles there are many small towns, a great number of which are not touched by any railroad. This firm employs a large truck for their service to these outlying towns and in this way are able to make regular delivery twice a week.

NEW MAPLE SYRUP EARLIER THAN USUAL

Ingersoll, March 14.—Syrup-making is in progress in a number of the outlying districts, the season opening nearly two weeks earlier than usual. A small quantity of syrup has already been sold at $4 per gallon, according to reports, but this is not taken to indicate the standard price. With the drop in the price of other commodities as compared with previous seasons, it is expected syrup will also be cheaper.

New Goods

"DRY-CLENE"

"Dry-Clene" is a name of a new window-cleaning powder about to be placed on the Canadian market. It is made in London, England. The manufacturers point out that Dry-Clene requires no water. A little of the powder is sprinkled on the duster and rubbed on the glass. The claim is made for it that it will not smear or scratch the glass; that it will not soil the hands or damage paint work; that it will clean brass, copper and metals, as well as glass, also cutlery and steel instruments. It is put up in three different sized tins — two ounces, five ounces and one pound, also in bulk. La Fontaine & Harvey, 122 London Wall, London, England, are the export agents of the Dry-Clene Company.

Mark Shipping Gross Weight On Left-hand Corner of Container

Canadian Wholesale Grocers' Association Issues Circular Asking for the Co-operation of the Manufacturers in This Regard—Protection Against Loss

An effort is being made on the part of the Canadian Wholesale Grocers' Association to have manufacturers mark the shipping gross weight on all containers, on the left-hand corner. In a circular letter sent out to manufacturers it is pointed out that distributors should be protected against loss through freight overcharges by adopting such measures. Full particulars giving size of unit and number of dozen, etc., should appear on both ends of case.

Responsible for Errors

Containers, it is urged, should bear no external advertising except pertaining to the contents. The practice of advertising several factory lines on four sides of the case has been responsible for many errors in shipments.

The circular in part says:

"For some time the wholesale trade have been impressed with the necessity of adopting some measure to protect themselves, and especially their customers, from losses — in the agregate an enormous loss — arising through billing of excess weights by the transportation companies.

"During the strenuous times of the war and immediately succeeding period when maintenance of production was the vital problem, it was not considered wise to ask manufacturers to add any additional detail, no matter how small, to the difficulties they were then facing. However, the trade now feels that this is the logical time to institute a proper method that undoubtedly will prevent losses of many thousands of dollars annually to consignees throughout the country.

Arrived at "by Guess"

"For many years the wholesale trade have been billing out shipments at open weights (i.e., no weights inserted on bill of lading)—the great variety of lines carried and method of assembling orders for shipment making it impracticable to pass each case over the scale. In those cases where wholesalers have been inserting weights on bill of lading it appears that these were generally arrived at 'by guess'—and it is just a question if the shipper's guess was much more accurate than the 'guess' of the railway checker. In any event the ultimate consignee, who seldom has proper facilities for weighing up inward shipments, paid for the over-weight. In the days of pre-war freight rates these aggregate overcharges were a serious item; on to-day's rates they are about 80 per cent. more serious.

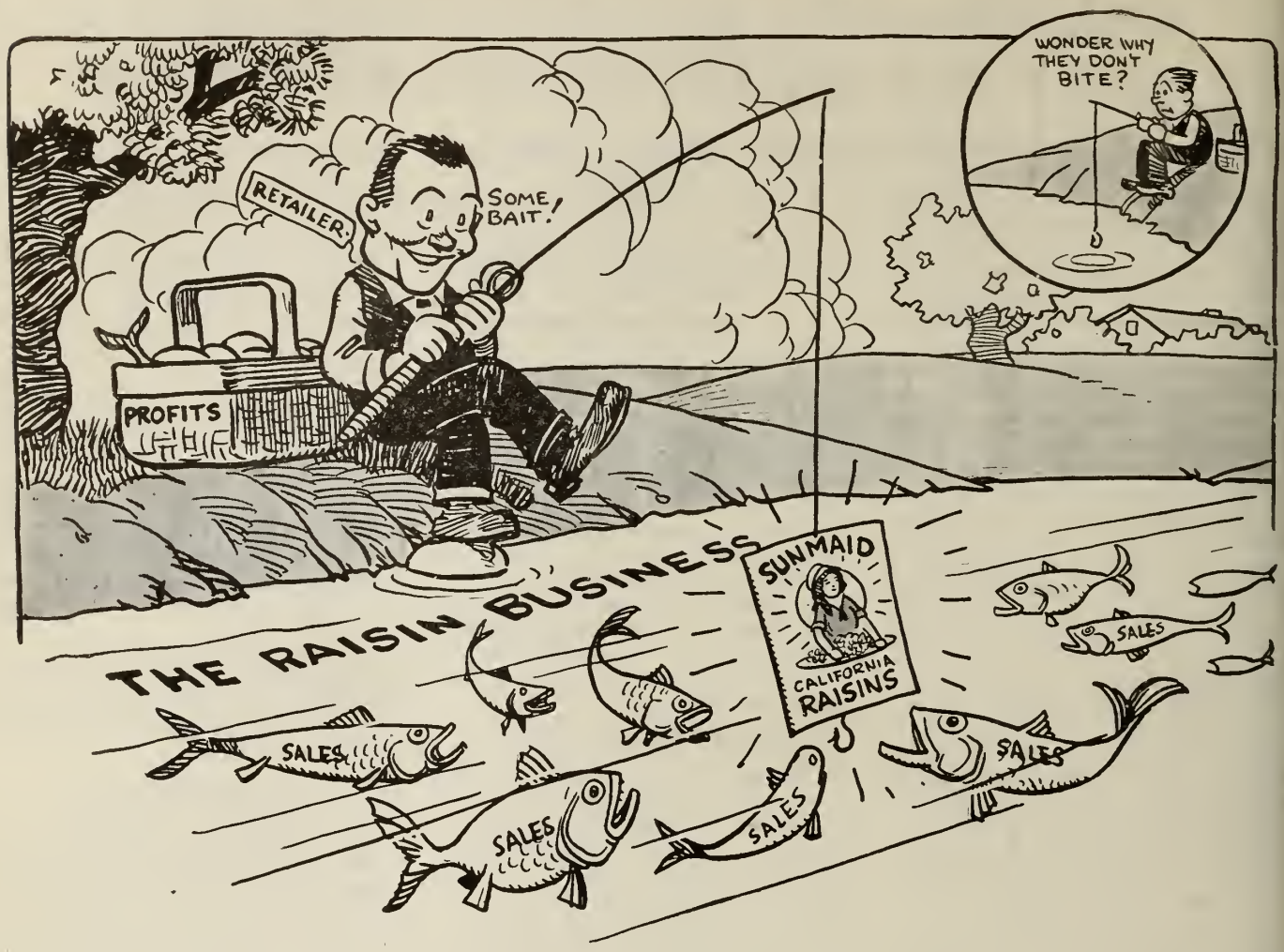
"Our request to you is that you meet the wishes of the trade, both wholesale and retail, by marking the gross shipping weight on the upper left-hand corner of your containers."

AUSTRALIA THE LARGEST TEA-DRINKING COUNTRY

Australia, not Russia or Great Britain, or even China, is the largest tea-drinking country in the world on the capitation basis. There the consumption for each individual, including children, is equal to nine pounds a year. About three-quarters of the quantity comes from India and the balance from China. There is no duty on the importation of tea into the commonwealth, consequently there is no expectation, so long as that position remains, of growing tea there on a large exporting scale, but for consumption in the home it is very possible in certain districts, particularly in Queensland. Coffee will also thrive in many parts of Queensland. Connoisseurs in England have already expressed a favorable opinion upon the quality of the coffee grown upon the coast lands of Queensland, and though the cost of harvesting the berries commercially is at present a handicap, that reason does not apply to harvesting the quantity needed for family consumption.

ACTIVITY IN THE TEA TRADE

As an indication of the activity in the tea trade it is interesting to note that a few days ago there arrived in Toronto from Halifax a single shipment of twenty carloads of tea consigned to one company. The 4,000 chests in the lot were brought over from London by the steamers Castellano, Corsican and Canadian Planter.



Did you read what
Grady says about grocers
who go fishing these days?

It's on the opposite page.

SUN-MAID RAISINS

Did you ever go fishin' without bait?—*get many?*

There's a big catch of *Sun-Maid Raisin* profits to be hooked in the next two months. Are you displaying your stock?

WE'RE pushing now the greatest food advertising campaign ever released to American newspapers. Half a billion copies of our ads will run in the next nine weeks. Nothing like it ever appeared before in the raisin business.

Millions and millions of people in practically every city and town urged to eat more raisins than ever before! Millions of women are told of the new discovery that "food-iron" in raisins makes them the best natural beauty food.

Imagine it! How many dollars that formerly went to the cosmetic manufacturers will roll into the retail grocers' pockets.

What are you doing to hook YOUR share of this business?

Raisins are the bait! Don't hide them under your counter—put them in the window where the readers of our ads can see that YOU have them. Identify YOUR business with this campaign.

There's a mighty big demand for SUN-MAID RAISINS. YOUR customers are reading "reasons-why" arguments in their papers every day.

We are being literally swamped by increased demands for recipe books. We're putting out more a day than we formerly did a month. They come from every market—YOUR customers are convinced of everything except that YOU have them in stock.

If you were fishin' you wouldn't expect the fish to go through your pockets for the bait!

Opportunity is at your front door now, knocking the skin off his knuckles—don't be in the back yard looking for four-leaf clovers! Throw it wide and grab him by the coat lapel!

Trim that window today!

Don't wait until the campaign is over. Fill your window with real SUN-MAID RAISINS—open some of the cartons. Let your customers see what you have to sell. *You wouldn't go fishin' without bait, would you?*

Yours for Sun-Maid Success,

L. D. Grady

General Sales and Adv. Mgr.
California Associated Raisin Co.

SUN-MAID RAISINS

NEWS FROM WESTERN CANADA

J. J. Seward, of Bovril, Ltd., Montreal, general manager for Canada, was in Winnipeg last week on a business trip.

F. G. O'Grady, of the Atlantic Sugar Refineries, spent a few days in Winnipeg last week with their Western representatives, H. P. Pennock & Co.

C. E. Campbell, who has been running the grocery store at East Kelowna, recently sold to G. E. Perrett, who has been living in Saskatchewan.

D. D. Campbell, one of the Kelowna grocers, has sold his business to J. R. Gordon, who takes possession on April 1. He has been in business in Kelowna for about eight years and has many friends.

The Kootenay Match Co., Ltd., Nelson, B.C., has recently been incorporated, the capitalization being $100,000. The plant, it is expected, will be operating by June 1.

James Gelmon, Canna, Sask., had his store entered by burglars recently and a quantity of goods stolen. Steve Bilous was arrested charged with the crime and has been committed for trial at Yorkton.

J. Stewart, who has been with C. B. Hume & Co., of Revelstoke, in charge of the grocery department, leaves April 1 to take over the management of the co-operative grocery in Vernon. This position was made vacant by the resignation of J. R. Gordon, who goes to Kelowna.

W. C. MacDonald Company, Registered, of Montreal, is putting out a new line of MacDonald's fine cut tobacco, which is adapted for making cigarettes. Shipments are being placed on the Western market by their representatives, the W. L. MacKenzie Company, of Winnipeg.

Charles E. Cormier, president of the Charles E. Cormier Rice Co., Ltd., of New Orleans, accompanied by W. H. Statem, general sales manager, was in Winnipeg last week and called on their Western representatives, Donald H. Bain Co., Winnipeg.

A convention of salesmen and branch managers of the Coca Cola Company throughout the West was held in the Royal Alexandra Hotel, Winnipeg, on Wednesday, Thursday and Friday of last week. Mayor Edward Parnell extended a welcome to the delegates, and among those who attended were W. C. Darcy, president of the Darcy Advertising Company, St. Louis, a director of the Coca Cola Company; Harrison Jones, vice-president in charge of sales; C. F. McCash, vice-president in charge of advertising, and Dr. W. C. Heath, vice-president in charge of production, all of Atlanta, Georgia.

Urquhart & Co., Ltd., Successors to A. Magnano Co.

ALEX. H. URQUHART
President and General Manager.

Urquhart & Co., Ltd., Vancouver, B.C., are successors to A. Magnano Co., Ltd. Alexander H. Urquhart and his brother, Charles G. Urquhart, and John Graham, all of Vancouver, are the members of the new firm. To the trade this will not mean any special change, as Alexander H. Urquhart has, for the past eight years, represented the Seattle firm of A. Magnano Co., Ltd., in so far as their Pacific coast and prairie interests were concerned. The company will not confine itself exclusively to imports from the European market. Among the list of goods which they will sell are products such as Eno's fruit salts; McLaren's and Ingersoll cheese; Mazola oil; Queen olives; the Curtis co-operation brand of California ripe olives; Sandwichola; Wesson oil; Snowdrift; Porter's

SEND IN PHOTO OF YOUR WINDOW DISPLAYS

Readers of Canadian Grocer are constantly making special window displays, pictures of which Canadian Grocer would be glad to obtain for the purpose of reproduction. We will pay up to three dollars for each acceptable window sent in, the photograph to be at least six by eight inches. The live merchant is always displaying some line of goods in an effort to stimulate sales, and we want to get these displays from time to time. Easter displays, windows of housecleaning merchandise, of jams, of fresh fruits, of canned goods, in fact of all products sold in a grocery store, will be appreciated, and subscribers are asked to send them to Canadian Grocer, accompanied by invoices of cost of the same in duplicate. In the next ten days you will be making a feature in your windows of special lines for Easter. Many attractive displays will be made. Let us have a photograph of yours.

MERCHANTS ATTEND SHORT COURSE

Continued from page 27

bank, Sask., and Chas. S. McLean, Preeceville, Sask.

Efficiency in Retail Stores

Paul Findlay, Los Angeles, Cal., better known to readers of Canadian Grocer as Henry Johnson, Jr., was one of the speakers at the training school, speaking on "Efficiency in retail stores." Mr. Findlay showed the fallacy of extensive price cutting and the reaction on the goods to which it is applied. One of the biggest principles in efficiency of retail stores was the ability to say "no," he declared. This had special significance in the conduct of a credit business.

Study Mail Order Prices

Retail merchants who examine the catalogues of mail-order houses and study them carefully are able to compete successfully with this class of business, said Robert C. Line, retail merchant, of Columbus, Montana, in addressing the training school for merchants. The mail-order business stimulates business generally, and local trade is benefited because of the fact that new business has been created and because of the creation of new demands. This Mr. Line illustrated by the introduction of new devices for production on the farm bringing about increased farm production and greater wealth to the farmer with a consequent better purchasing power.

Judge Frank T. Wilson, of Minnesota, spoke on "The Co-operative Marketing of Farm Products," in which he emphasized the importance of local merchants making themselves familiar with the marketing conditions in their own town so that the farmer could receive the top price for his products.

During the course, a dinner was tendered those attending, by the Sales Managers' Association, representing the wholesalers and manufacturers of Winnipeg.

G. F. Stevenson, of the **Western Grocers, Ltd., Winnipeg, is on an inspection trip to the various branches of this firm.**

Want Parcel Postal Rates Increased

Canadian Wholesale Grocers' Association Endorsed by Retail Merchants' Associations and Boards of Trade, Will Petition Government in Effort to Have Parcel Postage Increased—Charge Rates on Parcel Postage on Basis of Third-class Mail Matter

ENDORSATION of Retail Merchants' Associations and Boards of Trade throughout the Dominion is being sought by the Canadian Wholesale Grocers' Association on behalf of a petition to be forwarded to the Right Honorable Arthur Meighen, Premier of Canada, and the members of the Dominion Cabinet. This petition is the outcome of some concerted action decided upon by the Wholesale Grocers' Association in an endeavor to remedy what the association claims is unfair discrimination in favor of mail order houses. For some time past this organization has discussed the question of parcel postage rates, pointing out that the same are unreasonably low and have not increased correspondingly with the advances that have taken place in freight and express charges. This discrimination, it is pointed out, has operated to the disadvantage of small towns and villages and very much to the profit of mail order houses in large cities.

The petition that is now being signed in its entirety is as follows:

Your petitioners humbly desire to show that your Government is distributing general merchandise at a tremendous loss to the revenue of the country, injuring the regular distributing trade and the village and rural interests of the country. That your Government in the distribution of third-class mail matter has given an option to the sender to forward by parcel post, which permits the large catalogues from the mail order houses to be distributed at parcel postage rates.

A Loss to the Country

That your Government has been distributing second-class mail matter at a considerable loss to the country, the Minister of Labor in September, 1919, having stated that in delivering newspapers alone there was a loss to the revenue of approximately $6,000,000 annually. That during the session of 1920 the Parliament of Canada increased the postal rates on newspapers, but no increase was made in rates on catalogues or parcel postage.

That your Government is charging excessive rates on first-class mail matter, which shows a large profit, which is being absorbed by the loss in the other classes.

That this condition results in a practical alliance between your Government and the mail order houses for the distribution of catalogues and general merchandise at less than cost, in competition with the regular distributing business of Canada.

Four Increases in Freight Charges

That at the time the Government of Canada entered into the contract with the railway companies for the transportation of mail matter, the dominating influence of the Government secured a more favorable contract from the railways than the rates charged to the general public, which we contend is wrong, as the Government (representing the people collectively) should pay on the same basis as the people individually. Otherwise, there is a discrimination against certain class interests.

Your petitioners humbly show that there have been four increases in freight rates since the contract was entered into, viz.: December, 1916, 5 per cent.; March, 1918, 15 per cent.; August, 1918, 25 per cent., and September, 1920, 40 per cent., making an accumulated increased charge of 111.3125, which applied to the full extent on all classification goods except the item of fresh milk, which is not dealt in by mail order houses in the way it is handled by the farmers and distributing trade. Since January 1, 1921, however, the 40 per cent. advance of September, 1920, has been reduced to 35 per cent., making the present increased charge 103¼ per cent.

Express Charges Also Advance

That the rates by express have also been substantially advanced from time to time. On September 1, 1919, the Board of Railway Commissioners made an order giving large increases in rates, which, however, in view of the change to the "Block System" to correspond with that adopted by the United States Interstate Commerce Commission, it is difficult to ascertain the exact increase, but it was considered to be not less than 37 per cent. on first-class rates. On 9th February, 1921, the rates were further advanced by 35 per cent. on first-class rates, 25 per cent. on second-class rates and 20 per cent. on commodity rates. Goods distributed by parcel post would be first-class by express and these two advances would make 84.95 per cent. As a transportation problem parcel postage distribution is in direct competition with the express companies and should be subject to the same treatment from that point of view.

That the Board of Railway Commissioners of Canada investigated the terms of the contract between the Government and the railway companies on October 3, 1911; November 17, 1911, and March 18, 1919, and it was shown that while the railways charged 16 cents per full car mile (the basis of calculation) they should have increased it to 34.7 cents for a full car mile, an advance of 116⅞ per cent. Since that investigation there has been an advance of 40 per cent., less 5 per cent., equalling 35 per cent.—which would increase the 34.7 cents to 46.845 cents as against 16 cents, an advance of 192¾ per cent.—a condition that the Government surely must admit as unjust to the railway companies, and creating an unwarrantable discrimination against the regular distributing interests of the country.

That on the 16th February, 1921, the Government, by order-in-council P.C. 379 has given effect to the Board of Railway Commissioners' judgment of August 29, 1919, and established 34.7 cents as a full car mile rate, an advance of 116⅞ per cent., which, however, does not take care of the last advance in freight rates allowed the railway companies of 35 per cent.

Mail Costs Are Higher

That there has been a large general advance in the cost of distribution to the Government. Wages have increased and further increases are apparently in order, and the equipment in every branch for the distribution and delivery of mail matter has also advanced.

That the system of mail order houses being able to, under such circumstances, there having been no increase whatever in parcel postage, deliver their goods at less than cost through the Government service, and at a loss to the Government and transportation companies, is seriously injuring village and country life. Millions of dollars have been taken away from the small villages and surrounding country and centred in the large cities, to the detriment of the general welfare of the country.

That the question has been seriously considered by the local legislatures, but no system has been found practical for assessing the mail order houses in the village or rural municipalities where these houses send their goods without paying any taxes towards the upkeep of such municipalities. These privileged advantages accorded the mail order houses preclude the country retailer from profitably keeping a well-assorted stock of the best quality of goods, and prevent him from being able to give an efficient service to his customers.

Continued on page 43

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

GENERALLY speaking the markets for grocery commodities are slowly coming back to a steadier basis, and although there are still considerable irregularities in prices these are not in accordance with market conditions but are more in the nature of competition among wholesalers.

The tone of the sugar market is a strong one with a possibility of an advance, attributed to the higher prices on raws. The Sugar Finance Committee which has control of the Cuban crop have advanced prices of raws to a basis of 5 cents c. & f. and have disposed of some 100,000 tons; 65,000 tons being sold to American interests and 35,000 tons to European and Canadian interests at 4.60 f.o.b. Cuba. Considerable sales have also transpired of sugars outside the control such as Porto Ricos at 6.02 cents and full duty paying sugars such as San Domingos at 4⅝ cents.

Corn syrups and starches are reduced in price, due to the lower cost of corn, but as containers and other costs outside of corn are still high, further reductions are not looked for.

Teas and coffees continue with a strong tone and advances in primary markets are noted, especially on the finer grades, for which Canadian consumers show the preference.

Shelled walnuts on spot continue in light supply and are holding at firm figures. Pecans are also strong at the high figure. New crop Brazils in the shell are offered at a lower price than last season. Cocoanut is ruling steady and unchanged.

Canned vegetables are firm at slightly higher quotations in some quarters, while canned fruits are dull with a great deal of irregularity in prices and the same condition is manifest on jams.

Currants are firmer and higher in primary markets. Evaporated apples have a firmer tone and are showing greater activity. Raisins are holding firm and stocks are not large. Raisins at the coast are practically cleaned up and some buyers for American houses have been on the Canadian market, and some 15,000 cases of raisins have been re-shipped from Toronto stocks to American points.

QUEBEC MARKETS

MONTREAL, March 16.—Perhaps the most striking and most important feature of the markets this week is the probability of higher prices on sugar in view of the advance in the price of raws. In canned goods higher prices are quoted locally on corn and peas. Some notable changes are made in the quotations on spices this week which is the result of a more active market and the ability of importers to follow more closely the trends of the primary markets when the spices are moving more quickly. There is no change in molasses. Corn syrup is reduced in price. Golden syrups are being sold cheaper. In vegetables, new cabbage and onions are advanced, but California celery is offered at reduced prices. The only change in the fruit market is a lower quotation on Porto Rico grapefruit. The rolled oats market is very firm and there is some talk of advance in price. There is practically no change in nuts or dried fruits. The coffee market is very strong with a tendency towards higher prices. Some lower quotations are made this week on soaps and wrapping paper. The tea market has a much firmer tone with a steady movement of supplies, but these are only in quantities to meet immediate requirements.

Strong Tendency to Coffee

Montreal.

COFFEE.—The coffee market is unchanged this week. The primary markets are very strong, with an upward tendency, which is expected to break any time. This market, however, will not be immediately affected, as the stocks on hand are sufficient to carry over trade until adjustments are made gradually. At the present time the market is very firm in price.

Rolled Oats in Firm Market

Montreal.

CEREALS.—There is no actual change this week in the quotations on cereals, but the rolled oats market is exceedingly firm and there is every indication of a rising market. Nothing definite has been said in this regard, but from general appearances the market is at present a buying market for the retailer. Prices on rolled oats have in the past been cut to a very low point and it seems likely that prices are coming back at least a little.

Oatmeal, gran., fine standard ..	....	4 25
Rolled Oats, 90 lbs.	3 55	3 75
Pearl Hominy	....	3 25
Cornmeal, Gold Dust Brand	....	3 25
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley		7 25
Beans, Ont.	....	**3 50**
Do., Can.	....	3 30
Lima Beans	....	0 12
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00
Split Peas, per bag	....	5 75

Corn and Peas Higher

Montreal.

CANNED GOODS.—Further advances have been made this week in the prices quoted in Montreal on corn and peas by the local wholesalers. There has been a big run lately on both these lines, which has forced prices upward. The canned goods market in general is very firm at this time. Corn, early June and standard peas are up five cents a dozen.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s) ..	....	6 65
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50

ach, 3s	2 85	2 90
sh, 2½-lb. doz.	....	1 50
otash, 2 lb., doz.	....	1 80
o, Can. (2s)	....	1 80
o., California, 2s	3 15	3 50
o., (wine gals.)	8 00	10 00
erkraut, 2½-lb. tins	....	1 60
atoes, 1s	1 45	1 50
o., 2s	....	1 40
o., 2½s	1 60	1 65
o., gallons	5 70	5 75
pkins, 2½s (doz.)	1 50	2 55
o., gallons (doz.)	....	4 00
s, standard	1 75	1 80
o., Early June	1 85	1 90
o., extra fine, 2s	....	3 00
o., Sweet Wrinkle	....	1 57½
o., 2-lb. tins	....	2 75
, New Pack—		
tandard, 2-lb.	....	1 82½
hoice, 2-lb.	....	1 87½
arly June, choice	....	2 05
Do., standard	....	2 00
ine French, 2-lb.	....	2 80
CANNED FRUITS		
icots, 2½-lb. tins	....	6 10
les, 2-½s, doz.	1 40	1 65
o., 3s, doz.	1 60	1 70
o., gallons, doz.	4 75	5 00
rants, black, 2s., doz.	4 00	4 05
o., gals., doz.	....	16 00
rries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
o., 2½-lb.	....	7 00
o., 2-lb.	....	5 25
o., white, pitted	4 50	4 75
seberries, 2s, heavy syrup, doz.	....	2 75
ches, heavy syrup—		
-lb.	2 75	2 85
½-lb.	4 25	4 35
-lb.	....	....
rs, 1s	....	....
o., 2½s	4 65	4 75
o., 2-lb.	3 50	3 60
engage Plums, heavy syrup	2 65	2 75
bard Plums, heavy syrup, 2-lb	....	2 25
o., light syrup	....	2 00
eapples (grated and sliced), ½-lb.	5 40	5 80
-lb.	4 60	4 80
-lb.	....	2 50
w Pack Strawberries—		
Raspberries	4 25	4 35
awberries	4 00	4 10
tandard No. 2, per doz.	....	4 60
hoice grade	....	4 70
ancy Preserved	....	5 50
w Pack Cherries, choice	....	4 00
barb, preserved	....	2 80
adian Pineapple (sliced)	....	4 80
w Blueberries, 2 lbs.	....	2 25
o., 1 gal.	....	12 00

Dried Fruits Firm

treal.

RIED FRUITS.—There is nothing rticularly new in the dried fruit mar- this week. The demand continues y good, with a shortage of spot stocks raisins. The market is quite firm roughout, with a good movement. Cur- nts having steadily gained in demand th a firm price. Dried apples and aches are much firmer and supplies of e cheaper grades did not last long ough to disturb the market. New tes, loose, are being offered on the rket at 11 cents per pound.

icots, fancy	....	0 38
o., choice	....	0 34
o., slabs	....	0 29
ples (evaporated)	0 12½	0 14
aches (fancy)	....	0 28
o., choice, lb.	....	0 25
rs (choice)	....	0 22
o., fancy	0 27	0 28
els—		
Choice	....	0 26
Ex. fancy	....	0 30
mon, new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
els (cut mixed), doz.	....	3 25
sins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 ozs.	0 21	0 23
Do., 16 ounces	....	0 27¼
California Seedless in bulk	....	0 28
Cluster 20 1-lb. pack	....	6 75
Currants, loose	....	0 30
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.	....	0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do, mats	....	3 00
Do., 22-lb. box	....	1 90
Do., (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 27
30-40s	....	0 22
40-50s	....	0 19
50-60s	....	0 18
60-70s	....	0 15
70-80s	....	0 13
80-90s	....	0 11
90-100s	....	0 09

Grapefruit Lower

Montreal.

FRUIT.—The only change in the fruit market this week is a decline of 25 cents per case on Porto Rico grapefruit, making the price $4.75 per case. There is a good demand for oranges and grapefruit, but there has not been a big call for strawberries and such fruit, which, though out of season, have been imported for the city trade. Strawberries are selling retail at $1 and $1.25 for a small box.

APPLES—		
Do., Alexander, per bbl.	7 50	8 00
Do., Greening	....	8 50
Do., Baldwin	8 00	8 50
Do., Ben Davis	6 50	7 00
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Porto Rico	....	4 75
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	7 00
Lemons, Cal., 300-360s	....	5 00
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	5 25	6 25
Do., Florida, 150-216s	4 75	5 00
Tangerines	....	4 25
Pears, Keiffers, per box	....	4 50
Tokay Grapes, per box	....	5 00
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	16 00
Cranberries, per bbl.	....	16 00
Malaga Grapes, per keg	....	10 00

Brazil Nuts are Lower

Montreal.

WALNUTS.—The nut market is quite steady and firm in price, with a good demand for supplies. Walnuts in particular are very firm, but new Brazil nuts are quoted lower at 30 cents per pound. This is the only change of the week in the nut market.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	....	0 48
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 30
Chestnuts (Italian)	....	0 18
Cocoanut (shredded, bulk)	0 33	0 35
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 12	0 15
Peanuts, Jumbo	0 16	0 18
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 30
Fancy splits, per lb.	....	0 25
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	0 26	0 28
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 56
Do., Bordeaux	....	0 53
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Wooden Dishes Cheaper

Montreal.

WOODEN DISHES.—Lower prices are quoted this week on wooden dishes. The new prices quoted below are on crates of five hundred: ½ lb., $2.48 per crate; 1 lb., $2.70 per crate; 2 lb., $3.13 per crate; 3 lb., $3.90 per crate.

Wrapping Paper Reduced

Montreal.

WRAPPING PAPER.—Further reductions are made on Kraft wrapping paper this week. The prices quoted locally are reduced 1¼ cents per pound to 13¼ cents. This is on account of the lower prices on paper generally.

Lower Prices on Tapioca

Montreal.

RICE—The rice market is in the same unsettled condition, and it is impossible to quote any standard price. American dealers are endeavoring to unload stocks and prices are being cut further. The tapioca market is in about the same condition and New York is selling pearl and seed at as low as 2½ cents per pound in larger shipments. This gives dealers throughout the country the chance to sell well under the quotations here given which are about the average market prices here.

RICE—		
Carolina, extra fancy	....	....
Do., (fancy)	....	0 08
Honduras, fancy	....	0 06
Rangoon "B"	....	0 08
Rangoon "CC"	....	0 05
Broken rice, fine	....	0 05
Texas rice	....	0 05½
Siam	....	0 06
Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras	....	0 07
Siam	....	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Sugar Likely to be Higher

Montreal.

SUGAR.—More strength is added to the sugar market this week in view of the fact that during the last ten days the Cuban Commission, which has a controlling hand in the sugar market, has seen fit to advance the price of raws twice, and quotations now stand at 6 cents duty paid New York. From this it seems quite evident that there will be a break in the sugar prices in Canada. American refineries have already withdrawn their quotations.

Granulated Sugar, per cwt.	....	10 50
Do., barrels	....	10 50
Granulated, gunnies, 20/5	....	10 90
Do., gunnies, 10/10	....	11 00
Do., cases, 20/5-lb. cartons	....	11 10
Do., cases 50/2-lb. cartons	....	11 25
Yellow, light, per cwt.	....	10 10
Do., medium, per cwt.	....	10 10
Do., dark, per cwt.	....	9 90

Maple Syrup Prices Uncertain

Montreal.

MAPLE SYRUP.—The maple syrup and maple sugar market is yet in a very

uncertain state. The weather has not been conducive to a good flow of sap, but a cold wave has struck the Province of Quebec with a snowfall. It remains to be seen whether or not this is too late to revive possibilities of a production this year. The season is particularly early this year. If there is a flow there are reasons to believe that prices will be very low this year on account of certain market conditions, which are explained at length elsewhere in this issue. The initial price on some syrup that has been produced in some parts of this province has been set at $1.25 per gallon. Other prices, as quoted in the city, are much higher. No definite statement can yet be made in regard to this market.

Changes in Spice Prices

Montreal.

SPICES.—Dealers in spices report a much better trade in spices this month, which has resulted in some adjustments in prices. In some cases it means lower prices, while in others it means higher prices. The prices of cloves on the primary markets have dropped considerably and local prices are down a little as a result. Spot stocks, however, have been purchased at a higher price than present quotations and dealers are losing money at present prices, which are not yet as low as the quotations on primary markets would warrant. It is then to be expected that still lower prices will be quoted on cloves as soon as the importers are in the market to buy again. Mace and allspice are cheaper, but the demand for mixed spices has caused some advance on the price, which is now quoted at 30 to 32 cents a pound.

Allspice	....	0 20
Cassia (pure)	0 32	0 35
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 23
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	0 50	0 55
Cream of Tartar (French, pure).	0 55	0 60
Do., American high test	0 65	0 70
Ginger (Jamaica)	....	0 35
Ginger (Cochin)	....	30
Mace, pure, 1-lb. tins	0 60	0 70
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 35
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 30
Do., white	....	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Syrups are Reduced

Montreal.

MOLASSES AND CORN SYRUPS.—There is no change in the molasses market this week, which is standing fairly firm. Lower prices are given on Lyle's Golden syrup, which is an English product. There is a decline of $1 per case (112 one-pound tins), which makes the price $18 per case, and a decline of $1.25 per case (56 two-pound tins), which is quoted at $16.75. Corn syrups are reduced 35 to 50 cents per case.

Corn Syrup—		
Barrels, about 700 lbs.	....	06½
Half barrels, about 350 lbs.	....	0 06¾
Quarter barrels, about 175 lbs.	....	0 07¼
2 gal., 25-lb. pails, each	....	2 25
3 gal., 38½-lb. pails, each	....	3 25
5 gal., 65-lb. pails, each	....	5 20
2-lb. tins, per case	....	4 50
5-lb. tins, per case	....	5 30
10-lb. tins, per case	....	5 00
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	5 10
5-lb. tins, 1 doz. in case, case	....	5 90
10-lb. tins, ½ doz. in case, case	....	5 60
	Price for Island	Price for Montreal
Barbadoes Molasses—		
Puncheons	....	0 85
Barrels	....	0 88
Half barrels	....	0 85
Puncheons, outside city	....	0 80
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	7 75
3-lb. tins, 2 doz. in case, case	....	10 75
5-lb. tins, 1 doz. in case, case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

Starches are Lower

Montreal.

PACKAGE GOODS.—There are few changes in the quotations on package goods this week. Sisters' starch is reduced 25 cents per case (48 packages), now quoted $6.25 per case. Other laundry and culinary starches are reduced one-half cent per pound. Lowney's Breakfast Cocoa is reduced 3 cents per pound and half-pound packages are quoted at 44 cents per pound.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2-oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50	....	4 20
Corn Flakes, 36s	....	4 16
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 60
Do., 18s	....	2 00
Oatmeal, fine cut, pkgs., case	....	5 75
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	3 25
Hominy, pearl or granu., 2 doz.	....	3 00
Health bran (20 pkgs.), case	....	2 85
Pancake Flour, case	....	3 60
Do., self-rising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat Flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs	....	6 75
Porridge Wheat, 36s, case	....	6 40
Do., 20s, case	....	6 50
Self-raising Flour (3-lb. pack.) doz.	....	2 90
Do. (6-lb. pack.), doz.	....	5 70
Do., Buckwheat flour, per doz.	....	1 50
Corn Starch (prepared)	....	0 10
Potato Flour	....	0 12½
Starch (laundry)	....	0 08
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Shredded Wheat	....	4 95
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	....
Celluloid Starch, 45 pkgs., case	....	4 15
Package Cornmeal	....	3 00
Malt Breakfast Food (36 pkgs.)	....	9 50
Quaker Two-Minute Oat Food	....	1 80
Puffed Rice Pancake Flour	....	2 90
Egg Noodles, case 24	....	2 65
Macaroni	....	2 65

Lower Prices on Soaps

Montreal.

SOAPS.—The soap market has fluctuated considerably in the last few weeks. This week the price is reduced twenty-five cents per case on all laundry soaps of standard brands and Fairy and Comco soap is reduced $1.15 per case to $7.

Firmer Trend to Tea Market

Montreal.

TEAS.—There is very little change in the tea market this week except that quotations coming from the primary markets are a little firmer than they have been and a little stronger tendency to the market is evident. Buying is reported to be a little better, but still only in quantities sufficient to carry the dealers from month to month. There is no speculation in this market, but the trade is fairly steady.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 40
Pekoes	0 39	0 45
Broken Pekoes	0 44	0 50
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 53	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 53	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 43
Broken Orange Pekoes	0 45	0 43

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

California Celery Cheaper

Montreal.

VEGETABLES. — There are three changes in the quotations given on vegetables this week and two of the three are advances in price. New cabbages are fifty cents per hamper dearer, red onions are advanced fifty cents per cwt., and California celery is quoted one dollar per crate lower. There is an excellent demand for the fresh imported vegetables and in the case of cabbages this is mainly responsible for the advance in price.

Beets, per bag	0 75	0 90
Cabbage, Montreal, bbl.	....	1 50
New Cabbage, per hamper	....	3 50
Chicory, doz.	....	0 50
Celery, Florida, per crate	4 00	5 00
Do., California	....	9 50
Carrots, per bag	0 75	1 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 10	1 25
Do., sweet, hamper	4 00	5 00
Pumpkins, per doz.	....	2 00
Spinach, box	....	....
Turnips, per bag	0 75	1 00
Spanish Onions, per case	5 00	5 50
Yellow Onions, per case	....	1 50
Red Onions, per cwt.	....	2 00
New Tomatoes, per crate	8 00	8 50

ONTARIO MARKETS

TORONTO, March 16.—The most notable feature in general groceries is the reduction in the price of corn syrups and starches. These reductions bring these commodities down considerably less than a year ago, further details of which are contained in an article elsewhere in this issue. The sugar market is strong with indications for an advance. Dried apricots are lower. Tea and coffees are holding firm. Shelled walnuts on spot continue scarce with quotations firm and unchanged. Canned vegetables are active and quotations firm. Canned fruits are dull and some irregularity is noted in quotations. Sago is lower. One brand of marmalade is quoted easier for this season's pack. Reductions are noted on one brand of peanut butter, salted peanuts, baked beans, toilet soap, and washing powder.

Coffee Holding Firm

Toronto.

COFFEES — Fine grade coffees continue in a strong position but the lower grades appear to be easier. This last condition, however, does not materially affect the situation in Canada as Canadians generally show a preference for the better grades.

Java, Private Estate	$ 51	0 53
Rogotas, lb.	....	0 43
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Mocha, lb.	0 52	0 55
Rio, lb.	....	0 24
Santo	....	0 35

Cereals Rule Steady

Toronto.

CEREALS—Rolled oats are fairly firm at $3.50 to $3.60 per bag. Other cereals are ruling steady at unchanged quotations.

Canned Vegetables Firm

Toronto.

CANNED GOODS—Canned tomatoes generally are holding firm at $1.80 per dozen, although some wholesalers are offering independent packs at $1.60 per dozen. Standard peas are quoted at 1.65 to $1.70 per dozen and corn at 1.50 to $1.60 per dozen. The tone of canned vegetables has been more or less firm one for several weeks and indications point to a tendency to continue so for the balance of the season. Canned fruits are practically at a standstill and there appears to be a great deal of irregularity in prices. One wholesale is offering Hawaiian pineapple 2s this week at $3.60 per dozen. Quotations on jams are purely nominal as there is much price cutting and jams are now offered at lower prices than they have been for the past two or three years. Four pound jams strawberry or raspberry are offered as low as 75 cents and 16 ounce glass at 3.50 per dozen. Brunswick sardines are reduced to $6 per case.

Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	....	3 50
Do., ¼-lb. tins	2 25	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 60	1 85
Peas, Standard, doz.	1 65	1 70
Beets, 2s, doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	1 20	1 25
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each	....	....
Black Currants, 16 oz., doz.	....	....
Do., 4s, each	....	....
Gooseberry, 4s, each	....	....
Do., 16 oz., doz.	....	....
Peach, 4s, each	....	....
Do., 16 oz., doz.	....	....
Red Currants, 16 oz., doz.	....	....
Do., 4s, each	....	....
Raspberries, 16 oz., doz.	....	....
Do., 4s, each	....	....
Strawberries, 16 oz., doz.	....	....

Baked Beans Easier

Toronto.

BAKED BEANS—Van Camp's pork and beans are reduced to the following prices: Individual 85 cents per dozen, small $1.30 per dozen, medium $1.85 per dozen; spaghetti small $1.48 per dozen, spaghetti medium $2.20 per dozen, in five case lots 5 per cent. less.

Apricots Quoted Lower

Toronto.

DRIED FRUITS — Evaporated apples are showing an improvement in the demand and the market is on a steadier basis. Prunes are showing more activity and prices are now generally holding fairly steady. Apricots are easier, one house is offering extra fancy in 25 pound boxes at 23 cents per pound. Peels are easier and the general price for lemon and orange is 45 cents per pound and for citron 75 cents per pound. Currants in primary markets are firmer but in some quarters wholesales state they have supplies in transit that they will be able to sell at less than the present prices. The supply of raisins at the coast is practically cleaned up and it is reported that some 15,000 cases have been sold from Toronto stocks and shipped to the United States.

Candied Peels—		
Lemon	....	0 45
Orange	....	0 45
Citron	....	0 75
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 18
Do., Vostizza	....	0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 25
Dromedary, 9 doz. to case	....	7 25
Fard, per lb.	....	0 30
Halowee dates, per lb.	0 12	0 13
Figs—		
Smyrna layers, 4 Crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 10½
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 19
50-60s, 25s	....	0 16
60-70s, 25s	....	0 15½
70-80s, 25s	....	0 11
80-90s, 25s	....	0 10½
90-100s, 25s	....	0 09½
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	....
Choice	....	....
Standard	....	....
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 28½
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 29
Valencia	....	0 23
Evaporated apples	0 12	0 13½

Apples Show Firmness

Toronto.

FRUIT—Barrel apples are somewhat firmer and quotations on Spies are up 50 cents per barrel. Cranberries are down $1 per half barrel box. The smaller sizes of grapefruit are quoted 25 to 50 cents per case lower. Other quotations are unchanged.

Oranges, California Navels—		
126s	....	6 25
150s	....	5 75
176s	....	5 00
200s, 216s, 250s	4 50	5 00
288s	....	4 50
Grapefruit—		
36s, 46s	4 75	5 00
54s	....	5 50
64s	....	5 75
70s, 80s, 96s	6 00	6 25
Bananas, Port Limons	....	0 09
Lemons, Cal., 240s, 270s, 300s	....	4 75
Do., 360s	....	4 25
Do., Messinas	....	4 75
Apples, Ontario—		
Spies, No. 1s	....	8 00
Do., No. 2s	....	7 00
Other varieties	6 00	7 00
Box apples, B.C.	....	3 85
Do., Washington	....	4 00
Cranberies, half barrels	....	11 00
Tangerines, Florida	4 50	5 00
Hot House Rhubarb, doz.	....	1 25

Shelled Nuts Hold Firm

Toronto.

NUTS—Nuts in the shell are quiet and unchanged with the exception of Sicily filberts. These are considered firm and prices are slightly higher. Shelled walnuts remain scarce on spot and no improvement is expected for at least a month or two. Quotations are firm at 55 cents on Bordeaux halves and five cents higher for broken lots. Shelled almonds are also firm at 42 to 47 cents per pound. Shelled pecans are scarce and strong at $1.30 per pound.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	8 50
Cocoanut, unsweetened, lb.	....	0 32
Do., sweetened, lb.	....	0 35
Do., shred	....	0 25

Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 18	0 20
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 55	0 60
Do., Manchurian	....	0 50
Peanuts, Spanish, lb.	....	0 12
Brazil nuts, lb.	....	1 10
Pecans, lb.	....	1 30

Starches Down Half Cent

Toronto.

PACKAGE GOODS — Quotations on both laundry and culinary starches are reduced ½ cent per pound. Celluloid starch is reduced 15 cents per case, now quoted at $4.15. Package cereals are generally ruling steady at unchanged quotations.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	5 60
Do., 20s, square, case	....	5 60
Do., 18s, case	....	2 00
Do., Aluminum Prem., 20s	....	6 40
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas., 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 10½
Do., No. 2, lb. cartons	....	0 09
Laundry Starch	....	0 08
Do., in 1-lb. cartons	....	0 08¾
Do., in 6-lb. wood boxes	....	0 11¾
Do., in 6-lb. tin canisters	....	0 12½
Celluloid Starch, case	....	4 15
Potato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	5 75
Cornmeal, 24s	3 00	3 20
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	3 50
Buckwheat flour, 24s	....	4 00
Two-minute Oat Food, 24s	....	1 80
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 00
Do., pearl, case	....	3 00
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65
Puffed Rice Pancake Flour, 24s	....	2 90

Sago Quoted Lower

Toronto.

RICE—Local quotations on rice are unchanged and are holding fairly steady. Primary markets, however, are showing a firmer tone, particularly the Southern varieties. Sago is reduced in price, now quoted at 7 cents in bag lots and 7½ cents in broken lots.

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.	0 07	0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08½

Corn Syrups are Lower

Toronto.

SYRUPS—A reduction of 50 cents per case is announced on two-pound tins of corn syrup and 35 cents per case on 5, 10 and 20 pound tins. Bulk corn syrup is also reduced ½ cent per pound. There are no changes on molasses.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case	....	5 10
Cases, 5-lb. tins, white, 1 doz. in case	....	5 90
Cases, 10-lb. tins, white, ½ doz. in case	....	5 60
Cases 2-lb. tins, yellow, 2 doz. in case	....	4 50
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 30
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 00

Salt Holding Firm

Toronto.

SALT—Quotations on salt are holding firm and unchanged.

Fine, 3½s, per bbl.	7 35	7 10
Fine, 7s, per bbl.	7 00	6 75
Fine, bbl. 280 lbs., bulk	4 30	4 05
Fine, bags, 50 lbs.	0 93	0 88
Dairy, bags, 50 lbs.	1 13	1 08
Coarse, bags, 50 lbs.	0 93	0 88
Ice Cream, bags, 200 lbs.	2 55	2 90
Cases, 24 pkgs.	2 90	2 90

Sugar Market Firm

Toronto.

SUGAR—With raw sugars steadily advancing there are indications for an advance in refined. Heavy transactions have transpired in raws for Europe, Canada and United States at prices around five cents per pound c. and f. This price is around two cents per pound higher than at the beginning of the year. The situation is such that with some of the refiners still working on raws that cost even higher prices than at the present, and with the raw market now practically under the control of the Sugar Finance Committee, there is every possibility of higher prices on Canadian refined. American refined also advanced to 8 cents per pound during the week.

St. Lawrence, extra granulated, cwt.	10 84
Atlantic, extra granulated	10 84
Acadia Sugar Refinery, extra granulated	10 84
Dom. Sugar, Refinery, extra granulated	10 62
Canada Sugar Refinery, granulated	10 84

Differentials: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c.

Ceylon Teas Up Two Cents

Toronto.

TEAS—According to cable advices from primary markets Ceylon tea has advanced two cents per pound during the week. The market is quite firm on this line. On the other hand Indias are more or less in a weak position and prices are somewhat lower. The situation locally is considered a firm one but buyers generally are confining their purchases to immediate requirements.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 5
Pekoes	32	0 6
Broken Pekoes	0 50	0 6
Broken Orange Pekoes	0 58	0 6
Javas—		
Broken Orange Pekoes	0 45	0 6
Broken Pekoes	0 45	0 5
Japans and Chinas—		
Early pickings, Japans	0 90	1 0
Do., seconds	0 55	0 5
Hyson thirds	0 45	0 5
Do., pts.	0 58	0 6
Do., sifted	0 67	0 7

Above prices give range of quotations to th retail trade.

New Marmalade Prices

Toronto.

MARMALADE — Quotations on t season's pack of marmalade are as f lows: 7½ ounce tumblers $2.10 p dozen, 10 ounce tumblers $2.70 per doz 12 ounce tumblers $3.10 per dozen, o pound jars $3.75 per dozen, 22 ounce j $5 per dozen, 2 pound jars $6.75 p dozen, tins 4s $10.80 per dozen, tins $18.60 per dozen.

Peanut Butter Lower

Toronto.

MISCELLANEOUS — Squirrel bra peanut butter is reduced to 24 cents p pound in 15 pound pails and 23 ce in 55 pound pails. Blanched peanuts 1 10 pound tins are quoted at $3.50 ea Whole blanched peanuts salted 10 pou tins $3.90. Fairy soap is reduced $7.85 per box. Gold Dust small size is r duced to $6 per case. One wholesale offering as a special price N.P. soap $5.40 per dozen.

Vegetables Unchanged

Toronto.

VEGETABLES—The bad condition the country roads has had the effect firming the potato market. This con tion is temporary and when the roa again become passable an easy conditi is expected. Southern vegetables are good demand at unchanged quotations.

Cabbage, Can., per bbl.	....	1 2
Do., Flroida, hamper	....	3 0
Carrots, per 75-lb. bag	0 65	0 7
Turnips, per 75-lb. bag	0 50	0 7
Parsnips, bag	0 85	0 9
Onions, 100-lb. sack	1 50	1 7
Do., Spanish, large crate	....	5 7
Potatoes, per bag	....	1 1
Sweet Potatoes, hampers	....	2 7
Mushrooms, 3-lb. basket	....	3 2
Cal. Head Lettuce, 4 doz. crate	....	5 0
Cauliflower, flate crate	....	3 2
Celery, Cal., crate	....	7
Do., Florida	....	4 0
Tomatoes, Florida, 6-bkt. crates.	7 75	8 5
Peppers, per doz.	....	1 0
Parsley, per doz.	....	1 0

WINNIPEG MARKETS

WINNIPEG, March 16.—There are few price changes recorde during the week. The markets generally are steady an some lines continue to show firmness. Shelled walnuts r main very firm. Cereals are ruling fairly steady. Canned goo remain very firm especially vegetables. Rice quotations are lowe Sugar holds steady to firm. Fresh pineapples are arriving on th market, also new Texas cabbage.

Bean Market Firmer

Winnipeg.

CEREALS. — Beans have shown a firmer tone during the week and are now quoted from $3.45 to $3.85 p bushel according to quality. Barley r mains unchanged, and is considered bottom price. Cereals have also show

slightly firmer undertone and it is nerally felt that the market has ached the lowest point.

PACKAGE CEREALS		
lled oats, 20s, round cartons..	4 75	6 00
Do., 36s, case, square pkts.....	....	4 85
Do., 18s, case	....	2 40
rn Flakes, 36s, case	3 65	4 15
rnmeal, 2 doz. case, per case...	....	3 80
ffed Wheat, 3 doz. case, case..	....	4 40
ffed Rice, 3 doz. case, case	....	5 70
ape Nuts, 2 doz. case, per case	....	3 83
ckage Peas, 3 doz. case, case..	....	3 75
am of Wheat, 3 doz. case. case.	....	9 00
BULK CEREALS		
led Oats, 80s, per bag.....	....	2 60
Do., 40s, per bag	....	1 33
Do., 20s, per bag	....	0 70
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
tmeal, 98s, gran., or stand., bag	....	3 50
eat Granules, 98s, per bag.	....	6 00
Do., 16-6s, per bale	....	6 75
as, whole, green, 100-lb. bag, per bush.	....	4 25
Do., split, yellow, 98s, per bag	....	7 90
Do., split, yellow, 49s, per bag	....	4 00
ans, bag, bushel	3 45	3 85
Do., Lima, 100-lb. bag, per lb...	....	0 14
rley, Pot, 98s, per bag	....	4 20
Do., pearl, 98s, per bag	....	5 50
rnmeal, 98s, per bag	....	3 00
Do., 24s, per bag	....	0 76
., 10-10s, per bale	....	3 65
ckwheat grits, whole, 98-lb. bags, pe rbag	8 25	8 75

Coffee Market Quiet

nnipeg.

COFFEE.—The primary coffee market reported weaker, especially on Santos d Rios, which have declined one cent r pound during the week. The mar-t is quiet with little activity shown buyers.

FFEE—		
io, lb.	0 19	0 20
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 30	0 33
Santos, lb.	0 27	0 31

Canned Goods Firm

nnipeg.

CANNED GOODS.—The situation in nned fruits shows very little change ce our last report. The demand for nned pineapple has shown an improve-nt. Canned vegetables are in good mand and everything points to open-prices being again reached before w pack is ready for market and it is nsidered a good time to buy freely of ese lines. Canned sockeye salmon re-ins very firm and while cheaper ades are offered at buyer's option ere is a lack of interest being shown these cheaper grades.

CANNED FISH		
imps, 1s, 4 doz. case, doz.....	2 70	2 75
nan Haddie, 1s, 4 doz. case..	9 35	12 00
o., ½s, 8 doz. case, case	10 50	13 00
ring (Can.), 1s, 4 doz. case, cs	7 25	9 00
o., imported, ½s, 100 doz. case	30 00	32 50
sters, ¼s, 8 doz. case, doz..	....	3 35
o., ½s, 4 doz. case, doz.....	....	6 00
o., 2s, 8 oz., 2 doz. case, case	....	7 60
ters, 1s, 4 oz., 4 doz. case, cs.	....	8 60
chards, 1s, tall, 4 doz. case, case	....	7 35
o., ½s, flat, 8 doz. case, case	....	10 00
mon—	per case	
ockeye, 1s, tall, 4 doz. case..	....	22 00
Do., ½s flat, 8 doz. in case..	....	23 75
ed Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case ...	....	16 25
ohoe, 1s, tall, 4 doz. case....	....	18 00
Do., ½s, flat, 8 doz. case....	....	16 00
ink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case...	....	11 00
umpback, 1s, tall, 4 doz. case	....	8 60
CANNED FRUIT (Canadian)		
les, 6 tins in case, per case.	2 90	3 35
eberries, 2s, 2 doz. case.....	....	7 15
Cherries, 1s, 4 doz. case.....	8 25	9 00
Peaches, 2s, 2 doz. case.....	6 75	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	....	5 00
Do., Lombard, light syrup, 2s, 2 doz. case	....	4 65
Do., heavy syrup, 2s, 2 doz. case	....	5 95
Raspberries, 2s, 2 doz. case.....	10 25	10 75
Strawberries, 2s, 2 doz. case ...	9 00	9 75
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 65
Peaches, 2½s, 2 doz. case	....	12 60
Do., sliced, 1s, 4 doz. case ...	....	14 50
Do., halved, 1s, 4 doz. case ...	....	14 50
Do., 2s, 2 doz. case	....	9 75
Pears, 1s, 4 doz. case	....	16 25
Pineapples, sliced, 2s, 2 doz. case	....	8 00
CANNED VEGETABLES		
Asparagus, Tips, 1s, tins, 4 doz. case, per doz.	....	4 75
Beans, Golden Wax, 1s, doz. cs.	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corn, 2s, 2 doz. case	3 50	4 00
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2-½s, 2 doz. case	....	7 00
Pumpkins, 2-½s, 2 doz. case ...	....	3 00
Sauer Kraut, 2-½s, 2 doz. case .	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2-½s, 2 doz. case .	4 00	4 60
Spinach, 2-½s, 2 doz. case ...	6 75	7 25

Prune Prices Lower

Winnipeg.

DRIED FRUITS.—There has been an active demand for prunes since lower prices were named. Peaches, pears and apricots are easier with indications for lower prices. The Grecian crop of currants is not up to expectations and prices quoted are considered very reasonable. The demand for currants has increased owing to the higher prices demanded for raisins. Raisins remain very firm.

DRIED FRUIT		
Evaporated Apples, per lb.	....	0 18
Currants, 90-lb., per lb.	....	0 22
Do., 8 oz., pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb..	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt. ...	....	0 35
Peaches, standard, per lb.	0 28	0 30
Do., choice, per lb.	0 27½	0 28½
Do., fancy, per lb.	0 32	0 33
Do., Cal., in cartons, per carton	1 56	1 62
Do., unpitted, per lb.	0 24	0 25
Pears, extra choice, per lb.....	....	0 30
Do., Cal., cartons, per carton	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 19
40-50s, 25s, per lb.	....	0 17¼
50-60s, 25s, per lb.	....	0 14½
60-70s, 25s, per lb.	....	0 13
70-80s, 25s, per lb.	....	0 10¾
80-90s, 25s, per lb.	....	0 10
90-100s, 25s, per lb.	....	0 08¾
In 5-lb. cartons, per carton ..	....	0 80
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 ozs., 3 doz. to case, per lb.	....	0 23½
Do., bulk, seedless, 25-lb. boxes, per lb.	....	0 27½
Apricots, choice, 25s, lb.	....	0 45
Do., 10s, lb.	....	0 47
Do., Standard, 45s, lb.	....	0 40
Do., choice, 10s, lb.	....	0 42
Do., fancy, 45s, lb.	....	0 50
Do., fancy, 10s, lb.	....	0 52

Pineapples Arriving

Winnipeg.

FRUIT.—The first shipment of pineapples has arrived on the market and are quoted at $15 per case. Louisiana strawberries are expected on this market in time for the Easter trade. Bananas advanced one cent and are now quoted at 14 cents per pound. The demand for oranges and grapefruit continues steady and shows no change in price. Oranges are quoted at $4.50 to $7.50 per case and grapefruit at $6.50 to $7.50. California lemons are quoted at $6 to $6.50 per case.

Flour Unchanged

Winnipeg.

FLOUR.—There are no new developments in the flour market. The demand is mostly for domestic consumption. No. 1 Manitoba flour in cotton bags is quoted at $10.85 per barrel; jute bags, $10.65.

Jams Unchanged

Winnipeg.

JAMS.—There has been no material change on jams since our last report and quotations remain unchanged.

Eastern		
Strawberry, 4s, per tin	....	0 90
Black Currant, 4s, per tin	....	0 90
Raspberry, 4s, per tin	....	0 90
Apricots, 4s, per tin	....	0 85
Cherry, 4s, per tin	....	0 85
Peach, 4s, per tin	....	0 85
Compound (all flavors), 4s, tin	....	0 55
Western.		
Strawberry, 4s, per tin	....	0 95
Black Currant, 4s, per tin	....	0 95
Raspberry, 4s, per tin	....	0 95
Apricot, 4s, per tin	....	0 90
Cherry, 4s, per tin	....	0 90
Peach, 4s, per tin	....	0 90

Shelled Walnuts Firm

Winnipeg.

NUTS.—Shelled Bordeaux walnuts remain very firm and indications are that prices may even go higher. Supplies which are arriving are going immediately into consumption. Shelled almonds are slightly easier in Europe but with the recovery of exchange prices locally are somewhat increased. No. 1 Spanish shelled peanuts are slightly easier and are quoted f.o.b. Virginia at practically pre-war prices. The present time is considered a timely one to buy this line at prices quoted. Brazils for future have shown a decided drop and it is expected that this popular nut will be back to a normal price and the consumption largely increased. Shelled pecans are practically unobtainable and the few that are offered are quoted at $1.30 per pound.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, per lb.	....	0 12½
Pecans, per lb.	....	1 30
Walnuts, per lb.	....	0 45
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 25

Pickles Firm

Winnipeg.

PICKLES.—Cheaper prices on pickles are not expected with perhaps the exception of sweet pickles. Pickle manufacturers state that it would, however, be necessary for sugar to drop about $2 per bag before the decline would be effected. The Empress Manufacturing Company, of Vancouver, B.C., have decided to pack a pickle in a number 10 tin, the prices of which are as follows:

Sweet pickle, No. 10 tin, $1.30; sweet chow, No. 10 tin, $1.30; sour pickles, No. 10 tin, $1.15; chow pickles, No. 10 tin, $1.25.

Rice Market Easy .... ..

Winnipeg.

RICE.—The primary rice market is reported very weak and Siam rice is being quoted in 100-pound bags at 5½ to 5¾ cents per pound. Japan rice is practically out of stock here in Western Canada.

RICE—

No. 1 Japan, 100-lb. sacks, lb..	....	0 07¾
Do., 50-lb. sacks, lb.....	....	0 08
Siam, 100 lb. bags	0 05½	0 05¾
Do., 50-lb. bags	....	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 08¾
Do., in less quantities, lb.	....	0 09
Taploca, pearl, per lb.	....	0 08¾

Sugar Market Firm

Winnipeg.

SUGAR.—The sugar market is very firm with an indication of an advance in price.

Extra granulated, bags, 100 lbs..	....	12 00
Do., gunnies, 5/20 lbs.	....	12 40
Do., gunnies, 10/10 lbs.	....	12 50
Do., cartons, 20/5 lbs.	....	12 60
Do., cartons, 50/2 lbs.	....	12 75
Yellow, No. 1 light, bags 100 lbs. ..		11 60
Do., golden, bags, 100 lbs..	....	11 50
Powdered Sugar, bbls.	....	12 35
Do., boxes, 50 lbs.	....	12 55
Do., boxes, 25 lbs.	....	12 75
Icing, barrels	....	12 45
Do., boxes, 50 lbs.	....	12 65
Do., boxes, 25 lbs.	....	12 85
LUMP SUGAR—		
Soft Lumps, boxes 100 lbs. ..	....	12 75
Do., boxes, 50 lbs.	....	12 85
Do., 25 lbs.	....	13 05
Do., cases, 20 cartons	....	13 80
Do., cases, 40 half cartons..	....	14 55
Small Lumps, boxes 100 lbs. ..	....	12 65
Do., boxes, 50 lbs.	....	12 75
Do., boxes, 25 lbs.	....	12 95
Do., cartons, 50/2 lbs.	....	14 05
Hard Lump Sugar, barrels	....	12 95
Do., boxes, 100 lbs.	....	12 95
Do., boxes, 50 lbs.	....	13 05
Do., boxes, 25 lbs.	....	13 20

Spice Market Steady

Winnipeg.

SPICES.—The spice market is very uninteresting and shows little of interest. Prices are low but no activity is being shown.

Allspice, Jamaica, best quality, lb.	....	0 25
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	0 75
Ginger, washed, Jamaica, No. 1.		0 65
Do., Jamaica, No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb...	....	0 80
Nutmegs, extra large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb	....	0 65
Do., med. brown, 110 to lb., lb.	....	0 55
Do., carton of six, per doz. ...	....	0 80
Pepper, black, Singapore ex., lb.	....	0 36
Do., white, per lb.	....	0 50
Pickling, ¼-lb. pkg., per doz...	....	1 00
Do., bulk, No. 1, per lb.	....	0 23

GROUND SPICE

Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb. ...	....	0 30
Do., No. 2, bulk, per lb. ...	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 80
Do., 2 oz. cartons	....	1 70
Do., 4 oz. cartons	....	2 75

Syrups Lower

Winnipeg.

SYRUPS.—The demand for corn syrup has shown an improvement and quotations are down 35 to 50 cents per case.

CANE SYRUP—		
No. 2s	....	7 30
No. 5s	....	8 40
No. 10s	....	7 85
No. 20s	....	7 65
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 90
Cases, 5-lb. tins, white, 1 doz. in case	....	6 60
Cases, 10-lb. tins, white, ½ doz. in case	....	6 35
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 35
Cases, 2-lb. tins, yellow, 2 doz. in case	....	5 30
Cases, 5-lb. tins, yellow, 1 doz. in case	....	6 00
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 75
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	5 75
MAPLE SYRUP—		
Pure, 2½s, tins, case of 2 doz.	....	24 85
Pure, 5s, per case of 1 doz.....	....	22 65
Pure, 10s, per case of ½ doz...	....	21 05
TABLE SYRUP—		
Maple flavor, 2½s, tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case.....	....	8 30
3-lb. tins, 2 doz. case.....	....	11 70
5-lb. tins, 1 doz. case	....	9 50
10-lb. tins, ½ doz. case.....	....	9 20
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case.....	....	4 80
2s, 4 doz. in case	....	4 40
2½s, 4 doz. in case	....	4 10
5s, 4 doz. in case	....	4 10
10s, 4 doz. in case	....	4 05

Tea Market Firm

Winnipeg.

TEA.—Tea reports from Colombo state that the market is rising and all low teas both broken and leaf show an increase of 20 cents while high-grown teas show an increase from 15 to 30 cents per pound. It is considered that the finer teas from Ceylon are the best seen for years, due to the finer plucking and more attention being paid to the manufacture of teas. It is not expected that prices will be so low as they have been during the past two months.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoes, first quality	0 40	0 48
Do., second quality	0 35	0 40
Broken Pekoe, first quality ..	0 42	0 48
Broken Orange Pekoe, 1st qual.	0 50	0 60
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

New Cabbages Arrive

Winnipeg.

VEGETABLES.—This week marked the first arrival of new Texas cabbages, which are offered at 6 cents per pound. The demand for Mexican and Florida tomatoes has been very good and the former is being quoted at $8 per lug and the latter at $15 to $16 per case. Rhubarb from California has started to arrive and is quoted at 20 cents per pound, while local hothouse rhubarb is quoted at 25 cents per pound. California cauliflower is in good demand and ranges from $3.75 to $4 per case.

Potatoes, per bushel	....	1
Carrots, per cwt.	....	2
Turnips, per cwt.	....	2
Parsnips, per cwt.	....	4
Beets, per cwt.	....	2
Cabbage, per cwt.	....	8
Peppers, per basket	....	1
Celery (Cal.), per case	8 50	9
Hed Lettuce (Cal.), per case....	5 00	5
Cauliflower (Cal.), per case	....	4
Cucumbers, per case	....	7
Tomatoes (Florida), per case....	15 00	16

Starches Unchanged

Winnipeg.

STARCHES.—The starch market is reported easier and lower prices are expected in the very near future.

Cornstarch, 1-lb. pkgs., per lb..	....	0
Do., No. 1 quality, 1-lb. pkgs...	....	0
Gloss, 1-lb. pkgs, per lb.	....	0
Celluloid, 1-lb. pkgs., per case.	....	4

TURNOVER, SALES, PROFITS A MARGINS

Continued from page 20

versally retails at three for 25 cent showing that he prefers to get only per cent. gross!

This reasoning appeals to me only applied to the 95 cents. I cannot see 97½ cents at all, for that leads to ov loading the small grocer—a thing t is never justifiable; but the other end the story, about the way the grocer clines to retain a liberal margin is sou Such conclusion, and the action ba on it, is unavoidable so long as the gro knows no better than to run his busin that way—taking his cue always fr the weak sister who does not know bet or the cutter who pirates margins.

In the far West, this item costs grocer $1.10 and retails at 15 cents, t for 25 cents. On the two for a quar basis, this pays him 26 2-3 per cent., report is that he retains all of th When a single package is sold for cents the margin is 38.88 per cent. plus seldom realized, of course, because c tomers nearly universally buy two pa ages in those regions. But this conditi shows how the western grocer has good sense to retain something when has the opportunity.

I have related conditions just as th stand. Some of them are right—no c for alterations. Others are wrong—a the blame lies with the grocer as oft as with the manufacturer. This man facturer, I believe, would make a low price to grocers if it would result in the keeping the margin, pushing the sa making more themselves and more f him. It would not, so he does not. Wh have you got to kick about?

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

British Columbia

FROM VANCOUVER, BY WIRE.

Vancouver, March 16.—The market appears to be glutted with onions and Kanagan onions are quoted as low as 0 per ton. Potatoes are weak at $30 r ton. Beets are selling at $1.25 per ck. Cabbages are three cents per und. Carrots and parsnips are $1 per ck. Illinois cucumbers are quoted at per dozen. Local fresh eggs are quotat 38 cents. Cheese at 32 cents per und. Lard is selling at 20 cents r pound.

ur, No. 1 patents, bbl.	....	13 75
rnmeal, bags	....	3 25
led oats, per bag	....	4 10
e, Siam, per 100 lbs.	0 07	0 10½
ioca, 100 lbs.	....	13 00
ar, standard, granulated	....	11 00
o., No. 1, yellow	....	10 10
lasses, gal.	....	0 75
ese, Ont., twins	....	0 33
s, fresh, doz.	....	0 45
d, compound	....	0 16
o., pure, lb.	....	0 21
erican clear pork, per bbl.	....	40 00
natoes, 2½s, standard, doz.	....	2 12½
akfast bacon	....	0 48
ms, aver. 9-12 lbs.	....	0 38
o., aver. 12-18 lbs.	....	0 38
o., aver. 18-25 lbs.	....	0 37
l bacon	....	0 33
ter, creamery, lb.	....	0 60
o., dairy	....	0 50
pberries, 2s, Ont., doz.	....	4 95
ches, 2s, standard, doz.	....	3 45
n, 2s, standard, doz.	....	1 85
s, standard, doz.	....	1 97
awberries, 2s, Ont., doz.	....	4 60
mon, Red Spring, flats, cases.	....	....
o., Pinks	....	9 00
o., Cohoes	....	15 00
o., Chums	....	7 00
porated apples, per lb.	....	0 14½
ed Peaches, per lb.	....	0 29
atoes, Natives, 90-lb. bag	....	1 60
ns, white	....	3 65
o., yellow eye	....	7 50
nanas, lb.	0 09½	0 10½
mons, Cal.	....	6 50
nges, all sizes	....	6 00
pefruit, Florida, case	....	7 00
o., Jamaica	....	5 00
ples—		
Baldwins	3 50	7 00
pys, No. 1	....	8 00
Do., No. 3	....	4 00
s, per bush.	....	0 92

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., March 16.—Reductions noted on starches of one-half cent per und and on corn syrups of 35 to 50 ts per case. Gold Dust is down 50 ts per case. Fairy soap is reduced 20 per case. Paper bags are lower. ther reductions have taken place on me brands of jams and marmalades. be oats are quoted $3 to $3.90 per e. Pure lard, threes, is selling at $13.20 to $13.90 per case. Standard peas, American pack, are offered at $4.45 per case. Small white beans are $5.30 to $6.25 per hundred.

Beans, B.C., per hundred	5 30	6 25
Rolled oats, 80s	....	2 50
Rice, Siam	....	6 00
Japan, No. 1	....	7 17
Tapioca	....	7 50
Sago	....	7 50
Sugar, pure cane, gran., cwt.	....	12 77
Cheese, No. 1, Ont., large	0 30	0 31
Alberta cheese, twins	....	0 30
Do., large	....	0 29
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s	13 20	13 90
Eggs, new laid, local, case	....	13 50
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	....	4 25
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	10 00	10 30
Raspberries, 2s, Ont., case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 16
Do., 25s, lb.	0 15½	0 17½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 10
Do., 70-80s	0 11½	0 13
Potatoes, local, ton	33 00	35 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE.

St. John, N.B., March 16.—New molasses appeared on the local market during the week and is quoted at 72 cents per gallon; old stocks are still selling at 68 cents. Flour is firmer at $12.75. American pork dropped another dollar, now quoted at $41 to $44. California oranges advanced to $5 to $7.50, and grapefruit is up 50 cents per case. Eggs are easier at 48 to 52 cents per dozen. Butter is firmer at 53 to 58 cents per pounds for dairy, and 52 cents to 54 cents for tub.

Flour, No. 1 patents, bbls., Man.	....	12 75
Cornmeal, gran., bags	3 90	4 00
Do., ordinary	....	3 75
Rolled oats	....	9 00
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	12 00	14 00
Molasses	....	0 68
Sugar—		
Standard, granulated	....	10 60
No. 1, yellow	....	10 10
Cheese, N.B.	0 31	0 32
Eggs, fresh, doz.	0 48	0 52
Lard, pure, lb.	0 20½	0 21
Do., compound	0 16	0 16½
American clear pork	41 00	44 00
Tomatoes, 2½s, standard case	....	4 40
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	....	0 63
Do., dairy	0 53	0 58
Do., tub	0 52	0 54
Potatoes, per bbl.	2 25	2 75
Corn, 2s, standard, case	....	3 85
Peas, standard, case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	6 00	6 50
Oranges, Florida	6 50	7 50
Do., California	5 00	7 50
Bananas, lb.	0 12	0 13
Grapefruit, case	6 50	7 50

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., March 16.—Several changes are noted this week in canned goods, including jams and vegetables. Granulated and yellow sugars are slightly higher. Eggs have declined five cents per dozen. Butter shows a slight increase. The first shipment this season of bananas have arrived and are quoted at 9½ to 10½ cents per pound. Other fruit remains the same as last week, with the exception of lemons, which have declined 50 cents per case. Rolled oats are down 15 cents per bag, now selling at $4.10.

WANT PARCEL POSTAGE RATES INCREASED

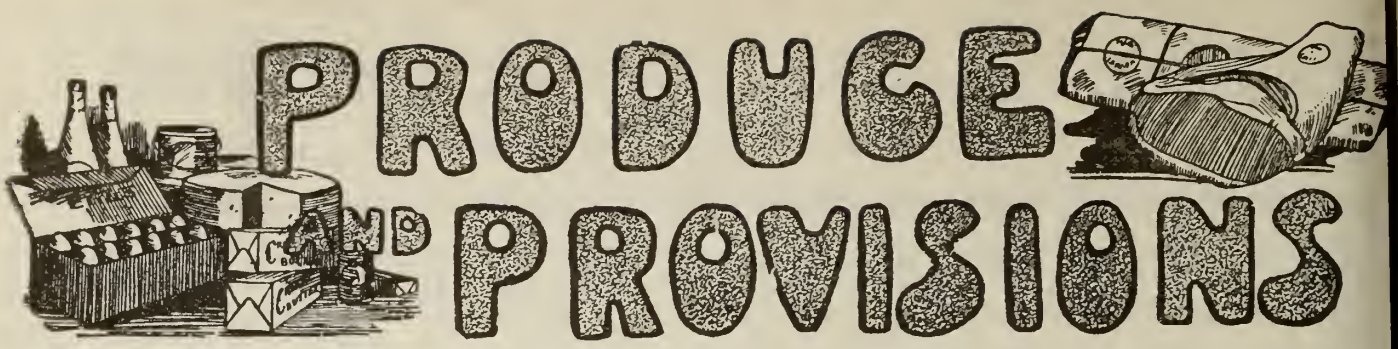
Continued from page 35

Only a Partial Service

That your petitioners claim that the Government should not be a party to a system of distribution of merchandise, especially a system which gives only a partial service, in competition with the regular trade and commerce of the country, which gives a universal service, but if such should still be the policy of your Government you should increase the rates on parcel postage to the same extent as the rates on the same goods have been increased to the other distributors and charge the rates on parcel postage on the basis of third-class mail matter, in which case we are confident that the prosperity of the small villages and rural localities would be revived, and such a revival would obviously be greatly in the interests of the nation. No nation can expect to be truly great whose policy drains the life blood out of the villages and country districts and centres wealth and influence in its large cities instead of diffusing it as widely as possible.

Your petitioners therefore humbly request that a commission be appointed to take evidence and inquire into the whole question of the distribution of mail matter and report to your Government, making such recommendations as it may deem to be fair to the distributing trade and in the interests of the Canadian people.

Loggie, Sons & Company, Toronto, have been appointed as selling agents for Superior Macaroni Company, of Toronto.



Wall of Sliced Bacon Means Big Sales

A Few Days Preceding Easter the Time to Increase Sales of Hams and Bacon—Make the Most of Your Opportunity to Sell Special Foods at Easter—Some Window Displays Described

By Staff Correspondent, Canadian Grocer

MONTREAL, March 18. — One week from to-day is Good Friday, giving the merchant one more week in which to take advantage of the Easter business. During this week the effectiveness of window displays is more evident than ever. On every hand are signs of Easter. Every down-town window has some seasonable significance and all have, no doubt, the effect of increasing sales in each particular line shown. Although Easter comes very early this year the weather, particularly in Ontario and Quebec, is quite in keeping with the Easter season and so increases its value as a stimulus to business.

Featuring Meats

In preparing and planning displays for this season it is well to keep in mind the fact that with the coming of Easter comes increased sales of meats and in most provision windows bacons and hams are very prominent. These and fruits lend themselves to very artistic arrangement. Then, too, early fresh vegetables are featured by many merchants, but still, during this coming week, it is important that in displaying these lines the suggestion of Easter should be present in order to get the most results from the display. People are looking for such displays at this time. Rosette and paper flowers are very popular bu perhaps almost common. The popula coloring seems to be red and blue o blue and white. In the choice of colo ing the lines to be displayed must b considered. Many merchants choos blue and white on which to displa bacons, hams and eggs. The rust color of the hams stands out in contra against this background and still ha monizes with the general color schem

A Cross of Fruits

One Montreal provision merchant wh is noted for his effective window dis plays has arranged a window of fruit vegetables and meats that command attention. The base of his window i tilted at an angle of about 45 degree The background of this window or th

A suggestion for an Easter display of hams, bacon and other produce lines. This window contains some valuable aids to Easter display and indicates the best selling lines at this time.

main coloring is green, made up of green vegetables such as lettuce, celery, young cabbages, etc. In the centre of the window, worked in among the green, is a cross made of oranges. The high color of the oranges makes the cross stand out against the green. The border around the whole window is made of the rusty brown color of a number of backs of bacon. This is a particularly attractive window.

Attracting a Crowd

Another Montreal merchant has been so successful in making an attractive display of bacon that it is the talk of the down-town section of the city. People express surprise at a merchant attempting such a thing and in consequence he gains his point in getting publicity. It is not unusual to see so great a crowd in front of this window in the evening, not only at the time of this particular window but at other seasons, that one has to elbow his way through the crowd to get a glimpse at it. It is not surprising then that a merchant whose windows attract so much attention is able to prepare a window on the scale on which this one is dressed.

A Wall of Bacon

The fore part of the window features trays of fish and tempting steaks and other cuts of meat, but it was the background that attracted so much attention during the twelve hours it remained there. A wall of bacon about two feet high reaches clear across the back of the window. This would not be so unusual if it were not that it is all cut into very thin slices. Many sides of bacon were cut by a slicer and done up in very thin tissue paper into one-pound packages. The slices are carefully laid parallel so that the long streaks of white fat and red meat can be seen through the paper. These packages are piled lengthwise across the window and so form what has the appearance of a wall of red and white marble. By eight o'clock Saturday night this wall of bacon had entirely disappeared. It was all sold. As everyone is aware the attractiveness of bacon is in the appearance of the slice itself and by so displaying the bacon this merchant made the very best of the selling qualities of the supply he had in his store.

RECEIVES VALUABLE INFORMATION

Editor Canadian Grocer:—

Permit me to express my appreciation for the valuable information I have received from time to time from your Canadian Grocer during my father's and my business life.

R. S. Godfrey.

Meaford, Ont.

Maple Syrup Production is Likely to be Small This Year

Merchants and Dealers in the Product Generally Look for a Return of Pre-war Prices, That is, if There is Any Quantity of Maple Syrup Offered

MONTREAL, March 16.—With the unusually early spring this year it is not surprising that maple syrup and maple sugar should make an early appearance on the market. The concern, however, with which its appearance is heralded may cause some surprise among the trade. The general impression among merchants and dealers who handle it is that prices this year will be back to a pre-war basis or else there will be such a shortage of this year's maple sap that the trade will have practically none of it to offer to the consumer.

Production Very Doubtful

A Canadian Grocer representative called on C. B. McDonald, of McDonald Bros., Granby, Quebec, who are large handlers of maple syrup and maple sugar, both for domestic and export trade. Mr. McDonald pointed out that the prospects of the crop this year are very doubtful despite the fact that some is already being offered on the market. It is well known that weather conditions alone determine the production of the maple trees and since this year has been an unusually open one and the spring particularly early, it is not surprising that there is considerable concern as to the production. A steady cold winter, with plenty of snow and warm spring days, with frosty nights, brings the best production of maple sap, in fact, these conditions are essential for any production at all. This year, however, there has been very little snow in the Province of Quebec, with a very mild winter. The spring has come early, with alternate warm and cold days, but still very little frost. Even the nights lately have been warm and there has been very little stimulant to the run of sap.

Prices May Be Lower

In spite of these facts it is surprising to note the price at which the first and perhaps the only maple syrup that may reach the market is quoted. In Granby, Quebec, maple syrup is being at sold at $1 and $1.25 per gallon, which is half the prices quoted last year. Mr. McDonald accounts for this by the fact that there is practically no expert market for maple sugar this year. He states that in previous years 80 per cent. of the production of maple sugar and maple syrup was exported.

Big Quantities Used in Tobacco

The trade may be surprised to learn that large quantities of Canadian maple sugar go to Canadian and American tobacco firms to be mixed in tobacco products. The maple syrup is boiled down to the sugar point and moulded into large bricks, which are then shipped to the different tobacco factories. Here by a secret process it is mixed with the tobacco as a sweetening and is so distributed, having completely lost its identity, to the smokers throughout North America. This year, however, the demand for this sweetening to go into tobacco has fallen off considerably, perhaps in view of the fact that the production and demand last year was very large. Surplus supplies of last year's stock still remain in the hands of dealers throughout the country.

THE FIRST ESSENTIAL IS QUALITY AND THEN PRICE

"Those houses in the tea business that have made it a fixed rule to distribute a certain quality of tea, either in package form or in bulk, and who maintain the quality from year to year, stand out as the most successful in the tea business, and experience has shown that their methods are correct. Their first requirement is quality and the price comes as a secondary consideration."

The above is an extract from the March bulletin of one of the largest firms of tea brokers in the United States.

Although the initial price has been quoted at a very low figure, if the production this year is nil the prices may jump very suddenly to a higher figure, although there may be none offered on the market. In view of the weather conditions, it will not be surprising if there is little or no production this year.

WHAT STIPULATIONS IN CREDIT EXTENSION TO BELGIUM?

Ottawa. — L. T. Pacaud (Megantic) is asking the Government if there were any stipulations attached to the agreement extending a credit of $25,000,000 to Belgium which would tend to restrict the purchase of manufactured goods.

By means of this credit Belgium purchased foodstuffs in Canada amounting to $277,774, and Mr. Pacaud wants to know what percentage of this amount was used to purchase manufactured articles of food. He is also asking if there was anything in the agreement to prevent Belgium purchasing Canadian hard wheat.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 16.—The produce market shows more activity than it has for some time. There are a number of important changes both in the prices quoted and the general trend of the market. The close of the Lenten season brings a bigger demand for meats which has resulted in an advance on live hogs. The whole meat market shows stronger tendency in view of the increased demand that is evidently ahead. The butter market is also stronger with an advance, due to the shortage of the finest quality of creamery and the increasing demand for supplies. The egg market is, however, much weaker with lower prices quoted. Lard has declined in price due to the inactivity of the market. Fish and poultry are unchanged in quotations. Smoked meats will be in big demand next week and the effect is already being felt. The cheese market stands very firm with only limited spot supplies.

Butter Prices Advance

Montreal.

BUTTER—A strong feeling has prevailed in the butter market throughout the week and prices have steadily tended towards a higher level, closing at an advance of 2 cents per pound on the price quoted a week ago. This stronger feeling is due to the increasing demand for supplies both for domestic trade and for shipment to outside points coupled with the fact that the finest creamery butter is becoming scarce. The market has been active with sales of from 300 to 500 packages at 57½ cents per pound, smaller quantities at 58 cents per pound. Western graded creamery is being sold at from 56 to 56½ cents per pound.

BUTTER—		
Creamery, prints, qual., new..	0 57	0 59
Do., solids, quality, new	0 55	0 56½
Dairy, in tubs, choice	0 50	0 51
Do., prints	....	0 50

Cheese Market Firm

Montreal.

CHEESE—The cheese market is without any special features to note this week, except that the feeling is very firm on account of the limited supplies available on spot and the small receipts for which there is a good enquiry for local consumption. Prices as given stand very firm this week.

CHEESE—		
New, large, per lb.	0 29	0 29½
Twins, per lb.	0 29	0 29½
Triplets, per lb.	0 29	0 29½
Stilton, per lb.	....	0 40
Fancy, old cheese, per lb.....	0 35	0 37
Quebec	0 30	0 32

Lard Prices Decline

Montreal.

LARD—The market for lard is in somewhat an unsettled condition and prices are irregular on account of the liberal offerings and the fact that buyers are not disposed to operate freely, expecting lower prices in the near future. The market on the whole is rather quiet with sales of small lots at from 19 to 20 cents per pound in 20 pound pails. This is a decline of 1 cent per pound on quotations made one week ago.

LARD—		
Tierces, 360 lbs.	0 18	0 19
Tubs, 60 lbs.	0 18½	0 19½
Pails, 20 lbs.	0 19	0 20
Bricks	0 23	0 24

Cooked Meats Unchanged

Montreal.

COOKED MEATS—There is no change in the cooked meat market this week. Although there is to be expected a better demand for these meats after Easter, the increase will not be sufficient to change market quotations which on cooked meats stand fairly firm the whole year round, excepting when there is a very marked change in the quotations on fresh meats.

Jellied pork tongues	....	0 40
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 33
Hams, cooked	0 61	0 68
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 63
Do., 6-lb. tins, per lb.....	....	0 16
Do., 25-lb. pails, per lb.	....	0 15

Fish Prices Unchanged

Montreal.

FRESH FISH—During the Lenten season there has been a big demand for fish and prices have held steadily. It is expected, however, that with the close of the Lenten season the demand will swing the other way and there will not be such big requirements in the fish trade. Prices, however, stand steady this week with a fair inquiry for supplies.

FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 7½	0 8½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11
Doree	0 12	0 13
Whitefish	0 16	0 17
Smelts	0 15	0 20
Grass Pike	0 10	0 11
Round Pike	0 08	0 09
SALTED FISH		
Codfish, large, bbls., 200 lbs.....	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20
SMOKED		
Chicken Haddies, 15-lb. box....	....	0 07
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box	....	0 17
Boneless Herring, per box	....	1 60
Smoked Herrings	....	0 21
Kippers, new, per box	....	2 75
Bloaters, new, per box	....	2 50
Smoked Salmon	....	0 35
BULK OYSTERS		
Standard, No. 1	....	3 25
Do., No. 3, can	....	9 50
Selects, No. 1, can	....	3 75
Selects, No. 3, can	....	11 00
Jars, 1 doz. box	....	6 50
Do., 2 doz. box	....	12 50

No Change in Poultry

Montreal.

POULTRY—There is no change in the poultry market this week. Supplies from the country arriving are not large and there has been a steady drain on storage supplies. Quotations are unchanged this week.

POULTRY—		
Turkeys, per lb.	0 54	0 60
Chickens	0 40	0 42
Fowl	0 30	0 35
Ducks	0 33	0 40
Geese	0 30	0 34

Eggs Quoted Lower

Montreal.

EGGS—The feature of the week in the egg market has been the continued heavy arrivals which have had a depressing influence on the market and prices this week closed from 3 to 4 cents per dozen lower than a week ago. The prospects are that there will be still further declines owing to the fact that supplies are in excess of requirements notwithstanding the large consumption. The trade during the week was active and the market closed at 44 to 45 cents per dozen in wholesale quotations. Prices, however, vary considerably and as high as 60 cents per dozen is being asked for new laid eggs by the retail trade.

EGGS—		
Strictly fresh	0 44	0 48

Barrelled Meats Quiet

Montreal.

BARRELLED MEATS—There is no change in the quotations on barrelled meats this week. The demand is fair, but the consumption of barrelled meats locally is not large and is not affected as the other meat markets are by the requirements of a popular demand.

BARRELLED MEATS		
Barrel Pork—		
Canadian shot cut (bbl.), 30-40 pieces	24 00	45 00
Clear fat backs (bbl.), 40-50 pieces	....	39 00
Heavy mess pork (bbl.)	....	37 50
Plate beef	....	30 00

Smoked Meats in Demand

Montreal.

SMOKED MEATS—There has been no actual change in the local market for smoked meats, but the undertone is very firm on account of the increase in demand for supplies for immediate consumption and for future requirements. The trade is looking forward to the week after Easter when the demand for smoked meats will be resumed with even

an increased activity on account of the restraint of the Lenten season. Quotations, however, are so far unchanged.

BACON—		
Breakfast, best	0 38	0 43
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 36
Picnic Hams	....	0 32
Wiltshire	0 42	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	....	0 35
Do., 14-20	....	0 35
Do., 20-25	....	0 33
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

Live Hogs Higher

Montreal.

FRESH MEATS—The effect of the prospective increase in demand for fresh meats after Easter has already had an effect on the hog market in that prices have been advanced 50 cents per hundred on live hogs weighed off cars. The quotation in Montreal this week is $15.50 per hundred. Prices throughout the fresh meat market have a tendency to advance on this account.

FRESH MEATS

Hogs, live (selected off cars)	....	15 50
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 22½	0 23
Fresh Pork—		
Legs of pork (foot on)	....	0 30½
Loins (trimmed)	....	0 33
Bone trimmings	....	....
Trimmed shoulders	0 24	0 26
Untrimmed	....	0 24
Pork sausage (pure)	....	0 25

(Cows)		(Steers)	
$0 16	$0 23	..Hind quarters..	$0 18 $0 25
0 09	0 13	..Front quarters..	0 11 0 15

Fresh Beef—			
0 33	0 38	..... Loins	0 40 0 44
....	0 20	..... Hips	0 18 0 23
0 15	0 23	..... Ribs	0 16 0 26
0 09	0 11	.... Chucks	0 10 0 14
Farmer sausage			.... 0 20
Spring lamb, carcass			0 24 0 30
Fresh sheep, carcass			0 16 0 18
Calves (as to grade)			0 15 0 24
Hogs—			
Dressed, 70-100 lbs., per cwt.			20 00 22 00
Live, off cars, per cwt.			15 25 15 50
Live, fed and watered, per cwt.			15 00 15 25
Live, f.o.b., per cwt.			14 00 14 25
Fresh Pork—			
Legs of pork, up to 18 lbs.			.... 0 28
Loins of pork, lb.			.... 0 35
Fresh hams, lb.			.... 0 30
Tenderloins, lb.			.... 0 57
Spare ribs, lb.			.... 0 20
Picnics, lb.			.... 0 19
New York shoulders, lb.			.... 0 22
Montreal shoulders, lb.			.... 0 22
Boston butts, lb.			.... 0 26
Fresh Beef—from Steers and Heifers—			
Hind quarters, lb.			0 19 0 22
Front quarters, lb.			0 13 0 15
Ribs, lb.			0 18 0 25
Chucks, lb.			0 10 0 12
Loins, whole, lb.			0 22 0 35
Hips, lb.			0 15 0 18

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 19	0 22
Spring lamb, each	10 00	12 00
Yearling lamb, lb.	0 28	0 32
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

ONTARIO MARKETS

TORONTO, March 16.—The butter market continues firmer with prices slightly higher. There is no great volume of cheese offered and stocks are firmly held at slightly higher prices. Eggs are easier and lower. American eggs are still arriving on this market which is a factor in reducing prices. It is felt in some quarters that the market for eggs will probably hold fairly steady until after the big demand for the Easter trade. Lard and shortening are unchanged. Live hogs are higher but packers are endeavoring to reduce prices this week, by offering lower prices; whether they will be successful will depend to a large extent upon the receipts. Some cuts of fresh pork are marked higher. Smoked hams are slightly higher in price but bacon is unchanged. Poultry market is quite firm under light receipts. Fish is ruling steady under a fair business.

Butter Holds Firm

Toronto.

BUTTER—The butter market is slightly firmer with prices advanced one cent per pound. Local creamery is now quoted at 60 to 64 cents per pound and Argentine and Danish at 52 to 58 cents per pound.

BUTTER—		
Creamery prints, No. 1	0 60	0 64
Do., No. 2	0 52	0 58

Cheese Holds Firm

Toronto.

CHEESE—The cheese market is quiet with prices ruling firm. Some new cheese is offered, but this is of the fodder nature and little interest is shown in it. Stocks are low and little improvement can be expected until the grass season arrives. Large cheese is quoted at 33 cents per pound.

CHEESE—		
Large, per lb.	....	0 33
Stilton	....	0 35

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Cooked Meats Unchanged

Toronto.

COOKED MEATS—There is little of interest to report in cooked meats. The market is steady and unchanged under a light demand.

Boiled hams, lb.	0 52	0 55
Boiled shoulders	....	0 44
Head cheese, 6s, lb.	....	0 15
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 56
Bologna	0 17	0 20

Above prices subject to daily fluctuations of the market.

Egg Prices Lower

Toronto.

EGGS—Eggs are ruling with a weak trend and prices are around 5 cents per dozen lower than a week ago. The arrival of American fresh eggs has been a factor in reducing prices as these eggs can be bought for considerably less than the Canadian product.

EGGS—		
New laid	....	0 42
New laid in cartons	....	0 45

Prices shown are subject to daily fluctuations of the market.

Some Pork Cuts Higher

Toronto.

FRESH MEATS—The live hog market advanced considerably during the week, due to the light receipts. This week opened unsettled, as packers were aiming to get prices back to the former level. Most sales, however, were made on the basis of $15 to $15.25 fed and watered. Packers are offering $1 less per hundred for the balance of the week. Some pork cuts are advanced one or two cents per pound. Other fresh meats are fairly steady with no change in dressed meat quotations.

Fish Prices Steady to Firm

Toronto.

FISH—The first shipment of fresh caught halibut arrived during the week and was rapidly picked up. Further shipments are expected this week end. The demand for fish is only considered fair as the continued mild weather is to some extent holding back the volume of business that might otherwise have been passing. There are no price changes during the week.

FRESH SEA FISH

Cod Steak, lb.	0 11	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 14	0 15
Do., medium	0 21	0 23
Fresh Whitefish	0 13	0 14
Fresh Herring	0 08	0 09
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 09	0 10
Oysters—		
No. 1 tins	....	4 20
No. 3 tins	....	12 80
No. 5 tins	....	20 00
Glass jars, doz.	....	6 50
Shell Oysters—		
600 count, per bbl.	....	20 00
800 count, per bbl.	....	18 00

FROZEN FISH

Halibut, medium	0 21	0 23
Do., Qualla	0 10	0 11
Flounders	0 10	0 11
Pike, round	0 06	0 07
Do., headless and dressed	....	0 08
Salmon, Cohoe	0 20	0 21
Do., Red Spring	....	0 25
Sea Herring	0 07½	0 08
Brill	0 10	0 11
Smelts—		
Extras, per lb.	....	0 25
No. 1, per lb.	....	0 17
No. 2, per lb.	....	0 11

SMOKED FISH

Haddies, lb.	0 11	0 12
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	....	2 00
Bundles, Digby	....	1 20
Ciscoes, lbs.	....	0 22

PICKLED FISH

Salmon Snacks, lb.	....	0 24
Labrador Herrings, kegs, 100 lbs.	....	6 25
Do., bbls., 200 lbs.	....	11 75
Do., pails, 20 lbs.	....	2 00
Salt Mackerel, 20-lb. kit	....	3 00
Holland Herrings, Milchers	....	1 30
Do., mixed	....	1 20

Lard Unchanged

Toronto.

LARD—There are no changes in quotations on lard, the market is steady to easy.

LARD—		
1-lb. prints		0 21
1-lb. tierces, 400 lbs.		0 18

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Smoked Hams Up One Cent

Toronto.

PROVISIONS—There is little change in cured meats and no material change is looked for until after Easter. Smoked hams are up one cent per pound. Pickled rolls in barrels are down $1 per barrel.

Hams—		
Small, 6 to 12 lbs.		0 36½
Medium, 12 to 20 lbs.		0 36½
Large, 20 to 35 lbs. each, lb.	0 33½	0 36
Heavy, 35 lbs. and upwards		0 27½
Backs—		
Boneless, per lb.	0 51	0 56½
Rolled, per lb.		0 63
Bacon—		
Breakfast, ordinary, per lb.	0 38	0 47
Breakfast, special trim		0 54
Roll, per lb.		0 32½
Wiltshire (smoked sides), lb.		0 34
Do., three-quarter cut		0 38
Do., middle		0 42
Dry Salt Meats—		
Long clear bacon, av., 50-70 lbs.		0 22½
Do., av. 80-90 lbs.		0 20½
Clear bellies, 15-30 lbs.	0 24½	0 25½
Fat backs, 10-12 lbs.	0 19½	0 21½

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork, 200 lbs.		38 00
Short cut backs, 20 0lbs.		41 00
Pickled rolls, bbl., 200 lbs.:—		
Lightweight		52 00
Heavy		45 00

Above prices subject to daily fluctuations of the market.

Poultry Holds Firm

Toronto.

POULTRY—Receipts of fresh poultry are very light and prices are firmly held. The majority of business passing is being taken from storage stocks.

	Live	Dressed
Turkeys	-$0 50	-$0 58
Chickens, spring	0 35	0 43
Roosters	- 0 25	- 0 28
Fowl, over 5 lbs.	- 0 34	- 0 34
Fowl, 4 to 5 lbs.	- 0 32	- 0 32
Fowl, under 4 lbs.	- 0 25	- 0 28
Ducklings	- 0 35	- 0 35
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live.	0 25- 0 32	0 30- 0 38
Geese	- 0 22	- 0 30
Prices quoted to retail trade:		Dressed
Turkeys		0 60 0 63
Geese		0 35 0 40
Hens, heavy		0 35
Do., light		0 30 0 38
Ducklings		0 45 0 45

Shortening Steady

Toronto.

SHORTENING—The shortening market is ruling fairly steady with quotations unchanged.

SHORTENING—		
1-lb. prints		0 16
Tierces, 400 lbs.		0 13

In 60-lb. tubs, ½ cent higher than tierces, and in 20-lb. pails, ¾ cent. higher than tierces.

WINNIPEG MARKETS

WINNIPEG, March 16.—Live hogs showed an advance during the week. The supply of eggs has shown an increase and lower prices are named. Lard and shortening showed a decline. The poultry market is quiet under a light demand. Butter and cheese are holding steady to firm at unchanged quotations. Cooked ham is higher.

Butter Market Firm

Winnipeg.

BUTTER. — Creamery butter continues very firm with no change in prices. Business is reported steady.

BUTTER—		
Creamery, best table grade		0 60
Dairy, best table grade	0 30	0 32
Margarine	0 28	0 32

Cheese Steady

Winnipeg.

CHEESE.—Prices on cheese are being fully maintained with a good demand. There is no change in price since our last report.

CHEESE—	
Ont., large, lb.	0 31
Ont., Twins, lb.	0 31¼
Ont., Triplets, lb.	0 31¾
Man., cheese, large, lb.	0 31¾

Cooked Hams Higher

Winnipeg.

COOKED MEATS.—Cooked ham advanced one cent per pound and is now quoted at 53 to 56 cents per pound. Roast shoulders have shown a decline of 2 cents per pound, and are now quoted at 46 cents. Jellied pork tongues and luncheon cooked meats have also shown a decline. Pork tongues are quoted at 55½ cents per pound, and luncheon cooked meats at 25 cents. The demand on all lines of cooked meats is fairly steady.

HAMS—	
Best quality, skinned, 8-13 lbs.	0 56
Do., 13-16 lbs.	0 53
Roast Ham, lb.	0 59
Roast shoulders, lb.	0 46
Head Cheese, 1-lb. tins	0 17
Jellied Ox Tongues, lb.	0 60
Pork Tongues, lb.	0 55½
Luncheon Cooked Meats, lb.	0 25

Egg Prices Lower

Winnipeg.

EGGS.—Large quantities of local eggs are arriving from country districts and are going into consumption very quickly, due largely to the lower prices. Eggs are now quoted at 41 to 42 cents per dozen.

Fish Market Steady

Winnipeg.

FISH.—There is no change in the fish market this week. The demand has been very good and on the whole it compares very favorably with last year.

Black Cod, lb.	0 13
Brills, lb.	0 09
Herring, Lake Superior, 100 lbs.	
sacks, new stock	3 50
Halibut, chicken, cases 300 lbs.	0 15½
Do., broken cases	0 16½
Jackfish, dressed	0 08
Pickerel, case lots	10 50
Salmon—	
Cohoe, in full boxes, 300 lbs.	0 19
Do., in broken cases	0 20
Red Spring, in full boxes	0 24
Do., broken cases	0 25
Soles	0 08½
Baby Whites or Tulibees	0 09
Whitefish, dressed, case lots	0 13½
Do., broken cases	0 14
SMOKED FISH	
Bloaters, Eastern National, case.	3 50
Do., Western, 20-lb. boxes, box	2 10

Lard and Shortening Lower

Winnipeg.

LARD.—Lard and shortening took a decided decline during the week and pure lard in tierces of 400 lbs. is quoted at 21 cents per pound and in 20-pound wooden pails at $4.70. Shortening declined ¾ of a cent per pound and is quoted at 15 cents per pound, and at $3.50 for 20-pound wooden pails.

Pure Lard, No. 1 quality, per lb. (in tierces of 400 lbs.)	0 21
Do., wooden pails, 20-lb. pails	4 70
Shortening (wooden pails, 20-lb. pails), per pail	3 50
Shortening, tierces of 400 lbs., per lb.	0 15

Smoked Meats Firm

Winnipeg.

PROVISIONS.—Considering the season of the year a fair amount of business continues to be done in most lines of smoked meats. There is no change in prices.

Ham—	
8 to 16 lbs., per lb.	0 44
16 to 20 lbs., per lb.	0 43
Boneless, 8-16 lbs., per lb.	0 45
Skinned, 14-18 lbs., lb.	0 40½
Skinned, 18-22 lbs., lb.	0 40
Bacon—	
Sliced, 6 to 10 lbs., lb.	0 59
Cottage Rolls, boneless	0 34
Bellies, 6 to 10 lbs., per lb.	0 40½
Do., 10-14 lbs., lb.	0 42
Do., 14-16 lbs., lb.	0 40½

Poultry Quiet

Winnipeg.

POULTRY.—There is no change in prices quoted on poultry this week. Receipts are very light, with a small demand.

D. P. Chickens, 3½ lbs. and under		0 36
Do., 3½ lbs. and over		0 39
D. P. Fowl, 3½ lbs. and under		0 32
Do., 3½ lbs. and over		0 34
Turkeys, mixed weights	0 45	0 49

Hogs are Higher

Winnipeg.

FRESH MEATS.—The hog market has shown a slight advance during the week; selected live hogs are quoted at $13.75. Offerings on the cattle market were good. Steers of choice quality ranged from $8.00 to $8.50, with medium kinds from $6 to $7.50. Veal calves of choice quality brought from $9 to $12, with the more common kind ranging from $6 to $7. Sheep and lambs were quiet, with few offerings. Few good mutton sheep changed hands from $7 to $8, and fair lambs at $10.

Selected, live, cwt.		13 75
Heavies		11 00
Light	11 00	13 00
Sows		7 75
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 25	0 33
Spare ribs		0 21
Loins of pork, lb.	0 28	0 30
Fresh hams, lb.	0 27	0 35
Picnics, lb.		0 22½
Shoulders	0 20	0 23
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 20
Front quarters, lb.	0 09	0 11
Whole carcass, good grade, lb.	0 12	0 16

Corned Beef As a Business Builder —

CORNED BEEF 1s, packed two dozen per case, at the low price of $3.80 per dozen.

"Homeade" is the Brand; it is made from choice cuts of Ontario Beef. Your wholesale house carries a stock. Order a case from their traveller the next time he is around.

"Challenger" Brand, our New Zealand Corned Beef, is also a desirable line to handle. Did you notice the price? $22.00 per case of 12 tins each, 6 lbs. net.

Display these lines in your store, larger business and increased profits will be the result.

The Young-Knuth Sales Company
21 Richmond Street West
TORONTO

Have You Tried It ?

Mayflower Oleomargarine

A real high grade Oleomargarine, which would sell upon its merit, because it is a superior product, one which can be used without fear upon the table. It is bound to give satisfaction.

Clover Blossom Oleomargarine

is a second grade, but nevertheless very suitable in some families for table use, or can be used for cooking purposes, or by anyone who only requires a second grade Oleomargarine.

Ask our salesmen about these, or, if he is not in your vicinity, write us for prices.

Mail orders given preferred attention.

THE WILLIAM DAVIES COMPANY LIMITED

Montreal Toronto Hamilton
Sydney, N.S.

"EASIFIRST"

MEANS

Profit and Pleasure

on both sides of the

Counter

This is

REAL BUSINESS

Your customers are asking for it —

Gunns LIMITED

WEST TORONTO

"The more they have The more they want"

Order to-day

Phone Junction 3400

Genuine Italian Olive Oil

at Greatly Reduced Prices

A Special Offer to re-introduce "PURITY" Italian Olive Oil — absent from the market since the early part of the Great War which made it impossible to import further supplies until recently. An opportunity for YOU to replenish your stocks at BARGAIN PRICES. We have received a complete assortment of sizes, namely, 6 gal., 1's, ½'s, ¼'s, ⅛'s, and 1-16 gal. tins.

Advise us promptly as to your needs and we will quote you.

P. Pastene & Co., Limited

340 St. Antoine Street, Montreal

EASTER

marks the close of Lent and the opening of a new Season. Your customers will now appreciate a bit of Fearman's Star Brand Bacon.

Let us have your order for it.

F. W. Fearman Co., Ltd.
HAMILTON

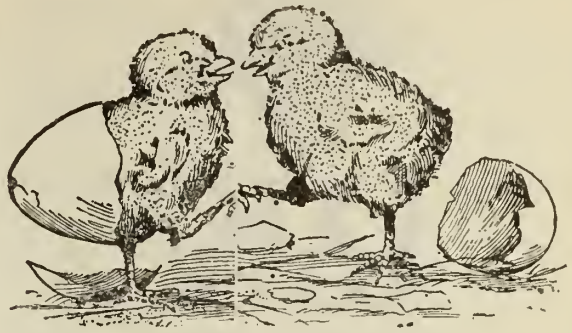
KING OSCAR
BRAND SARDINES

A high-grade line of Sardines that you can offer your best class of trade with pride. They're packed from the finest, carefully selected, Norwegian-caught bristlings in pure olive oil, and their exceptional flavor and quality will invariably win approval and repeat orders.

Feature "King Oscar" Sardines during the social season. Their many uses in preparing dainty sandwiches for afternoon teas, etc., will make them excellent sellers.

Order a supply from your wholesaler.

CANADIAN AGENTS:
John W. Bickle & Greening
Hamilton, Ontario



For Easter Selling

Order a good supply of

Schneider's Hams and Bacon

Schneider's "guaranteed" Hams and Bacon will please you and your customers with their high quality. They are cured to perfection and their flavor is unusually fine. Remember they are guaranteed to make good or we will.

Give us a trial order.

We also make 15 varieties of tastily flavored sausage.

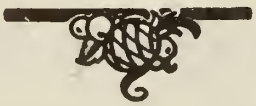
Drop us a Card for Sausage and Smoked Meat Quotations. Satisfaction guaranteed on all mail orders.

J. M. Schneider & Son, Ltd.
KITCHENER, ONTARIO

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive



Sole Proprietors:-
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax N.S
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J.W. Gorham & Co.

Do you feature Marsh's Grape Juice

and other Marsh beverages?

Your customers will need a case of them to serve in place of fermented wines when visitors call.

Get up a good display of Marsh's and keep your stock well displayed. Order from the following list:

Marsh's Grape Juice
Unfermented Port
Black Cherry Wine
Raspberry Vinegar
Marsh's Pure Apple Cider

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Co. Limited
Toronto and Montreal

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD., 180 St. Paul St. West, Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each, 48 cans	$11 50
Reindeer Brand, each 48 cans	11 00
Silver Cow, each 48 cans	10 60
Gold Seal, Purity, ea. 48 cans	10 45
Mayflower Brand, ea. 48 cans	10 45
Challenge Clover Brand, each 48 cans	9 85

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	$7 25
Jersey Brand, Hotel, each 48 cans	7 25
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 00
Jersey Brand, Family, each 48 cans	6 00
Peerless Brand, Family, each 48 cans	6 00
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 00
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO., Toronto, Ontario.

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	$4 80
98-lb. jute bags, per bag	6 00
98-lb. jute bags, with 25 3½-lb. printed paper bags enclosed, per bag	6 50

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
4-lb. Canada Laundry	$0 08
100-lb. kegs, No. 1, white	0 08½
200-lb. bbls., No. 1 white	0 08½
40-lb. Edwardsburg Silver Gloss 1 lb. chromo pkgs.	0 10¼
Celluloid, 45 cartons, case	4 15
Culinary Starch (Prices in Maritime Provinces 10c per case higher.)	
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½
(20-lb. boxes ¼c higher, except potato flour.)	

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 10
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 08½
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 08½
40 lbs. Argo Corn Starch, 1 lb. packages	0 09
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., 1 lb. packages	0 08½
(20 lb. boxes ¼c higher, except Potato Flour.)	

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 10
5-lb. tins, 1 doz. in case	5 90
10-lb. tins, ½ doz. in case	5 60

KARO

24—2-lb. tins, per case	4 50
12—5-lb. tins, per case	5 30
6—10-lb. tins, per case	5 00

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	4 50
5-lb. tins, 1 doz. in case	5 30
10-lb. tins, ½ doz. in case	5 00
(5, 10, and 20-lb. tins have wire handles.)	

MAZOLA

	Per case
No. 1, 24 tins, 1 lb	$ 7 70
No. 2, 12 tins, 2 lbs.	7 10
No. 4, 12 tins, 4 lbs.	13 50
No. 8, 6 tins, 8 lbs.	12 60

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

MAGOR, SON & CO., LTD. INFANTS' FOOD

	Doz.
Robinson's Patent Barley—	
1-lb.	....
½-lb.	....
Robinson's Patent Groats—	
1-lb.	....
½-lb.	....

CANADIAN MILK PRODUCTS, LIMITED

Ontario Prices.

KLIM

8 oz. tins, 4 dozen per case	$11 25
16 oz. tins, 2 dozen per case	10 25
10 lb. tins, 6 tins per case	23 00

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼ lb.	....
D.S.F., ½ lb.	....
D.C.F., 1 lb.	....
F.D., ¼ lb.	....
	Per jar
Durham, 1-lb. jar, each	....
Durham, 4-lb. jar, each	....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 36
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 28
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 34
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 60
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 25
Derby, 9s, 4-lb. boxes	1 20
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 20

DOMINION BRAND TOMATO SOUP

For the Lenten Season

A delicious, appetizing, purely vegetable soup. Made from red, ripe tomatoes and pure spices.

A window display will bring many sales.

Order your supply to-day.

DOMINION CANNERS LIMITED HAMILTON, CANADA

The *New* Soup with the *New* Label

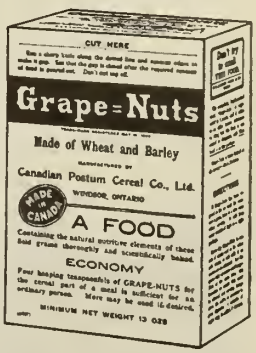
Dominion Canners, Limited

Hamilton, Ontario

Popular Favorites Sell Best!

Sales records everywhere show that

Grape-Nuts



is a great favorite with the Canadian people. The large volume of repeat sales is increased by steady growth in new business.

Grape-Nuts advertising continually reaches the buying public of every town and city, featuring a product of real merit.

The sales policy supporting Grape-Nuts always guarantees fair treatment to the trade, the sale of every package, and certain profit.

"There's a Reason" *for* Grape-Nuts

Made by Canadian Postum Cereal Co., Ltd., Windsor, Ont., Canada

Show Your Customer The Heart of a Keystone Broom

The dealer who sells Keystone Brooms has two distinct advantages. First of all, he has our guarantee that all Brooms of the same brand are absolutely uniform in quality.

To attain uniformity in broom making has been the biggest problem of the manufacturer.

In Keystone Brooms we have, at last, solved this problem by introducing into our factory a new system of sorting and grading corn, which permits of no variation in quality.

KEYSTONE BRAND

The second advantage, is in the undoubted superiority of Keystone Brooms. Pull the stock apart and show your customer the carefully trimmed seedless corn—just as clean at the centre as on the outside.

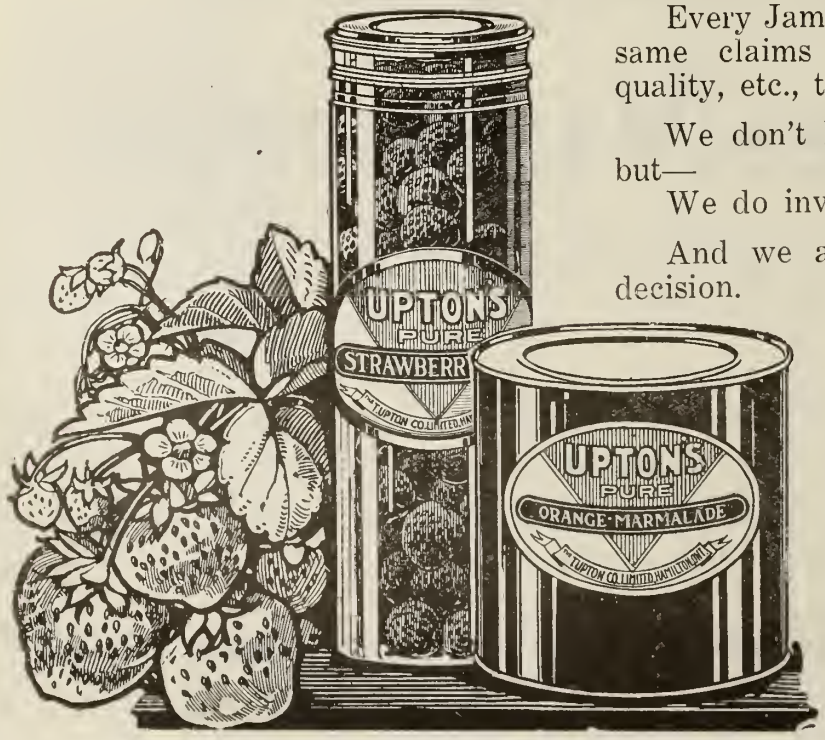
Keystone Brooms are light in weight, perfectly balanced and most attractive in appearance.

Eight brands, including the famous Nugget Broom.

Send for sample shipment to-day.

Stevens-Hepner Company, Limited, Port Elgin, Ontario

UPTON'S Pure Jams and Marmalades



Every Jam Maker in the country makes the same claims for his product as to purity, quality, etc., that we do for ours.

We don't like dealing in superlatives, but—

We do invite comparisons,

And we are content to abide by your decision.

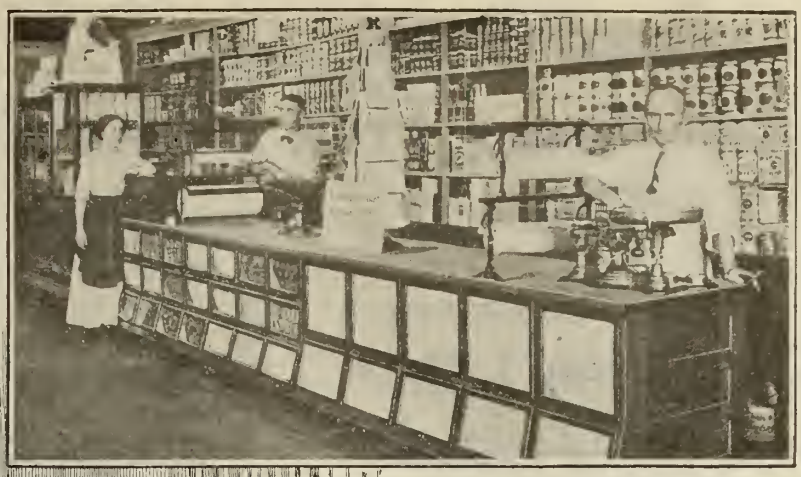
Jams and Marmalades that a Grocer can safely recommend to his best customer.

T. Upton Co., Limited

Hamilton, Canada

Says Poor Richard:

"Keep thy shop and thy shop will keep thee."



Shown above—

The well-kept Grocery equipped with modern Sherer Counter.

At left—

The average Grocery, cluttered and unsanitary.

Which Picture Most Resembles Your Store?

The old-style store means doing business under a heavy handicap of waste, delay, slow service, dirt and loss of goods and profit. Hundreds of grocers are worrying along with old equipment *trying* to keep their stores clean and inviting. But people will not buy at such a store if there is a better one where food is protected from *contamination*. Don't keep trade away when it is easier to attract it.

Sherer's Counter has done more to improve and help the grocery business than any other thing that goes into the store. It provides compact *storage* for goods, and a means of *displaying* them attractively. Keeps food clean and free from handling, sampling, animals, flies and dirt. Economical—it saves steps and worry.

With a Sherer Counter in your store, you will have it all paid for in a few months with the extra profit it will make for you.

Mail Coupon Today for Full Particulars and Prices

Sherer-Gillett Co., Ltd.
Dept. 57
Guelph, Ontario

SHERER-GILLETT CO. LTD., GUELPH, ONTARIO
Dept. 57

Send us your proposition

Name .....

Street .....

Town .....

Province .....

"Stripes" Brand Florida Grape Fruit

For the Discriminating Trade

Florida Tomatoes
Celery, Head Lettuce

California Lemons and Navels

The choicest Fruits and Vegetables arriving daily.

WHITE & CO., LTD.
TORONTO

For the Easter Trade

Fresh and Tempting New Vegetables

California and Florida Celery, Iceberg Head Lettuce, Florida Tomatoes, Radishes, Parsley, Canadian Leaf Lettuce, Rhubarb, Green Onions, New Southern Cabbage. Fruits and Vegetables of the Highest Quality.

HUGH WALKER & SON, LTD.

"The House of Quality"

GUELPH ONTARIO

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz...	$5 60
Perfection, ¼-lb tins, doz. .	1 55
Perfection, ½-lb. tins, doz..	2 85
Perfection, 10s size, doz. ..	1 10
Perfection, 5-lb. tins, per lb.	0 41

UNSWEETENED CHOCOLATE

Supreme Chocolate, 6-lb. boxes, per lb.	0 40
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 00
Perfection Chocolate, 10c size, 2 doz. in box, per box....	1 80

SWEET CHOCOLATE

Eagle Chocolate, ½s, 6 lbs. in box, per lb.	0 32
Eagle Chocolate, 10c size, 2 doz in box, per box.....	1 80
Diamond Chocolate, 10c size, 2 doz. in box, per box	1 80
Diamond Chocolate, 5c cakes, 20 cakes in box, per box..	0 75

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb...	0 42
Milk Croquettes, 5-lb. boxes.	0 40
No. 1 Milk Wafers, 5-lb boxes, 30 boxes in case, per lb. ...	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 39
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.....	0 39
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 39
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 39
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	$2 15
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 00
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 40

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.....	5 75
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	3 15
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	6 00
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 25
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 00
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	1 90
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	1 90
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	1 90
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 10
20—1c Milk Chocolate Sticks,	

BRODIE & HARVIE, Ltd.
14 Bleury St., Montreal.

XXX Self-Raising Flour, 6 lbs. packages, doz.	$5
Do., 3 lbs.	2
Superb Self-Raising Flour, 6 lbs.	5
Do., 3 lbs.	2
Crescent Self-Raising Flour, 6 lbs.	5
Do., 3 lbs.	2
Buckwheat, Self-Raising, 1½ lbs.	1
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1

SMALL'S LIMITED, MONTRE

FOREST CREAM MAPLE SYRU

Price Delivered	F.o.b. Factory	Ont Ma
36—10 ozs., bottles..	$ 8 10	$ 9
24—16 ozs., bottles..	7 75	8
12—32 ozs., bottles...	6 95	7
24—28 ozs., tins	9 90	10
12—80 ozs., tins	14 25	15
6—160 ozs., tins ...	13 85	14
1—5 gall. tins	13 50	14
In barrels, per gal. .	1 50	2

FOREST CREAM PURE SYRU

36—10 ozs., bottles...	$ 6 65	$ 7
24—16 ozs., bottles..	6 15	6
12—32 ozs., bottles..	5 35	6
24—28 ozs., tins	7 10	7
12—80 ozs., tins	10 30	11
6—160 ozs., tins ...	9 80	10
1—5 gal. tin	9 50	10
In barrel, per gal. ..	1 70	1

STANDARD SUGAR SYRUP

36—10 ozs., bottles..	$ 5 75	$ 6
24—16 ozs., bottles..	5 25	6
12—32 ozs., bottles..	4 45	5
24—28 ozs., tins	5 45	6
12—80 ozs., tins	7 95	8
6—160 ozs., tins....	7 50	8
1—5 gal. tin	7 05	8
In barrel, per gal. ..	1 20	1

FOREST CREAM MAPLE BUTTER

24—13½ ozs., tins ..	$ 4 65	$ 4
24—2½ lbs,. tins	11 75	12
1—30 lbs., pail	4 80	..
2—30 lbs., pails ...	9 80	10
In barrel, per lb. ...	0 14	0 15

FOREST CREAM AMBER HONE

48—No. 1 Tumblers..	$ 6 40	$ 6
24—No. 3 Tumblers..	6 90	7
24—2½ lbs., tins ...	19 75	20

FOREST CREAM PEANUT BUTTER

48—No. 1 Tumblers..	$ 5 30	$ 5
24—No. 3 Tumblers..	4 75	5
24—2 lbs., tins	11 80	12
1—24 lbs., pail	4 55	..
2—24 lbs., pails ...	9 75	10
In barrel, per lb....	0 17½	0

FOREST CREAM SALTED PEANUTS

1—15 lbs., pail ...	$ 2 75	$ ...
2—15 lbs., pails ..	6 05	6
In bags of 85 lbs...	13 15	14
In barrel, per lb. ...	0 16¼	0

FOREST CREAM PEANUTS, MAPLE SUGAR COATED

72—5c packages	$ 2 40	$ 2
48—No. 1 Tumblers..	4 95	5
24—No. 3 Tumblers..	4 45	4
24—1 lb., tins	8 45	8
1—12 lbs., pail	3 85	...
2—12 lbs., pails ...	8 20	8

FOREST CREAM SALTED PEANUTS (BLANCHED)

72—5c packages ...	$ 2 40	$ 2
48—No. 1 Tumblers..	4 40	4
24—No. 3 Tumblers..	3 60	4
24—1¼ lbs., tins ...	8 50	9
1—15 lbs., pail	3 10	...
2—15 lbs., pails....	6 50	7

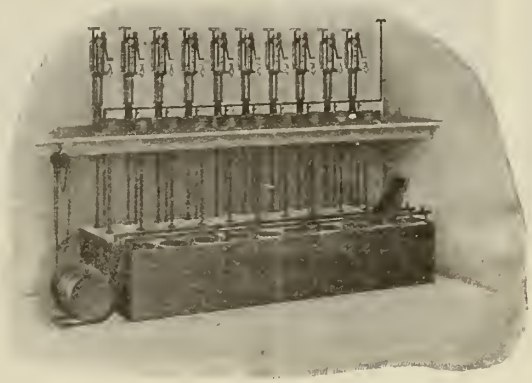
BOWSER
ESTABLISHED 1885

Oil Storage Efficiency

For cleanliness; safety, speed and accuracy in operation, and for business-promoting equipment—Bowser stands unsurpassed.

Systems made for oils, gasoline, kerosene, etc., protect you from losses and at the same time make satisfied customers.

Figure 41, as shown on the left, can be used for gasoline when connected with an underground tank; for kerosene and other oils the pump is connected with tanks in the basement.



S. F. Bowser Company, Limited

66-68 Fraser Ave. - Toronto, Canada

Branch Offices in all Centres

Representatives Everywhere

"Made in Canada for every Canadian"

BEE BRAND
PERFECT JELLIES

3 Full Imperial Pints for 25 cents

ANY FLAVOR

We cut the cost of living, raise the quality of the Product by giving you the best Jelly made. If your wholesaler has none in stock write for our special offer.

Your Profit Protected

BEE STARCH CO., LIMITED

291 St. Paul Street West

MONTREAL

The fresh, crisp Sodas that always please

"Meadow Cream" SODAS

Always retain the oven-crispness.

We manufacture a large variety of hard sweets, including Marshmallow, Sandwich and Jelly Goods, all made from the best of raw materials and by competent workmen.

The W. J. Crothers Company, Limited

Kingston, Ontario

NO PAILS WATER MESS

Saves Time and Labour

Cleans in a Flash

"DRYCLENE"

Used by the Principal Railways, Shops, Hotels, Clubs, etc., in the U.K.

Export Agents:

Lafontaine & Harvey

122 London Wall London, Eng.

To whom all enquiries should be addressed.

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

Spring Time is Pancake Time

Sell Brodie's XXX Self-Raising for Making Pancakes

Your Customers will want Brodie's.
See that you have a good stock.

Easy to Sell *Shows a Nice Profit.*

Ontario Agents:
Chadwick & Wright
28 Duke St., Toronto

Brodie & Harvie, Ltd.
Bleury Street, Montreal

Quebec Agents:
J. B. Renaud, Inc.
Quebec

ROYAL ACADIA SUGAR

"Every Grain Pure Cane"

A wholesome production from the pure cane to the purest refined granulated sugar — then called Royal Acadia Sugar.

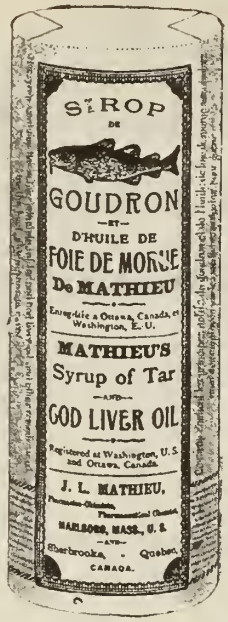
It has a reputation that will bring you repeat sales and a profitable trade.

Your highest recommendations of Royal Acadia Sugar are justified, as it possesses every quality that will give perfect satisfaction.

"Every Grain Pure Cane."

Sold in 2 and 5-lb. cartons; 10, 20 and 100-lb. bags, half-barrels and barrels.

The
Acadia Sugar Refining Co., Limited
HALIFAX, CANADA



Here's a Big, Profitable Spring Seller

MATHIEU'S SYRUP of TAR and COD LIVER OIL

Spring with its many changeable, wet days is an ideal time to feature this nationally famous Mathieu Cough Remedy. It will pay you handsomely to get up a good display and suggest it to your customers.

The efficiency of this dependable remedy always wins confidence and satisfaction and the profit margin is exceptionally good.

Try a sample order.

J. L. MATHIEU CO., *Proprietors*
SHERBROOKE, QUEBEC

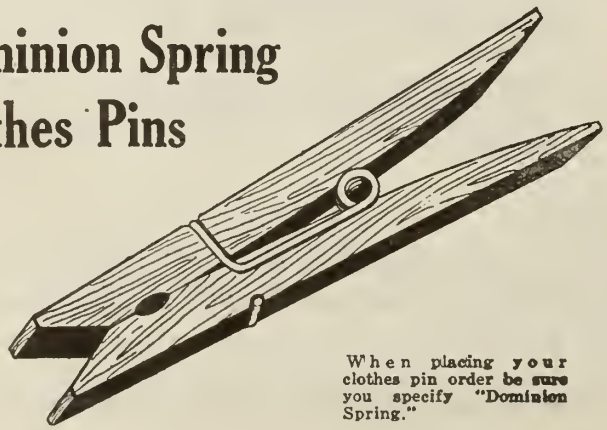
PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Easter Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co.. 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST. W., MONTREAL

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's Greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

Build a Real Dye Trade

with Sunset—*the real Dye*

Permanent Profits grow only where the product makes good permanently. Sunset is the one home dye that always gives satisfaction—*dyes all fabrics perfectly in one dye bath*—no chance of mistakes or ruined garments. That's why the Sunset trade grows steadily and *sticks*—also the Sunset profits.

Stock up on Sunset for the big Spring business. Cash in the good profits on our strong national advertising by displaying Sunset.

The handsomely lithographed Sunset Cut-Out, the Display Case and Color Card, actually *cut your selling expense,* when displayed in your store.

Plenty of Sunset—all colors—available at all times. Order to-day from your jobber. If you have trouble or delay in getting Sunset, write at once to

HAROLD F. RITCHIE & CO., LTD.
Sales Representatives for Canada and U.S.
Toronto, Canada 171 Madison Ave., New York

NORTH AMERICAN DYE CORPORATION, LTD.
Manufacturers
Toronto, Canada Mount Vernon, N.Y.

22 FAST COLORS

New Window Cut-Out FREE
Size: 28" x 40" Many beautiful colors. If you have not already received one, write. Sent free.

Counter Display Case
Your jobber can supply Sunset packed 1 gross assorted in this attractive display case. Ask him.

Sunset Soap Dyes

The Real Dye

Why You Should Feature KING GEORGE'S NAVY

Open a Tobacco Department

Devote a little corner of your store to the featuring of quality tobaccos and prove what a money-making line tobacco really is.

A little effort on your part will pull you many extra dollars by putting tobacco on the weekly grocers' list.

There is no surer way to give your tobacco department the right start than by featuring **KING GEORGE'S Navy**, the popular chew of the critical man.

The profits are good.

Handled by the Wholesale Trade.

Rock City Tobacco Co., Ltd. Quebec and Winnipeg

The old-time favorite

Cow Brand Baking Soda is still the choice of Canadian housewives because its greater strength makes it more economical and its absolute purity always produces the finest results.

Look over your stock and keep well supplied.

CHURCH and DWIGHT Limited

MONTREAL

Moths Bed Bugs Lice

Roaches Flies and Mosquitoes

SAPHO FLY and INSECT POWDER

Kills Moths, Flies, Bed Bugs, Grub in Meal, etc.

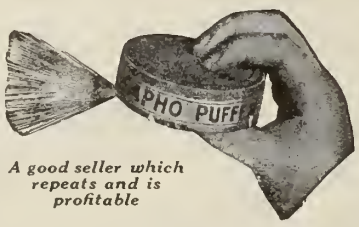
NOT THE LEAST POISONOUS TO HUMANS

Packed in all sizes, most popular of which is

SAPHO PUFFERS

Price $1.25 per doz.
3 doz. per case

An all cardboard container and gun complete and full ready to use.



A good seller which repeats and is profitable

For Sale by All Wholesalers

Agents for Prairies: Gibson-Paterson-Brown, Ltd. Winnipeg, Man.

Agents for B.C.: Putnam, Cosens & Wright, Ltd. Vancouver

Agents for Maritimes: Gamblin MacLeod Sales Co., St. John, N.B.

The Kennedy Manufacturing Co.

588 Henry Julien Avenue, Montreal

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BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto

STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.

OPPENHEIMER BROS., LTD. Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld

Order from your Jobber to-day
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivary 7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

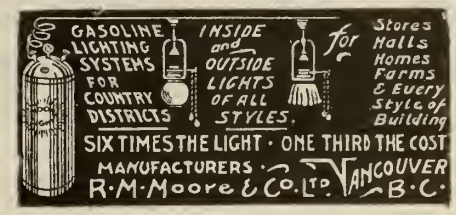
BARRELS
Order your Maple Syrup Barrels and Kegs Now.
Prompt Shipments
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

Information
We can keep you posted with all daily news and business Tips.
Canadian Press Clipping Service
143-153 University Avenue, Toronto

RICE MARKET SHOWS FIRMNESS

L. C. Naisawald & Sons in their rice circular say: "Although there is no great increase in business the general feeling from all parts is better and the trade places confidence in the strength and steadiness of the market. Despite the absolute absence of demand at times during the entire season the market has remained fairly steady and after each setback has rallied and strengthened with renewal of business. For a time buyers were not inclined to follow advances and evidently were not disposed to figure prices being maintained. The result of this was that local sellers created a cut-throat market, selling on close margin, while buyers looked for bargains and usually paid their own price. Now that this has ceased and stocks have dwindled buyers are compelled to meet the advances at the primary points, which are higher and steadier than the spot market. The California situation has been definitely settled and prices announced figured on a basis of $4.40 singles f.o.b. San Francisco."

These one-inch spaces only $2.20 per insertion if used each issue in the year.


GASOLINE LIGHTING SYSTEMS FOR COUNTRY DISTRICTS
INSIDE and OUTSIDE LIGHTS OF ALL STYLES.
for
Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
MANUFACTURERS
R·M·Moore & Co. Ltd.
VANCOUVER B·C·

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk Pickles, Mincemeat, etc.

TANGLEFOOT
PRODUCTS
STICKY FLY PAPER. STICKY FLY RIBBON. TREE TANGLEFOOT. ROACH and ANT POWDER.
THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE — ONE POWER FRUIT CLEANER complete, with motor in good condition. Motor Canadian General, three phase, two h.p., 60 cycles, 220 volts, 1800 R.P.M. One double Hobart Coffee Mill with additional meat-vegetable slicer, pulverizer, peanut grinder, single phase, ½ h.p., 110 volts, 60 cycles, 1750 R.P.M. Apply Box 510, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE — GENERAL STORE, EIGHTEEN miles east of Sarnia on G.T.R. and county road. Stock $4,000. House in connection. 5 first-class routes. Good settlement. A good chance for someone. A. H. Sheppard, Aberarder, Ont.

FOR SALE—GROCERY BUSINESS, LIVE ONtario town, established 15 years, turnover $30,000. Stock and fixtures, $3,800. Small overhead expenses. No trifling. Apply Box No. 520, Canadian Grocer, 153 University Ave., Toronto,

FOR SALE—BEST EQUIPPED GROCERY, PROvision, and meat store, in Western Ontario, doing a turnover from $10,000 to $12,000 per month, situated in a thriving city, population 20,000. Owner retiring. Apply Box 530, Canadian Grocer, 153 University Ave., Toronto, Ont.

SEED—GARDEN PEAS, SWEET WRINKLED, general crop variety, 15 cents per pound. Sample if required. A. Bingle, Grimsby, Ont.

DO YOU REQUIRE CAPITAL?

DOES YOUR BUSINESS REQUIRE ADDItional Capital? Do you want a partner with Capital? Do you want to sell your business? Do you want to buy an established business? All information treated confidentially. Write National Investment Co., Investment Brokers, Twelve Adelaide West, Toronto, Ont.

FOR SALE—CANNING PLANT LOCATED IN the centre of Prince Edward County, on main highway, with C.N.R. siding, Hydro power and light. Drainage and water supply the best. Now taking fruit and vegetable contracts for 1921 pack. Good reason for selling. Address Box 534, Canadian Grocer, 153 University Ave., Toronto, Ont.

When writing to advertisers say you saw it in Canadian Grocer

POSITION WANTED

POSITION AS TRAVELLING SALESMAN IN city or the Canadian West wanted by man with 5 years' practical experience in general store. Age 22. Apply Box 458, Canadian Grocer, 153 University Ave., Toronto, Ont.

GROCERY CLERK WISHES SITUATION, 15 years' experience all departments, at present employed, wishes change, Northern Ontario preferred. References. Box 518, Canadian Grocer, 153 University Ave., Toronto, Ont.

SUCCESSFUL GROCER, 28, MARRIED, WANTS position wholesale grocery or traveling. Box 516, Canadian Grocer, 153 University Ave., Toronto, Ont.

YOUNG MARRIED MAN, NINE YEARS' GENeral store experience, will accept groceries or dry goods, Northern Ontario preferred. Can supply best credentials. Box 522, Canadian Grocer, 153 University Ave., Toronto, Ont.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

GROCER, WITH 18 YEARS' EXPERIENCE IN retail business; all round knowledge departmental store work, desires change, excellent references; salary, $150-$200. Capable charge. Box 538, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED — POSITION BY STEADY, RELIable, married man. Five years' experience in grocery trade. Last year as manager. Open for engagement April 3rd. References if required. Box 536, Canadian Grocer, 153 University Ave., Toronto.

SALESMAN WANTED

WE REQUIRE A FIRST-CLASS TRAVELLING representative, preferably with a knowledge of the wholesale grocery business; a man of good presence, address, and education. Must have letters of reference. Willing to pay a good salary to a good man. Excellent prospects of advancement. John Tobin & Co., Halifax, Can.

MARGARINE

Position as Superintendent or Manager wanted by a thoroughly scientific and practical trained Butter and Margarine Expert, with many years' practical experience with leading factories in various European Countries.

Able to take charge of construction, etc. Apply Box 524, Canadian Grocer, 153 University Avenue, Toronto, Ont.

RID-OF-RATS

Patented, is Non-Poisonous and can be used anywhere without risk of killing house pets or injuring human beings. Eight years on the market. If your dealer doesn't carry it, send direct to the manufacturer

THE BERG & BEARD MFG. CO., 100 Emerson Place, Brooklyn, N.Y

Price $1.80 per doz. boxes; $1.00 per lb. (Discount quoted upon request)

We also manufacture a very effective Gopher Exterminator

BY ROYAL APPOINTMENT

1770 1921

Day & Martin's

(The House with a History)

Outfit

Black or brown leatherette box with padded lid, embossed with silver lettering, containing :

1. **One tin of either Black or Brown Day & Martin's Wax Shoe Polish in the tin with the Tab.**
2. **Hard brush for removing the dust. This brush also has a small end for applying the Polish.**
3. **Soft brush for polishing.**
4. **Scarlet velvet pad for finishing.**

Full directions how to keep shoes young the Day & Martin way.

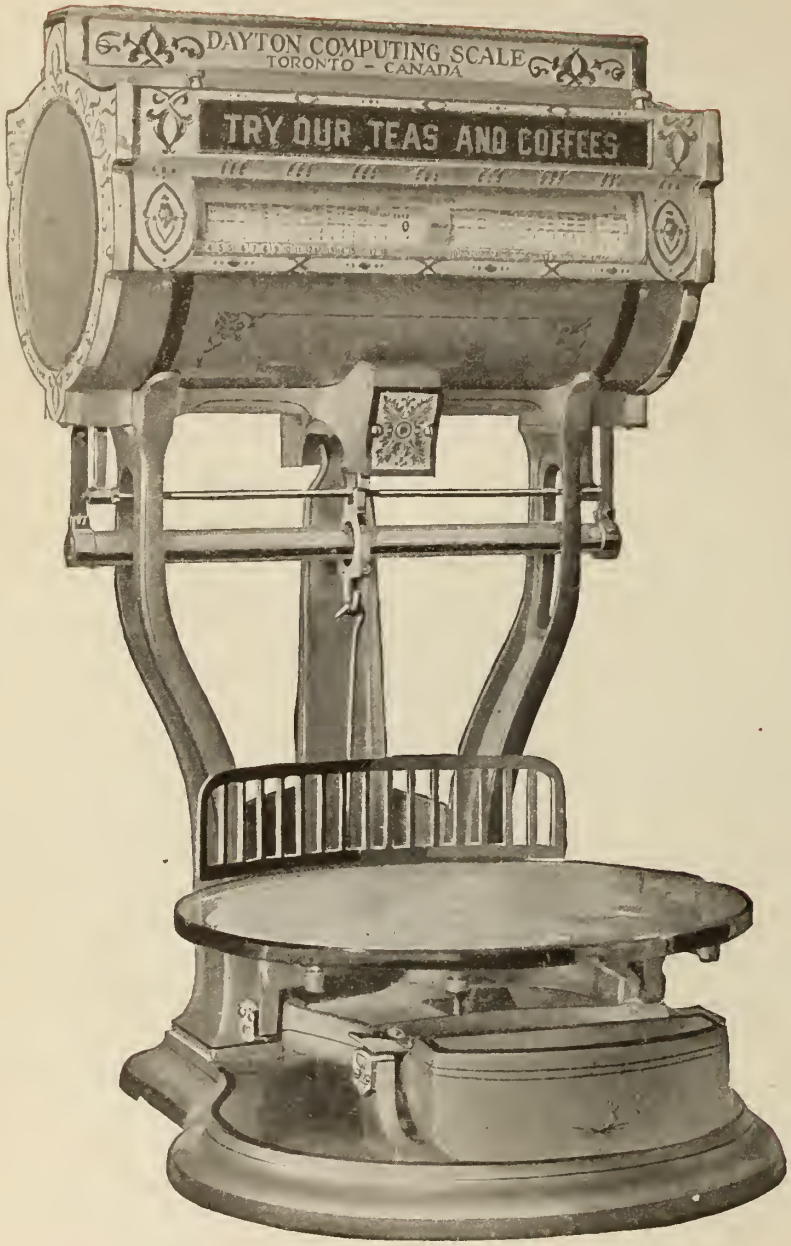
The Day & Martin Outfit will appeal to your customers as a useful and compact shoe-cleaning set, to pack easily in their grip for use when going on a journey. For you it makes an attractive window or counter display, and is supplied at less than cost price to all dealers stocking Day & Martin's Shoe Polish.

Quotations on receipt of post card to :—

HARGREAVES (CANADA), LTD.,
24, Wellington Street West, TORONTO.

WINNIPEG. VANCOUVER.

—if you were on the "other side" of the counter



—and had to walk 12 feet around the end to reach a scale

—WOULD YOU LET YOUR CUSTOMER WAIT?

THE SWIVEL BASE of a Dayton Scale gives you the use of two scales. Weights can be made on either side of the counter. By simply raising a small lever at the lower right hand side a gentle push will turn the scale "right about face." The swivel base operates by means of ball bearings.

THE DAYTON'S SWIVEL BASE

is one of the exclusive features of scientific construction which give this scale its commanding superiority. It enables the merchant:

1. To operate his scale from either side of the counter.
2. To get proper light on his scale.
3. To save walking time of clerks, thus speeding up service to customers.

The Swivel Base is the product of years of study and experiment.

The International Dayton Scale

has proven its reliability in a million stores. It saves time, satisfies customers and safeguards profits every time anything is weighed.

Made in Canada.

International Business Machines Co., Ltd.

For your convenience we have Service and Sales Offices in Vancouver, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Dayton Scales and International Electric Tabulators and Sorters.

MANUFACTURERS' AGENTS ISSUE

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE: TORONTO, MARCH 25, 1921 No. 12

Making it easy to sell Canned Ocean Products

A Bargain in Ocean Products!
While they last, any Grocer in the City can supply you with—
Gosse-Millerd's
CAUGHT AND PACKED IN BRITISH COLUMBIA
Introductory Package
This picture shows it as you'll find it on your grocer's counter
Every can in these Packages is of this season's pack.
Not more than one to a customer
$1.19
"Ocean Products"
Introductory Package
Including Recipe Booklet
Quality Guarantee
Consider their food values!
Order From Your Grocer NOW!
OCEAN PRODUCTS

Vancouver and Victoria have just been swept off their feet by a whirlwind one-week's selling of six varieties of canned ocean products—Pilchards, Fresh Herring, Kippered Herrings, Herrings in Tomato Sauce, Pink Salmon and Kippered Salmon—packed in a neat box, with a recipe book—ready to hand over the counter.

Householders couldn't get enough — Grocers made a neat profit—Wholesalers are well satisfied.

NOW—our representatives have just been, or are on their way to you to tell you all about it.

Gosse-Millerd's

CANNED OCEAN PRODUCTS

Introductory Package

A Quick, Profitable Seller

Advertising on a large scale (see reproductions here) is part of the sale—retailers in the cities mentioned are already reaping large repeat business. Hear our men when they call—they will talk from experience.

Gosse-Millerd Packing Co., Limited

Vancouver, B.C.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

House-cleaning Time is Here! What Does That Mean to You?

IT should mean a chance to make extra sales in lines that are particularly "saleable" at this Season.

The season when the sales of O-Cedar Polish reach their Peak—therefore, the time of the year for O-Cedar Window Displays.

The merchant who makes use of O-Cedar Advertising Material in his Windows and around his store, gets the benefit of the extra demand that comes at House-cleaning time for both O-Cedar Polish and the O-Cedar Polish Mop

O-Cedar Polish

CHANNELL LIMITED - TORONTO

Color Is Not Quality

Dumas, in a most amusing chapter, showed: "At night all cats are grey." In other things his statement holds true, for the real clever Housewife of to-day can serve Cascade Pink Salmon, and give it all the delightful elegance of Sockeye, proving color is not quality. This recipe will demonstrate. Try it.

Baked Salmon With Spaghetti

One can of salmon, one-half pound of spaghetti broken fine, butter size of egg, one pint of milk, two eggs. Boil spaghetti in salted water until tender, drain in a colander, and pour cold water through it; grease baking dish and put layer of spaghetti, layer of salmon, bits of butter and pepper; continue until all is used. Beat eggs, add milk, and pour over and bake forty-five minutes. Serve with or without white sauce.

If your lady customers liked last week's recipe, they are sure to like the one above even better. Sell them Cascade.

Don't flirt with off Brands. Stick to pinks packed by

B.C. Fishing & Packing Co., Limited

VANCOUVER, B.C.

The "Quality" Macaroni

When you buy SUPERIOR BRAND (Made-in-Canada) MACARONI you are getting the highest quality on the market. All the many varieties of high-grade macaroni and vermicelli we produce are made from the finest Canadian hard wheat in a modern, hygienic factory. Our special drying process, under the supervision of long experienced macaroni experts, **insures uniform quality, excellent color, freedom from spots and vastly superior keeping qualities.** You can buy in large quantities without fear of deterioration.

Special quantity discounts. Order through your wholesaler or write us direct.

MACARONI	SHELLS
VERMICELLI	MEZZANI
SPAGHETTI	ORZO
READY CUT	SETUCELLI
ALPHABETS	STIVELETTI
STARS	TUBETTINI

Selling Agents

Loggie, Sons & Co.

Toronto

The Superior Macaroni Co., Limited

Toronto, Ont.

Cable Address: "Langleyew"
(Western Union and Bentleys)

Langley, Harris & Co.
Limited

Manufacturers' Agents
Importers and Exporters

Grocers, Confectioners and
Drug Specialties

Toronto - Canada

SUCCESSORS TO
MACLURE & LANGLEY, LIMITED

Keeps Dust Down--

IMPERIAL
FLOOR DRESSING

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans, and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

Dirt is bound to accumulate in busy stores. But it can be kept from settling on your stock and shelves in the form of dust if you use Imperial Floor Dressing.

Customers will be attracted by the absence of dust in your store, by the neat appearance of your merchandise, by your "spick and span" displays and bright show cases.

One application of Imperial Floor Dressing cleans and preserves floors and prevents dust from rising. One gallon will treat upwards of 700 square feet and does not need renewing for weeks.

Imperial Floor Dressing is non-evaporating and non-gumming. It catches and holds the dust on the floor where it can easily be swept up and disposed of. It is the most sanitary and satisfactory dressing you can buy—or sell—for floors, linoleum or oil cloth.

Its effective use in your own place of business creates a big market for floor dressing among your customers. Talk to the Imperial Oil salesman about it.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

CLARK'S Prepared Foods

SEASONABLE LINES

Lent is Over Spring is Here

Corned Beef Roast Beef Boiled Beef Ox Tongue

English Brawn

Cambridge Sausage

Potted Meats

Tongue, Ham and Veal

Beefsteak and Onions

Sliced Smoked Beef

Lunch Tongue

Loaf Meats

Devilled Meats

Canadian Boiled Dinner

Irish Stew

Corned Beef Hash

CLARK'S SOUPS
CLARK'S PORK and BEANS

Look for this on the Label

CANADA EST 24 APPROVED

The Government guarantee of Purity

W. CLARK, LIMITED - Montreal

The Grimsby Fruit Growers Limited

Growers, Packers, Shippers, Canners and Preservers of

Canadian Fruits and Vegetables

GRIMSBY - ONTARIO

Special facilities for handling export business.

The Largest Independent Packers of Fruits and Vegetables in Canada

The Fruits and Vegetables of the Grimsby Fruit Growers, Limited, are of the choicest selected stock, secured from grower-members in the heart of the famous Niagara Peninsula.

Special trucking facilities enable us to supply our plant with the highest grade stock as it is required. There is no "piling up" of supplies and consequent deterioration. This, with the most modern process of canning, helps us to give the consumer the full natural fruit and vegetable value and insures a uniform high quality and superior fresh flavor and appearance that is distinctive.

CANNED FRUITS—Strawberries—Plums—Raspberries—Pears—Cherries—Peaches—Apples.
CANNED VEGETABLES—Beans—Beets—Tomatoes—Pumpkin.
JAMS—Pure Jams—Blended Jams—Compound Jams.

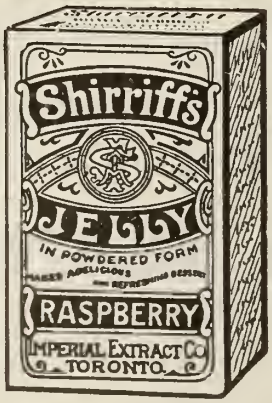
Fruits and Vegetables packed in enamel lined Sanitary Cans, Jams in Gold Lined Pails and Glass Jars.

Under Government Inspection.

Order through your wholesaler or write us direct for quotations.

Selling Agents: GRIMSBY BROKERAGE COMPANY - - 106 BAY STREET, TORONTO, CANADA

Representatives for Quebec Province: FORBES & SON, 291 ST. PAUL ST. W., MONTREAL



Shirriff's JELLY POWDER

Distinctive flavor—is the reason so many people insist on Shirriff's Jelly Powders. The purchaser calls it "that fresh-fruit taste"—

But to the dealer, it is "that come-back-for-more" taste. For, come back they **do**—not once, or twice, but regularly and repeatedly.

There is only one Jelly for those who have tasted Shirriff's.

That is why Shirriff's Jelly Powders are fast-moving stock and **not** shelf-decoration.

IMPERIAL EXTRACT COMPANY

TORONTO, ONTARIO

Harold F. Ritchie & Co., Ltd., Toronto and Montreal

Do You Want Space In the New Pure Food Building?

Practically two-thirds of the space in the new **FOOD BUILDING** to be erected on the Canadian National Exhibition Grounds in Toronto, has already been reserved.

Manufacturers must act *NOW* who haven't yet sent in their reservation. There is no time to lose if you want space and if this building is to be ready for this year's Exhibition in August and September.

The new *Pure Food Building* will be handsome in structure, unique in design, with nine open-air courtyards, pillars of Roman Stone, distinctive entrances, minarets, etc.—a building sure to attract immense crowds to your exhibit.

Following firms are among those that have already signed for space:

The Cowan Co.;
Christie Brown Co.;
Quaker Candy Co.;
The Borden Co.;
Langley, Harris Co.;
W. G. Patrick & Co.;
H. J. Heinz Co.;
Wm. Neilson, Ltd.;
Wagstaffe, Ltd.;
T. A. Lytle Co.;
Bowes Co.;
J. H. Wethey Co.;
T. H. Estabrooks Co.;
Walter M. Lowney Co.;
Can. Milk Products Co.;
Wm. Davies Co.;
Telfer Bros.;
E. D. Smith & Son;
City Dairy Co.;
McLarens, Ltd.;
J. S. Fry & Son;
Swift Canadian Co.;
Power Keachie Co.;
Holbrook's, Ltd.;
Wm. Paterson, Ltd.;
Laura Secord Candy Co.;
Harris Abattoir Co.;
Patterson Candy Co.;
Ex-Ox Co.;
Ingersoll Packing Co.;
J. K. McLauchlan;
Canada Starch Co.;
Dominion Chocolate Co.;
Chr. Hansen's Canadian Laboratory;
Can. Maple Products, Ltd.;
Gunns Ltd.;
C. J. Bodley Co.;
Thos. J. Lipton;
Smalls Ltd.;
Culverhouse Bros.;
Maritime Fish Corporation.
The Welch Co.
Bowron Bros.

Wire or telephone your reservation

Food Products Association

153 University Avenue, Toronto

B. T. Huston, Secretary. Phone Adelaide 5740

A Superior Separated Milk Powder

Every wholesale grocer stocks it
Good grocers sell it in yellow tins

Phone College 2040

The Drimilk Co., Limited

Courtland, Ont.

Donald H. Bain Co., Winnipeg,
Western Distributors

Executive Offices : Spadina Crescent, Toronto
Eastern Offices : 332 Bleury Street, Montreal

Genuine Italian Olive Oil

at Greatly Reduced Prices

A Special Offer to re-introduce "PURITY" Italian Olive Oil — absent from the market since the early part of the Great War which made it impossible to import further supplies until recently. An opportunity for YOU to replenish your stocks at BARGAIN PRICES. We have received a complete assortment of sizes, namely, 6 gal., 1's, ½'s, ¼'s, ⅛'s, and 1-16 gal. tins.

Advise us promptly as to your needs and we will quote you.

P. Pastene & Co., Limited

340 St. Antoine Street, Montreal

Lane, Crawford & Co., Ltd.

Sole Agents for Shanghai

FOR

Waddells' Famous Canadian Jams

MANUFACTURED WHERE GROWN
UNDER HYGIENIC CONDITIONS

Apricot - - - -	per	Glass	Jar	$0.85
Black Currant - -	"	"	"	0.90
Cherry - - -	"	"	"	0.85
Gooseberry - - -	"	"	"	0.75
Peach - - - -	"	"	"	0.75
Plum - - - -	"	"	"	0.70
Raspberry - - -	"	"	"	0.85
Strawberry - - -	"	"	"	0.90
Crab Apple Jelly - -	"	"	"	0.85
Red Currant Jelly - -	"	"	"	0.75

PROVISION DEPARTMENT
9A NANKING ROAD, SHANGHAI.

Even in Far-off China

Waddells' Jams

are popular sellers

The advertisement to the left is a copy from a recent SHANGHAI, CHINA, newspaper (reduced to one-fifth actual size) featuring WADDELLS' Splendid Canadian-made JAMS.

WADDELLS' JAMS are very popular in China—for their inimitable flavor and delightful smoothness never fail to win favor **wherever they are introduced.**

(The prices quoted in the advertisement are in Mexican Money)

WADDELLS', LIMITED

Jams, Jellies, Marmalade, etc.

Brantford, Ont., Canada

MARCH SPECIAL

To more thoroughly popularize our Garden Brand Package Peas . . . .

We are going to give you **1 case of 3 doz. packages free** with every **five case order,** and prepay the freight to your nearest station. The price per case of 3 doz. packages is $2.85.

On this free deal you receive 216 packages for the sum of $14.25, which equals 6½c per package.

You then can make a special of this line at 3 packages for 25c and have a good margin, and at same time, extraordinary value to customer.

April and May are the two best months in the year for selling package Peas.

Garden Brand Peas are a super grade of Marrowfat Peas with a patent steeping tablet in each package, and it is this tablet alone that makes the peas cook so tender and eat like green Peas fresh from the garden.

Mail your orders in to us with this advertisement attached, and order as many five case deals as you can handle at this special price.

THE HARRY HORNE CO., LTD., Toronto

"Exclusive Distributors of Good Things to Eat"

"Manufacturers" and "Wholesalers"

We offer the following Bush Specialties at reasonable prices:

VANILLIN "BUSH"

THE STANDARD

100% Pure and British made

Oil Lemon "W.J.B." Oil Orange "W.J.B."

From our OWN factory at Mili, Messina, Sicily

Oil Vanilla

Resinol Vanilla "Bush"

Scientifically prepared to retain the true flavor

Pure Fruit Extracts

Absolutely Pure Guaranteed

Butter Flavor W "1079"

This is a most popular line and is sold to Bakers and Confectioners in large quantities

W. J. Bush & Co. Canada, Limited

Offices and Factory: Montreal, Quebec
Depots: Toronto, Winnipeg, Vancouver
Parent House: - London, England

Depots on every Continent

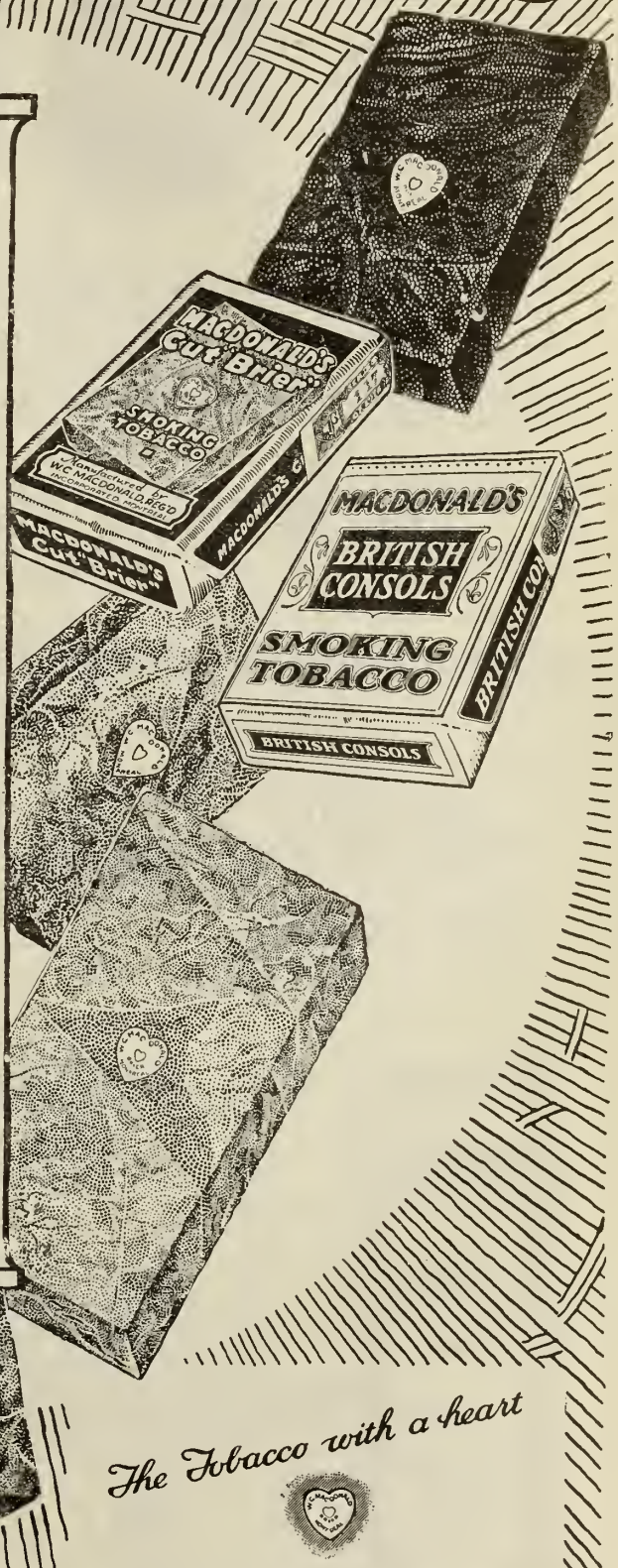
MACDONALD'S

The Meaning of Tobacco Value

THE reason why Macdonald's Tobacco is so overwhelmingly preferred by Canadian smokers is the same reason why it proves so attractive to the retailer. That reason is **VALUE.**

Value, to the smoker, means "More Tobacco for His Money" —to the retailer "More Money from His Tobacco." There really is more money in Macdonald's for the man who sells it—largely because there is more tobacco in Macdonald's for the man who buys it.

Ads that will not be ignored are insisting that you stock up on "The Tobacco with a Heart."



The Tobacco with a Heart

—The all-Canadian Leaders

That Malcolm purity and quality combined with Malcolm delicious goodness and undoubted economy have been appreciated by Canadian housewives is evidenced by the fact—that in spite of keen competition they have become the all-Canadian leaders in their line.

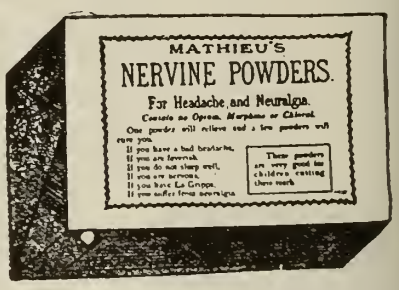
Now, as never before, it is the duty of every merchant to keep Canadian money in Canada. That's why we urge you to buy Malcolm's Milk products—the all-Canadian—Canadian-made products on the market.

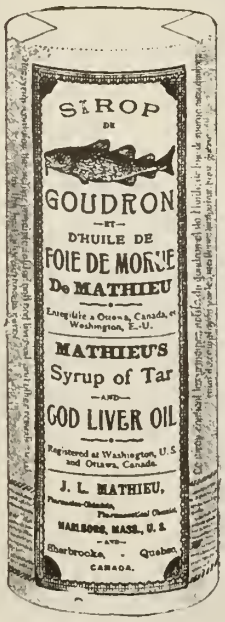
The Malcolm Condensing Co., Limited

ST. GEORGE, ONT.

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

MATHIEU'S NERVINE POWDERS





Two Profitable Lines to Feature in Your Spring Displays

Headaches and colds are two very common complaints during the rainy spring weather, and grocers who feature these two popular Mathieu Remedies can ring up big profits.

Both these dependable remedies have proven their worth for years from coast to coast. They contain no habit-forming or injurious drugs, and they are most effective and perfectly safe.

Try a sample order.

J. L. MATHIEU CO., *Proprietors*
SHERBROOKE, QUEBEC

QUAKER BRAND

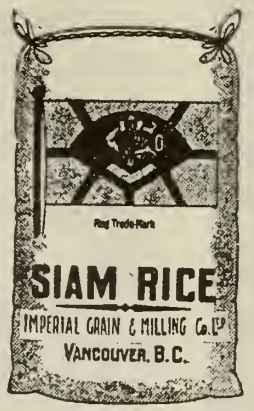
Quaker Brand canned fruits and vegetables are the choicest products of the fertile valleys of British Columbia.

Canneries are located at strategic points throughout the Province in the centres of each district where certain fruits or vegetables reach their highest perfection.

In stocking Quaker Brand you offer your customer the best canned goods Canada can produce.

Dominion Canners B. C. Ltd.
Head Office: Vancouver, B.C.

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

BOXES AND CRATES

SUPPLIED BY

British Columbia Box Manufacturers

Combine Strength, Light Weight and Appearance

RAW MATERIALS, EQUIPMENT and SHIPPING FACILITIES equal to any demand.

Enquiries addressed to the Secretary

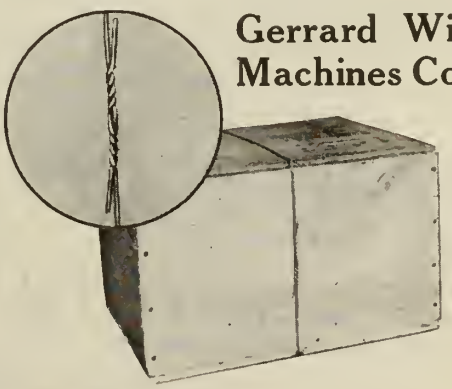
Box Manufacturers' Section
Canadian Manufacturers' Association
VANCOUVER

will receive prompt attention.

15 Cents per Hundred Reduction on Freight Rates!

The steamship companies make a 15c reduction per hundred pounds on export shipments strapped with Gerrard Wire.

On apples, salmon, etc., the shippers save more on freight than the cost of strapping; in addition reducing their breakage, pilferage, and claims.



Gerrard Wire Tying Machines Co., Limited

Head Office: Hamilton

Branches: Montreal *and* Vancouver

Eureka Refrigeration Equipment

This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.

Head Office and Factories:
OWEN SOUND, ONTARIO

Marsh's Grape Juice

Marsh's Grape Juice
Unfermented Port
Black Cherry Wine
Raspberry Vinegar
Marsh's Pure Apple Cider

The Marsh Grape Juice Company

NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Co. Limited
Toronto and Montreal

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

THE "BRITELITE"

THE PROBLEM OF
EFFICIENT AND ECONOMICAL
COMMERCIAL LIGHTING
SOLVED

★ ★ ★

INSTALL THE EDMUNDS

"BRITELITE"

Simple, Substantial and Satisfactory.
More Light, Less Current.
The Reflector does the work. Particulars on Application.

J. H. Edmunds Company, Ltd.

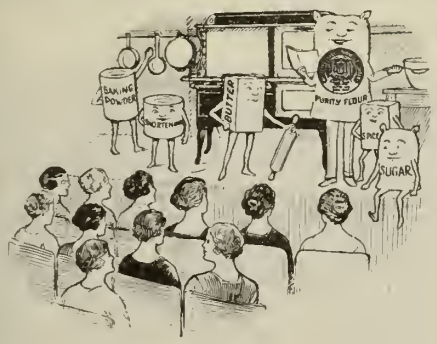
Electrical Fixture Manufacturers
221-225 Richmond St. West, Toronto
Phones: Adelaide 6731-6732

Watch Your Stock

When customers want Red Rose Tea, it will please them, and help your grip on their business, if you can invariably supply the tea they want. Don't let your stock of Red Rose Tea run down.

T. H. Estabrooks Co., Limited

St. John Montreal Toronto Winnipeg Calgary Edmonton



Flour Teaches Cooking

Encourage home-baking among your customers. The more flour they use, the more they'll learn about baking and cooking generally, and the more groceries you'll be called upon to supply.

PURITY FLOUR

is a household flour. You may recommend it for bread. You may recommend it also for cakes and pastry.

Western Canada Flour Mills Co., Limited

Head Office - Toronto

Eastern Branches: Goderich, London, Hamilton, North Toronto, Ottawa, Montreal, St. John, N.B.

Western Branches: Victoria, Nanaimo, Vancouver, Prince Rupert, New Westminster, Nelson Courtenay, Rossland, Calgary, Edmonton, Brandon, Winnipeg

The two finest mustards that human skill can produce

COLMAN'S and KEEN'S

These two high-grade mustards have built up a national reputation for quality that makes selling them a pleasure.

Look over your Mustard stock, and as you have always sold one or both of these brands, keep all the sizes replenished.

MAGOR, SON and COMPANY, LIMITED
30 CHURCH STREET, TORONTO 191 ST. PAUL ST. W., MONTREAL

Old Tea Is Bad Tea

Nothing will scare away custom as quickly as "stale" goods. Tea to be good must be fresh and to ensure satisfaction to your customers you should handle only freely selling lines ("Salada" is a larger seller than all the others put together) and see that your stocks are "rotated" properly. That is to say, when shelving, do not put fresh stock in front of old. Remember, too, that those who handle "Salada" are protected, absolutely; for we will take back and refund the purchase price of any "Salada" that grows old on their hands—that is why "Salada" is logically the only safe Tea to handle.

SALADA TEA COMPANY OF CANADA, LIMITED

CANADIAN GROCER

VOL. XXXV. TORONTO, MARCH 25, 1921 No. 12

Compete with "Mail Orders" and Win

Stone and Fisher, Iroquois, Ont., Believe That Advertising Pays the Grocer—This Firm Also Advertises Through the Children, by Handling School Supplies and Otherwise Catering to Them.

By staff correspondent of Canadian Grocer

IROQUOIS, Ont., March 22.—In August, 1920, the grocery firm of Stone and Fisher opened their new grocery store in Iroquois, Ont. This new store is made up of two stores joined together, forming two wings with a connecting archway. One-half of the store is used in the summer as an ice cream parlor and confectionery store, and the other half is used for general groceries. In the winter time the ice cream parlor is used for chinaware and Christmas goods. As both of the stores, which have been connected to form one, have large display windows, it is evident that the whole floor space of the new store is well lighted, particularly since windows in the back of the store lead to an open court in the rear.

Above the main store there is a second floor which is used at the present time for the display of chinaware and crockery. Mr. Fisher contemplates remodelling the upper floor in the near future and turning it into a second department in his business. Since at the time of opening the store Mr. Fisher did not foresee the need of these new departments he leased part of the upper floor and is now unable to use it himself until the lease runs out.

The most striking feature of this store is the orderly and systematic layout of the different departments. On the right-hand side of the store when entering is a large glass front showcase which is lighted with electric lights. In this case are displayed pipes, cigars and smoking outfits. On the left hand side is another similar case displaying books, stationery and library equipment. Next to these cases on either side are showcases displaying chocolates both in bulk and in packages. The meat department is at the rear of the store immediately opposite the entrance and behind this is the refrigerator. The ceiling of both wings of the store is finished in white enamelled metal. The shelves and cases on the walls of the store are all finished in white enamel, giving the place a very bright appearance. At the rear of this building is a shed for the accommodation of the farmers' rigs and their sleighs in the winter time. Mr. Stone emphasized the importance of this accommodation when a grocery is catering to the farmer trade.

A Good Scale Creates Confidence

In speaking to a Canadian Grocer

Illustrating the interior of the store of Stone & Fisher at Iroquois, Ont., where this firm carries on an extensive country trade

representative about the fixtures in the store W. C. Stone said, "There is one fixture in every store that to my mind is the most important. One which the grocer should take every care in choosing regardless of the expense. It is his weighing machine. The scale is the bond between the grocer and his customer, and as for myself I want nothing but the very best in my store. If any one can prove to me that there is a scale that is better than the one I now have I will buy it immediately because I know that only the best will pay the grocer. In the first place a good, accurate, business-like scale will encourage the confidence of the customers."

Advertising Pays the Grocer

When asked about his advertising Mr. Stone said, "Although we are situated in only a small town we miss the advertising medium of a newspaper. For some years we had one in Iroquois, but on the death of the proprietor it was discontinued and we have none now. While we had one we used it regularly and always obtained results. Then, too, the reading of outside journals by our townspeople has some detrimental effects on local business. There is no doubt that the grocer can make very good use of advertising if he only has the opportunity to do so.

Cannot Do Business Without Stock

"We have heard so much lately about hard times. The very talk about them has done much to intensify their effect, but I believe that if the merchants keep an optimistic attitude, a great deal can be done to counteract depressing influences. Some merchants are attempting to play safe by not buying. These men might just as well get out of the business entirely, because no one can carry on without the stock, and to let the stock run down means loss of trade beside communicating to the customers the same attitude towards buying. I have found that people like to feel that they are buying from a live organization and want a good choice stock from which to choose. While I believe in buying freely despite the cry of hard times, I am not ignorant of the change that is now in progress and the imperativeness of careful buying, which does not mean 'no buying.'

Catering to the People

"A large proportion of our trade is done with the people who live in the surrounding country. In this connection there is one difficulty or one particular reason why we have to do everything we can to cater to these people in order to encourage their trade. The towns in this section of Ontario are very close together. In a great many cases it is just as easy for a farmer to go to one town as to the other. On the other hand, the school is in our town and we seek to take advantage of this fact. In the first place, we have built a driving shed at the back of the store to accommodate the farmers' horses and rigs. We have stocked a supply of school books, scribblers and school supplies. In this way we have succeeded in bringing the children to us for their requirements. In many cases it has resulted in a charge account, which brings the parents to us when they come to town. Our next object is to follow this advantage with service and equipment so that people will find it pleasant to deal with us. This service has led us to stock chinaware, crockery, books and a small amount of silverware which enables us to compete with the mail order houses of the large cities.

PERMITTING STOCK TO RUN DOWN MEANS LOST TRADE

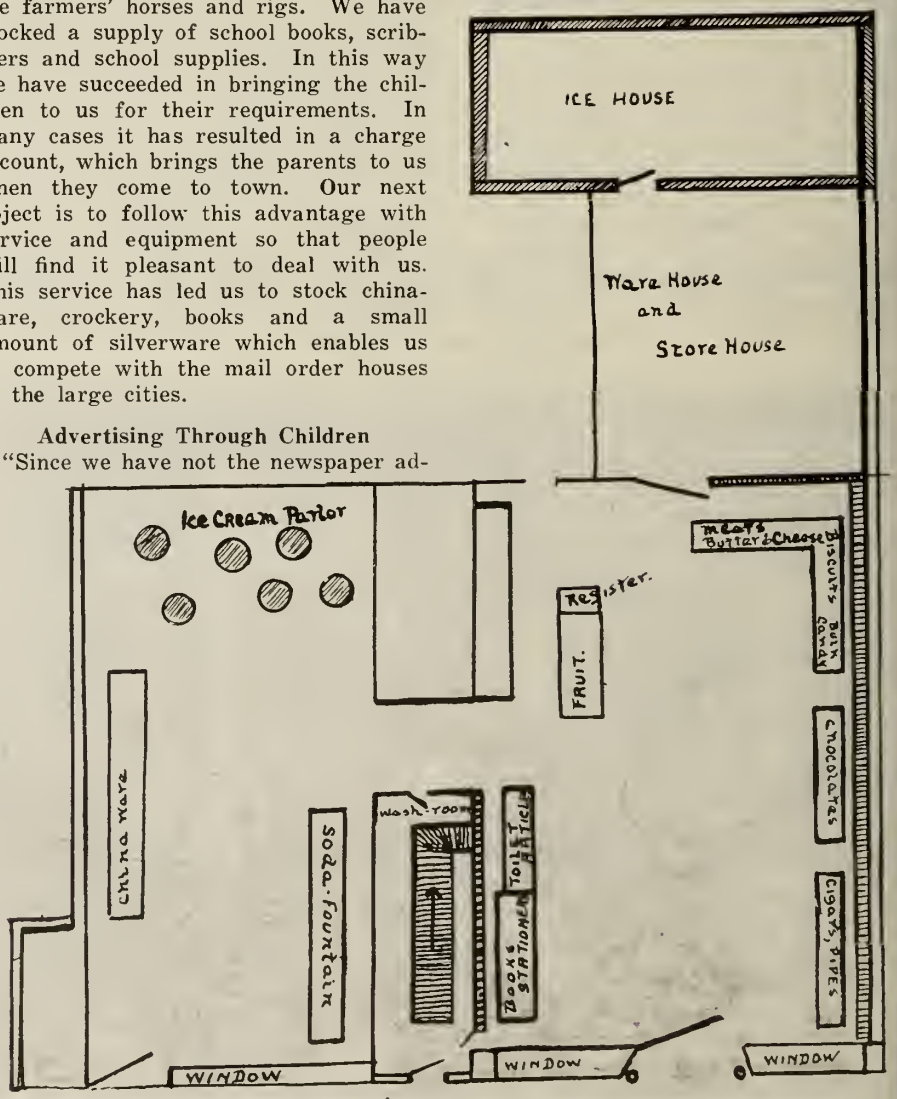
"We have heard so much lately about hard times. The very talk about the times, has done much to intensify the effects, but I believe that if the merchants keep an optimistic attitude, a great deal can be done to counteract depressing influences. Some merchants are attempting to play safe by not buying. These men might just as well get out of the business entirely because no one can carry on without the stock, and to let the stock run down means the loss of the trade, in addition to communicating to the customers the same attitude towards buying. I have found that people like to feel that they are buying from a live organization and what a good choice of stock from which to choose. While I believe in buying freely despite the cry of hard times, I am not ignorant of the change that is now in progress and the imperativeness of careful buying which does not mean no buying."

Advertising Through Children

"Since we have not the newspaper advertising we have had to devise other means of reaching both the local and rural people. Most of the children from families outside of the town go home Friday night and bearing this in mind we have had circulars printed from time to time in which we tell of our special lines and our special prices. These we have distributed to the children and have found by the results that they reach the homes. In towns the size of Iroquois the merchants are not immune to the influence of outside advertising, and so advertising has to be done on our part to counteract the influence of the mail order houses and merchants of the larger cities whose advertising reaches our customers.

Operates Ice Cream Parlor

"In the summer time we use the left wing of our store as an ice cream parlor. This besides being a paying department will also attract customers to the store for other things. The whole store is always well lighted and that is an important thing in making a store inviting. The store is heated by a pipeless furnace. This is a distinct advantage since there are no long hot air pipes running through the cellar to heat it up. Our



Showing the plan and layout of Stone & Fisher's store at Iroquois, Ont.

basement is always very cool, an ideal place for storing canned goods and vegetables."

An Orderly Basement

The basement in this store is almost as systematically arranged as the main floor. Everything seems to have its particular place. Bins for vegetables are built along the outside wall where the temperature is low and even. When a case of canned goods or glassware is opened the contents are all taken out and what is not needed for the store is placed in a safe place on a shelf. There is a large store house at the rear of the store for flour, grain and sugar.

CANADIAN SALT CO. HAS PROFITABLE YEAR

The annual statement of the Canadian Salt Company for 1920 shows operating profits of $202,298, as against $236,881, and, after payment of bond interest, business profits tax, and allowing for depreciation and reserve, etc., there were net profits of $98,981, compared with $136,286. Adding the balance brought forward from 1919 of $595,858, there was available for distribution $694,840. Out of this was paid a special dividend of undivided surplus at December 31, 1916, amounting to $400,000, and other dividends of $88,000, leaving a balance forward of $206,840. The $400,000 was distributed to shareholders in March last on the basis of one share for two, thus increasing the capital stock from $800,000 to $1,200,000.

President Thomas Tait states in the report that difficulties in obtaining hydro-electric power and coal during the year and the high price of the latter, contributed to operating difficulties.

POSSIBILITIES OF COFFEE GROWING IN EAST AFRICA

An East African correspondent of Tropical Life has much to say about coffee growing and the possibilities for its development in that country, particularly in the region about Lake Victoria Nyanza.

"The possibilities of the now-called Kenya Colony are splendid," he says. "Take coffee, for instance. Coffee land near the railroad costs £15 an acre, and £25 to break up and bring your coffee into bearing in four and a half years. Some would spend more, some might spend less. Finish your job, however, and take stock. The profit is good, for five-year-old coffee is worth £100 an acre, and will give an average crop of half a ton per annum, worth now about £50. The wild coffee around here interests me. It lacks caffeine, and is on that account supposed to be good for people with weak hearts.

"I wonder no American booster has thought of this and pushed its sale in America instead of their awful substitutes, roasted maize or date-stones, or some such things. I always wonder where those date-stones come from. How are they removed from their natural habitat? Banish the thought! All the same, I prefer to grow and consume my own berries and know exactly where they have been."

Stratford Co-operative Society Is Operating at a Loss

Second Half-yearly Report Shows a Net Loss of $4,056.51 — Lack of Support on Part of Members and Over-buying on Falling Market.

THE second half-yearly report of the Stratford Co-operative Society, Ltd., shows a net loss of $4,056.51. This loss is attributed to the lack of support by its members and to the over-buying on a falling market of a previous manager. The total turnover for the six months period was $32,574.88. Overhead charges amounted to $5,613.79 and the gross profits $1,557.28. Figuring in percentages this shows that the cost of conducting business for the period was 17.32 1-3 per cent. as against a gross margin of profit of only 4.78 2-3 per cent.

The report in part reads as follows, "In the judgment of the Board, under the former management, purchases were made in quantities much in excess of the reasonable and current needs of the society. Indeed since the present manager has been installed, the directors have felt compelled to cancel orders previously, and it is believed unnecessarily, given to the value of $5,438.65. This serious over-buying has unfortunately been followed by a general fall in prices.

Small Volume of Sales

"The second cause to which the loss is attributed is the small volume of sales, in other words the extraordinary lack of loyalty to their own institution shown by the people who own the business. It will be noted that the sales for the six months have been $32,574.88 or an average of $1,252.88 per week. The society has approximately 800 members. The weekly sales therefore only show an average of $1.56 per member, which is absurdly inadequate. It indicates that the society is not receiving anything approaching that loyalty in trading which it had a right to expect from its members when they subscribed to its share capital."

Trading Account

June 31, 1920, Inventory	$ 8,161.57
Dec. 31, Purchase since, freight added	28,831.32
	$36,992.89
Dec. 31, 1920, Less new inventory	5,975.29
Cost of goods sold	$31,017.60
Gross trading profit	1,557.28
Dec. 31, Sales for period	$32,574.88

Operating Account

Wages (selling)	$1,797.03	Gross Profits	$1,557.28
Wages (office)	334.50		
Delivery	1,459.82		
Rent	550.00		
Sundry	534.75		
Advertising	297.59		
Light and Water	40.58		
Fuel	62.04		
Telephone	42.20		
Legal	22.25		
Taxes	50.00		
Interest	6.46		
Insurance	71.41		
Fixtures	345.16	Net Loss	$4,056.51
	$5,613.79		$5,613.79

Profit and Loss Account

Dec. 31, 1920	$4,056.51	June 31, 1920, at credit	$ 162.03
		Dec. 31, 1920, loss to date	3,894.48
	$4,056.51		$4,056.51

Assets and Liabilities

Cash on hand	$ 81.75	Bank Overdraft	$ 512.84
Accounts received	$843.49	Account pay trade	4,406.02
Less reserve	287.54	Bills payable trade	204.19
	555.95	Accrued expenses	481.00
Inventory	5,975.29	Educational fund	134.98
Fixtures	$3,245.16	Capital subscribed	$8,030.00
Less Reserve	345.16	Less unpaid	250.00
	2,900.00		$7,780.00
Dividend account	83.20	Loss to date	3,894.48
Savings Bank	28.39		3,885.52
	$9,624.55		$9,624.55

Must Face a Period of Competition

Efficient Methods in Business Are Now Necessary to Win Through —Reports Indicate That Retail Turnover in Smaller Centres Has Recently Been Ahead of Last Year

Editor's Note:—The following is from an address delivered last week before the Kiwanis Club, Toronto, by Horace T. Hunter, vice-president of the MacLean Publishing Company, dealing with business problems and methods of meeting them.

"MY business brings me into contact with several very important lines of merchandising—hardware, grocery, dry goods, drugs, men's wear, stationery, plumbing and steamfitting—and in addition to these the bank manager who acts as a sort of "business father confessor" to all of them. We try to develop the "from Missouri" attitude and although many manufacturers and wholesalers were convinced that the general public had instituted a "buyers' strike" and that business was at a standstill, we made direct inquiries from the retailers themselves. You may be as surprised as I was to learn the result. Retail merchants outside the big centres report that their sales for December, January and February exceeded their sales for the corresponding three months in the previous year; for the most part February business of this year has been ahead of February of last year.

It is important to note and has great significance, that in the smaller centres the retail merchants are keeping up their volume of sales. The following definite statements are convincing:

City or Town.	February Turnover	Stock Carried
Collingwood	2% inc.	same
Paris	6% dec.	12½% less
Peterborough	19½% inc.	5% less
Napanee	3% inc.	25% less
Tillsonburg	1% inc.	5% less
Ingersoll	25% inc.	10% less
Sudbury	same	20% higher
Sherbrooke, P.Q.	3% inc.	same
Mitchell, Ont.	20% less	10% more
North Bay	1% less	same
Hamilton	10% inc.	33% less
London, Ont.	inc.	less
Lindsay	1% inc.	2% less
Moose Jaw, Sask.	same	same
Calgary	same	larger

The above reports are from leading merchants in towns and cities mentioned. In many cases they are from the merchant holding unquestionably first place as far as volume of sales is concerned.

Turnover Not Profits

I am speaking of turnover, not profit. Many lines are being sold at reduced prices, but the fact that goods are being sold indicates that more goods will have to be made to take their place. Manufacturers and wholesalers have, however, had different experiences from those of retailers. Orders for their goods are being placed slowly.

Retailers are ordering to-day only for their immediate needs. A year ago they were buying six months or more in advance, owing to scarcity of goods and slowness of delivery. On a rising market it was good policy to get orders placed before further advance in price took place. To-day conditions are reversed. It has become again a buyers' market.

Every week reductions in prices are announced, therefore the merchant feels that the longer he can hold off buying the better price he is likely to get.

Fewer Brands

Retailers are reducing their stocks by carrying fewer varieties than formerly; instead of carrying three or four brands they are concentrating on one brand.

A Wise Policy

Who will say that this is not a wise policy?

Even the manufacturers and jobbers who are hungry for orders must realize that it is a matter of first importance that retail merchants safeguard their financial position. It is their duty not to overload the retailer, but to help him in every possible way to speed up his turnover.

Basic Conditions Sound

Basic conditions throughout the Dominion are sound. It was not to be expected that we could get through the readjustment without some disturbance. There have, however, been comparatively few failures. We have been very fortunate that there has been no debacle. The readjustment in prices has been gradual. Textiles, boots and shoes, furs, foodstuffs, hides, wool and cotton have followed each other in a fairly orderly procession on the downward grade. Had they all declined at once and in drastic manner, financial institutions would have been embarrassed and we would have had many failures.

Foreign Influences

But it would be a short-sighted policy and one that would invite disaster to examine only conditions in Canada. We cannot evade the effect of foreign competition, much as we would like to do so. European and Asiatic countries are in an impoverished condition and overwhelmed with debts. Lloyd George has stated the only way a country can improve its position is by selling goods to other countries. They must produce an exportable surplus and their exports must exceed their imports. In most of these countries there is no talk of an eight-hour day or a minimum wage. It is the old primitive fight for existence.

The indemnity levied on Germany extends over a period of forty years. By many this is interpreted to mean forty years during which everyone engaged in production in Germany must work longer hours and for less pay than is the custom in other countries with which they are competing.

Keen Competition

What does this mean? In my opinion it means the keenest competition the world has ever known.

Economists the world over are endeavoring to find a method of permitting Germany and other countries to pay their debts and re-establish a decent and healthy mode of living without exposing the creditor countries to this cut-throat competition. They have not yet succeeded.

Business Preparedness

I believe it behooves every business man to prepare for a prolonged period of keen competition. Now, I do not look on this as a gloomy picture, provided we are prepared for it. Mark Twain said everybody talked about the weather, but nobody ever did anything. I believe there are a few things each of us can do to put our respective businesses in shape to meet conditions that lie ahead of us.

Map Out Definite Policy

The first thing I would suggest is—map out a definite policy. Every firm and every individual should get down to brass tacks, should map out in writing a definite policy and fix the responsibility for carrying it out.

Speed Up Turnover

The day of long profits is past. I doubt if any of us will ever again see the day when a merchant could make more money by holding goods than by selling them. The motto for the future will be not big profits, but quick turnover. This, however, is no hardship to the efficient business man; 5 per cent. net profit with twelve turnovers a year is better than 20 per cent. profit with three turnovers in the year. It is safer. It tends to lower costs and this in itself stimulates business.

Labor Saving Devices

The installation of labor-saving machinery is another way of reducing costs. This includes many fixtures or equipment, which, after providing for interest on investment and depreciation, will lower cost of doing business.

The Tax Problem

The Excess Profits Tax and Luxury Tax, heavy income taxes were imposed to satisfy the public clamor. The past few years have demonstrated these taxes have had a boomerang effect. They have

increased greatly the price of commodities and have killed off new enterprises and business extensions which would have given employment to many men who to-day find themselves out of work.

B. C. Forbes tells of an instance illustrating this point. Eight hundred sales agents and salesmen from all parts of the United States and Canada had recently gathered in a great convention hall. Several had complained that their territories were completely worked out and they needed new ones. Had this sort of talk been allowed to gather momentum the whole assembly might have been headed towards gloomy depression and despondency, probably with incalculably harmful after effects. Quick as a flash the senior executive leaped to the platform and shouted, "I'm going to stop this convention to get a shoe shine—call in a bootblack."

The dropping of a bombshell could not have produced a greater sensation. It was known that the convention was costing the company at least $250 per minute, yet the whole proceedings were halted in order that one man might get his shoes polished. In came the bootblack and while eight hundred men watched he did his work. It took five minutes. The shoe shine, therefore, cost $1,250.

The man whose shoes had been shined then said, in effect: "Both of the two bootblacks who preceded this fellow failed to earn even the $4 a day guaranteed by the company. The company every week had to make up the deficit. Then came this bootblack. He had no more prospects than the others, no larger territory, no better conditions of any kind; yet this bootblack earns from eleven to seventeen dollars per day. Gentlemen," he shouted, "it is not territory that counts—it is the man."

This is the spirit we need to-day and if it goes hand in hand with other efficient methods of production we need not fear the keen competition that lies ahead.

Advertising Doubly Beneficial

It is a peculiar fact that advertising is curtailed during any period of depression. I believe the reason for this is that business men expect either too much or too little from their advertising. Advertising is particularly valuable at this time because it not only performs the usual function of increasing sales and rendering more efficient all other departments of the organiaztion, but every advertisement calls aloud to the public that here is one firm going on record that it actually expects to do business. During the so-called buyers' strike many wholesale, retail and manufacturing firms called together their sales staffs and tried to inject pep into them and then flatly contradicted themselves by cancelling their advertising and thus saying plainly they really had no expectation of doing business.

In my opinion the firms which have done the most and which are still doing the most to get us through this readjustment period are the firms which have calmly "carried on" with regular advertisements in the trade newspapers, the magazines and general newspapers. There may not be as much business done in their line this year as last year, but it is a fairly safe bet they will get their quota.

Optimism is Essential

These are some of the tangible things we need to-day, but they will be of very little use unless we have also optimism, enthusiasm, courage and perseverance.

Telegraphed Order Did Not Make Contract Binding

Interesting Case at Montreal — Canadian Grocer Market Reports in Suit in Superior Court Over Order for One Hundred Tons of Tapioca

MONTREAL, March 23. — A very interesting case was brought up last week before the Superior Court in this city which might establish a precedent in certain business dealings and which at least is worthy of attention of those who daily carry on business over the telegraph wire or by means of the long distance telephone. The main issue of this suit as brought out in the trial was, "What constitutes a contract?"

Purchasing Tapioca

Gregor M. Frame & Co., of New York, were plaintiffs in a suit against Charles A. Lefebvre, of Montreal, for breach of contract. The contention of the plaintiff was that on the 27th of December, 1918, the defendant made certain quotations on a shipment of tapioca. Two days later the plaintiff wired Mr. Lefebvre accepting the price and asking for shipment of "100" or more. The next day the defendant wired G. M. Frame & Co., saying that they could not ship "100" but would ship 25 tons of seed and 25 tons of pearl, at a price which was slightly higher than the previous quotation. In the meantime the plaintiffs had written a letter to Mr. Lefebvre confirming their previous wire and, as they contended, making the contract binding. After some discussions outside of the court the matter was brought up for judgment last week.

Canadian Grocer Testifies

When the court opened Ernest Prior, of New York City, the senior partner of the firm of G. M. Frame & Co., Ltd., took the stand and testified as to the correspondence and telegrams previously mentioned in this articles. Following this testimony, H. H. Webb, Canadian Grocer representative, took the stand and, producing copies of Canadian Grocer which covered the dates of the contract between the plaintiff and the defendant, testified as to methods of obtaining market conditions and current prices. At first the counsel for the defence claimed that the testimony as given by Canadian Grocer representative and contained in Canadian Grocer was not sufficiently accurate to be admitted as evidence. However, after some discussion, the judge ruled that the evidence from Canadian Grocer representative, based on the market reports as published should be accepted. Z. Hebert, the president of Hudon Hebert & Cie, wholesale grocers, Montreal, and Robert Anderson, broker, also gave evidence. These witnesses claimed that in dealing in rice and tapioca it has been the custom to make sales in bag lots and that quotations given are on that basis.

Bags or Tons?

There was some discussion as to whether the word "100" appearing in the telegram referred to bags or to tons. It seems from the evidence given that the custom has been to quote tapioca on a basis of bag lots. The New York house, however, claimed that they always bought on a basis of tons, since their distribution is on a large scale. A point, however, was brought out by the counsel for the plaintiff that in the answer to the telegraph order the defendant said, "Cannot ship 100 but will ship 25 tons of each," referring to seed and pearl tapioca. In the final issue, however, this did not evidently feature for in the finding of the judge this point of tons or bags was not mentioned.

Contract Not Consummated

After some deliberation the judge ruled that by the telegrams which were exchanged between the two companies the contract was not consummated and no definite or legal obligations were laid upon either party. As a result the action of the plaintiff was dismissed.

What Is a Contract?

From the finding of the judge in the Superior Court of the Province of Quebec it is evident that when such telegrams, as featured in this case, are exchanged between parties doing business that no contract is entered into; that letters in writing and signed by the contracting party must make the contract binding. For this reason it is interesting to watch the course of this action since many such business deals are entered into every day and business men are anxious to know just how binding such contracts are in law. It is just possible that the case may be appealed and re-opened for further investigation.

Food Regulations Now in Effect

Important Facts in Connection With the Selling of Foods, With Which Every Grocer Should Be Acquainted—A Careful Perusal is Advised

REGULATIONS respecting food and drugs, now statutes of Canada, and as recently contained in the Canada Gazette, will be found of vital importance to the retail grocer. Canadian Grocer is publishing the same in this and succeeding issues, and advises its readers to keep the same on file for reference. These regulations are matters of great importance to the trade, and as such should be perused very carefully. They are as follows:

Labelling

(1) Food and Drug products shall be designated by their common names in one or other or both of the official languages.

(2) The common name of the articles above referred to shall appear on the main panel of the main label, with the name and address of the manufacturer, or that of the person or firm for whom the article is manufactured.

(3) When an article is sold as a compound mixture, imitation or substitute, these words shall appear on the main panel of the main label in type of the same size and visibility as the common name.

(4) The term "Blend" applies to a combination of similar substances.

Example—A combination of Java, Mocha and Brazilian coffees is a blend.

(5) A combination of coffee with chicory or roasted grain is not a blend, but a Mixture or Compound. The terms "Compound" and "Mixture" are interchangeable.

(6) In the case of compounds or mixtures when the name of an ingredient of such compound or mixture is used in designating the article, such ingredient must be present in amount at least equal to 51 per cent. by weight of the whole.

Example—A coffee mixture or compound, sold as such, shall contain at least 51 per cent. of actual coffee.

General Instructions to Inspectors

(1) The 25 districts are defined by Order in Council of 27th December, 1918.

(2) The local inspector will limit his activities to the particular district for which he is appointed. He must make himself familiar with the routes of travel therein.

(3) The Senior Inspectors are not limited as to territory, and may be required to operate in any district. In such case, the local Inspector will give every assistance possible.

(4) Every Senior Inspector is also to be regarded as a local Inspector for the district in which he resides. He will only operate outside of this district in case of emergency, or on instructions from the Department.

(5) Every Inspector must make himself thoroughly familiar with the Food and Drugs Act, the Fertilizers Act, and the Proprietary or Patent Medicine Act; all revisions or amendments of these, as well as all regulations established under them.

(6) As far as opportunity permits, Inspectors are expected to familiarize themselves with the conditions under which articles covered by these various acts are manufactured, imported and sold at retail in their several districts. They are furnished with business cards which they are to leave with persons interested in, or likely to be interested in, their work; and generally to secure, as far as may be, the sympathetic co-operation of the better class of dealer, etc., wherever they go.

(7) Arrangements have been made by the Deputy Minister to give extended publicity to the work of this branch; and it is expected that inspectors will receive many complaints relative to suspected frauds, or other business. It is the duty of the inspector to investigate, as fully as may be, every complaint made to him. This will be done by correspondence, and wherever necessary, by personal investigation. Whenever the inspector's judgment leads him to believe that cases are well founded and of sufficient importance, he will communicate full details to the General Inspector, and receive further instructions as to procedure.

Districts and Inspectors

Note:—

For purposes of Section 7, the inspectors from districts will communicate as follows:

From Districts 2, 3 and 4, to R. J. Waugh, P.O. Box 206, Halifax, N.S.

For Districts 5, 6 and 7, to J. J. Costigan, 2 Place d'Youville, Montreal.

From Districts 10 and 15, to T. L. Leckié, 317 Queen Street, Ottawa.

From Districts 12, 13 and 14, to H. J. Dager, 278 Jarvis Street, Toronto.

From Districts 16, 18, 19 and 20, to J. B. Cosgrove, Magnus & Main, Winnipeg.

From Districts 21, 22, 23 and 25, to J. A. Rickey, 326 Howe Street, Vancouver.

As in the past, inspectors will, from time to time, receive instructions for systematic collection of named articles. In all such cases, it is expected that they will exercise judgment in their work, and endeavor to secure samples representing the lowest classes of such goods on the market, as these are the products most likely to require action on. It stands to reason that the more intimate their acquaintance with the territory, the more successful they will be in this particular.

In addition to the purchase of samples as above referred to, the inspector is authorized to procure and submit for analysis any samples of Food, Drugs, Fertilizers, which he may have reason to believe are in any respect suspicious, or in any way offered for sale in contravention of the Acts administered by this Department.

(9) It is the inspector's duty to lay information in all cases of reported violation of the Acts administered by this Department. He will be furnished, as far as possible, with the names of local solicitors who may be called in to assist him when cases are defended, or otherwise complicated. In all such cases he will give the Departmental Solicitor every assistance possible.

(10) In the event of fines and costs, it is the duty of the inspector to receive such, and to deposit them to the credit of the Receiver General and send the deposit receipt to the department.

(11) The inspector will keep in touch with local customs officers, and will detain, for examination before release, any importations of such articles as are covered by the Acts and regarding which he has reason to believe that the goods are fraudulent, or are likely to be used for purposes of fraud.

In all such cases he will obtain samples and forward at once for analysis, with full information regarding them, and asking for an immediate report, upon which the importation may be finally disposed of.

(12) It will be well for the inspector to keep in touch with the local branch of the Retail Merchants' Association and other organizations of the kind.

(13) Our bulletins, etc., will be supplied, in a reasonable quantity, to each inspector, and he will see that they are distributed to interested parties.

(14) An amendment to the Proprietary or Patent Medicine Act provides that this class of article can only be sold legally when the license for the year is paid.

In order that retailers may be properly informed as to the vendability of their goods, a list of registered articles, upon which the license fee has been paid, will be furnished to every inspector early in January of each year; and it will be the duty of the inspector to furnish every dealer in such articles within his District with a copy of this list.

That he may be able to do this, it will be necessary for him to keep a list of all dealers in Patent Medicines.

Tariff of Fees for Analysis

Baking Powders—	
Determination of gas production	
Single sample	$ 5 00
More than 1 sample, each	3 00
Complete analysis	5 00 to 10 00
Butter and Cheese—	
Determination of water, salt and fat	
Single sample	$ 3 00
Two samples at one time	5 00
More than two samples, each	2 00
Identification of foreign fats, per sample	5 00
Coffee and Tea—	
Examination as to genuineness	3 00 to 5 00
Confectionery—	2 00 to 10 00
Edible Oils—	2 00 to 10 00
Flour—	
Examination for bleaching	5 00
Honey—Italics	
Examination as to genuineness	5 00 to 10 00
Jams—	
Examination as to genuineness	5 00 to 10 00
Lard—	
For foreign fats	5 00
Maple Sugar and Syrup—	5 00
Meats—	
Examination as to soundness and identity	2 00 to 5 00
Milk—	
Determination of Specific Gravity, Water, Fat, and Non-fat Solids	
Single sample	$ 5 00
Two samples at the same time	8 00
Bacterial count, in addition to above, double the fee named.	
Spices—	
Ash, water, soluble ash and microscopic identification of starch	5 00

The fee of ten dollars is fixed as the cost of procuring and analyzing samples, which are found to violate the provisions of this act.

For analysis made for other departments of the Government service, a flat rate of five dollars per sample is fixed.

In all cases not covered by the above schedule, a fee of two dollars is fixed for each separate determination required.

Division of Samples

Baking Powder: When in packages three of the smallest, otherwise one-half pound divided into three parts.

Beer and Malt Liquors: Three quart

bottles when possible, otherwise three pint bottles.

Bread: A four-pound loaf divided into three equal portions. Fancy bread rolls, etc., three pounds, divided into three equal portions.

Butter: One and a half pound.

Cheese: One pound divided in three portions.

Cocoa and Chocolate: One pound divided into three portions. If packaged, three small sized packages.

Coffee: One pound divided into three portions.

Cream of Tartar: Same as baking powder.

Drugs: Special instructions in each case.

Farinaceous Foods: Infants and Invalids' Foods: In tins, either three of the smallest size or one pound divided in three portions.

Flour: One and a half pound.

Lard: Same as butter.

Lime and Lemon Juice: One quart divided into three portions or three one pint bottles.

Medical Tinctures: Three bottles of four ounces each, except when special instructions sent.

Milk: Three pint bottles, or three quart bottles.

Mustard and Spices: Same as baking powder.

Preserves and other Canned, Packaged or Potted Goods: Three small tins, packages or pots.

Sugar: One pound divided into three portions.

Tea: One pound divided into three portions.

Vinegar: One quart divided into three portions.

Wines and Alcoholic Liquors: Three pint bottles or three quart bottles.

When a printed wrapper or label encloses or is attached to the original package, this is to be attached to analyst's sample.

Exemption from Misbranding

The following tolerances and variations from the quantity of the contents marked on the package shall be allowed under Section 5 (f), except in cases where it is stated in terms of minimum weight, measure or count.

(1) Discrepancies due exclusively to errors in weighing, measuring, or counting which occur in packing conducted in compliance with good commercial practice.

(2) Discrepancies due exclusively to differences in the capacity of bottles and similar containers resulting solely from unavoidable difficulties in manufacturing such bottles or containers so as to be of uniform capacity: Provided that no greater tolerance shall be allowed in case of bottles or similar containers which, because of their design, cannot be made of approximate uniform capacity than is allowed in case of bottles or similar containers which can be manufactured so as to be of approximate uniform capacity.

(3) Discrepancies in weight or measure, due exclusively to differences in atmospheric conditions in various places, and which unavoidably result from the ordinary and customary exposure of the packages to evaporation or to the absorption of water.

Discrepancies under classes (1) and (2) of this paragraph shall be as often above as below the marked quantity. The reasonableness of discrepancies under class (3) of this paragraph shall be determined on the facts in each case.

Acid Materials in Baking Powder Must Be Harmless

FOOD STANDARDS
Baking Powders

Baking powder is essentially a mixture of bicarbonate of soda with an acid, either free, or in combination as an acid salt, together with starch or other neutral material; and is intended to be used as a leavener in baking; the leavening agent being the carbonic acid gas liberated by interaction of the acid component with the bicarbonate of soda under the conditions of baking.

2. The acid materials employed in the manufacture of baking powders shall be, in themselves harmless to health, and the compounds resultant from their interaction with bicarbonate of soda shall also be harmless to health.

3. Baking powder must be capable of yielding ten (10) per cent. of its weight of carbon dioxide, on treatment as prescribed and recommended in Bulletin No. 360 of the Department of Inland Revenue (Laboratory series).

Beverages

1. Fresh fruit juices are the clean unfermented liquid obtained by the first pressing of fresh, ripe fruit, and correspond in name to the fruits from which they are obtained, and contain not more than two (2) per cent. of alcohol by volume. (Equivalent to three and one-half (3.5) per cent. of proof spirit).

2. Apple Juice, Apple Must, Sweet Cider, is the fresh fruit juice obtained from apple, the fruit of Pyrus malua, has a specific gravity (20°C) not less than 1.0415 nor greater than 1.0690; and contains in one hundred (100) cubic centimetres (20°C) not less than six (6) grammes, and not more than twenty (20) grammes of total sugars, in terms of reducing sugars, not less than twenty-four (24) centigrammes nor more than sixty (60) centigrammes of apple ash, which contains not less than fifty (50) per cent. of potassium carbonate.

3. Grape Juice, Grape Must, is the fresh fruit juice obtained from grapes (Vitis species), has a specific gravity (20°C.) not less than 1.0400 and not exceeding 1.1240; and contains in one hundred (100) cubic centimetres (20°C.) not less than seven (7) grammes nor more than twenty-eight (28) grammes of total sugars, in terms of reducing sugars, not less than twenty (20) centigrammes and more than fifty-five (55) centigrammes of grape ash, and not less lesss than than fifteen (15) milligrammes than fifteen (15) milligrammes of phosphoric acid (P2O5).

4. Lemon Juice is the fresh fruit juice obtained from lemon, the fruit of Citrus limonum Risso, has a specific gravity (20° C.) not less than 1.030 and not greater than 1.040; and contains not less than ten (10) per cent. of solids and not less than seven (7) per cent. of citric acid.

5. Lime Juice, Lime Fruit Juice, is the freshly expressed juice of the ripe fruit of Citrus (various species); and has a specific gravity of 20°C., not less than 1.030 and not greater than 1.040, and contains not less than eight (8) per cent. of solids and not less than seven (7) per cent. of free citric acid. Its optical activity (rotary power to polarized light) lies between the limits of 0.5° and 1.0° of the Soleil-Ventzke scale, when observed in a column of 200 mm length at 20°C.

6. Pear Juice, Pear Must, Sweet Perry, is the fresh fruit juice obtained from pears, the fruit of Pyrus communis or P. sinensis.

Sterilized Fruit Juices

1. Sterilized Fruit Juices are the products obtained by heating fresh fruit juices sufficiently to kill all the organisms present, and correspond in name to the fruits from which they are obtained.

Concentrated Fruit Juices are clean, sound fruit juices from which a considerable portion of the water has been evaporated, and correspond in name to the fruits from which they are obtained.

Sweet Fruit Juices, Sweetened Juices, Fruit Syrups, are the products obtained by adding sugar (sucrose) to fresh fruit juices and correspond in name to the fruits from which they are obtained.

Sterilized Fruit Syrups are the products obtained by the addition of sugar (sucrose) to fresh fruit juices, and heating them sufficiently to kill all the organisms present, and correspond in name to the fruits from which they are obtained.

Fermented Fruit Juices

Wine is the product of normal alcoholic fermentation of the juice of sound ripe grapes, neat, or variously modified, and followed by a proper cellar treatment.

All beverages sold or offered for sale as wine shall be distinctly labeled to show the place of their production; and shall meet the requirements for wine, which are established by law in the place of their production.

Wine made in any part of Canada shall be labeled in such a way as to show the locality in which it has been produced. The specific name of such locality, together with the names of the makers, shall be held to be a legal description of the article.

Note.—The defining of types of Canadian made wines is postponed until sufficient data have been secured.

Cider, Hard Cider, is the product made by the normal alcoholic fermentation of apple juice, and the usual cellar treatment, and contains not more than seven (7) per cent. by volume of alcohol, and in one hundred (100) cubic centimetres (20°C.) of the cider, not less than two (2) grammes nor more than twelve (12) grammes of solids, not more than eight (8) grammes of sugars, in terms of reducing sugars, and not less than twenty (20) centigrams nor more than forty (40) centigrams of cider ash.

Sparkling Cider, Champagne Cider, is cider impregnated with carbonic acid under pressure, either by conducting the after-part of the fermentation in closed quarters part of the fermentation in closed containers or otherwise, with or without the addition of cider or sugar liquor, and contains, in one hundred (100) cubic centimetres (20°C.), not less than (20) centigrams of cider ash.

Canned Peas

Canned peas, unless specifically designated as below, shall be prepared from the harvest of the year in which they are canned, and shall be the unripe peas of the crop of that year.

Ripe peas may be canned, provided that the label shows quite clearly that they are such. This may be done either by labeling them as Canned Ripe Peas, or by use of the word "Soaked."

Mixtures of ripe and unripe (or green) peas shall be plainly labeled in such a way as to show that they are mixtures.

Peas which do not exactly comply with the above regulations shall be deemed to be adulterated under the Act.

Cloves

Cloves are the dried flower buds of Caryophyllus aromaticus L., which contains not more than five (5) per cent. of clove stems; not less than fourteen (14) per cent. of volatile (essential) oil; not more than eight (8) per cent. of total ash; not more than five-tenths (0.5) per cent. of ash insoluble in hydrochloric acid, and not more than ten (10) per cent. of crude fibre.

Cloves whether sold in the unground or in the ground condition must meet the above requirements.

Cloves may be ground in admixture with pimento (allspice) and sold as a mixture; but in such cases the article must be labeled "Cloves with pimento (allspice)" and the percentage of each component must be declared on the label.

Coloring Matters in Food

Provided that only harmless coloring matters are used, the following classes of foods may be artificially colored, without declaration on the label or otherwise, and

provided also that the color does not conceal damage or make the article appear better or of greater value than it really is:

Full whole milk cheese, ice cream and ices, confectionery, inclusive of jelly powders, butter, flavoring extract of lemon.

The following articles may be colored with caramel only, without declaration of such coloring: Spirits, non-excisable fermented beverages, vinegar, summer or so-called temperance beverages, sauces.

In all cases except such as are covered by Sections 1 and 11 above, the presence of artificial coloring matter must be declared in easily legible type on the main panel of the main label.

When used in the amounts necessary to produce desirable colors in foods, the following substances are regarded, in the light of present knowledge of their physiological effects as harmless to health, within the meaning of the Food and Drug Act. Should more extended knowledge of the effects upon the health of any of the coloring matters named below establish harmfulness, they would, in such case, come under Section 5 (d) of the Food and Drugs Act, and their presence in foods would constitute misbranding: Caramel, Cochineal, Saffron, Chlorophyll, and innocuous vegetable color extractives.

Coal-Tar Dyes

Also the following coal-tar dyes, which must not contain Arsenic in excess of 10 parts as 2O3 per million, reckoned upon the actual weight of coloring matter, or heavy metals (iron excepted) and must not be used in quantities exceeding two (2) grains per pound (1 part in 3500):

S and J. 107—Amaranth.
S. and J. 56—Ponceau, 3R.
S. and J. 517—Erythrosin.
S. and J. 85—Orange 1.
S. and J. 94—Tartrazine.
S. and J. 4—Napthol Yellow S.
S. and J. 435—Light Green S.F. Yellowish.
S. and J.—692—Indigo Carmine, Bisuphonic Acid.

The numbers quoted above refer to the Systematic Survey of Organic Coloring Matters by Schultz & Julius: translated by A. G. Green, published by Macmillan & Co.

Note.—(1) Certain dyes believed to be sufficient in number and character to meet all necessary requirements so far as food is concerned are recognized as harmless to health, in the amount necessary to give desirable colors to food.

The coal-tar dyes referred to are specifically named above. Of course, it is possible that even these dyes may, through carelessness in manufacture, contain arsenic, lead or other impurities, thus rendering them dangerous in food. For this reason, it is desirable that only such batches should be be available as have been actually tested and certified by the proper authority. Coal tar dyes other than those above named if employed in foods are so used at the risk of the manufacturer of the food, and if the coloring matter used in any food is harmful to health, or if it conceals damage or inferiority, it renders that food misbranded within the meaning of the Food and Drugs Act, whether or not the use of coloring matter is stated on the label.

(2) It is believed that a considerable number of coal-tar dyes other than those named above may be used in foods with impunity. A manufacturer who makes any other dyes than those named as above takes a certain risk in such use, and it is for him to assure himself of the safety of the dye employed by him.

Certain coal-tar dyes are known to be harmful owing to the fact that they specifically exert physiological action of a toxic character, such dyes should, of course, never be used in foods. Any coal-tar dyes may, through carelessness in manufacture and by unintentional introduction of poisonous materials during manufacture, become dangerous to health.

Such dyes as demand, in the process of manufacture, the employment of reagents containing arsenic, lead, etc., are, of course, more likely to retain these poisonous substances.

(3) The Schultz tables, 5th edition, January, 1914, contain 1,001 dyes identified by specific numbers, and concerning which more or less complete information of specific character and method of manufacture is available.

A great many new dyes have been placed on the market since 1914 concerning which our information is imperfect and unsatisfactory.

It is of highest importance that when a dye other than those named above is employed in foods, such dye should be identified, if possible, by reference to the Schultz tables above referred to, and in any case described in such a way that the extremely voluminous literature of this subject may be intelligently investigated.

At very great cost of money and labor, the Department of Agriculture at Washington has fully investigated the character of the dyes listed above and until similar investigation has decided the question concerning other dyes, I would strongly advise, in the interests of public health as well as in the interest of the food manufacturer, who wishes to avoid trouble for himself and the public, that the dyes listed above be strictly adhered to.

I do not think that, in a matter so important to the health of the public as the employment of dyes, the matter of expense should cut any figure at all.

Cream of Tartar

1. Cream of Tartar is essentially an acid salt obtained from the crude tartar deposited during the fermentation of grape juice; and commercial cream of tartar contains at least eighty-eight (88) per cent. of bitartrate of potash.

2. Purified Cream of Tartar (Pot. Ac. Tartras, Purif.) contains not less than ninety-nine (99) per cent. of bitartrate of potash.

Edible Vegetable Oils

1. Olive Oil, Sweet Oil, is entirely a product of the fruit of the olive tree.

Its specific gravity, at 15.5°C., is not less than 0.9140 nor more than 0.9196.

Its specific refractive index, at 15.5°C., is not less than 1.4700 nor more than 1.4718.

Its Maumene number lies between 42 and 52.

Its iodine absorption number (using Hubl solution) lies between 77 per cent. and 94 per cent.

Its saponification number (Koettatorfer number) lies between 185.0 and 195.0.

It does not contain above 3.5 per cent. of free fatty acids.

2. Cotton Seed Oil is the oil obtained from the seeds of cotton plants and subjected to refining processes. It is free from rancidity; has specific gravity at 15.5°C., beteween 0.9216 and 0.9300; has a refractive index (at 25°C.) not less than 1.4700 and not more than 1.4735, and an iodine number not less than 104 nor more than 110 (Hubl solution).

3. Cacao butter, coca butter is the edible fat obtained from sound cacao beans either before or after roasting.

4. Coconut oil, copra oil, is the edible oil obtained from the kernels of the coconut.

5. Cochin oil is coconut oil prepared in Cochin (Malabar).

6. Ceylon oil, is coconut oil prepared in Ceylon.

7. Corn oil, maize oil, is the edible oil obtained from the germ of Indian corn (maize) (Sez Mays L.)

8. Palm kernel oil is the edible oil obtained from the kernels of the fruit of the palm tree (Eloeis guineensis L.)

9. Peanut oil, arachis oil, earthnut oil, is the edible oil obtained from the peanut (Arachis Hypogaea L.)

10. Poppy seed oil is the edible oil obtained from the seeds of the poppy (Papaver somniferum L.)

11. Rape seed oil, colza oil, is the edible oil obtained from the seeds of the rape plant (Bransica Compestris).

12. Soy bean oil, soja oil, is the soluble oil obtained from the seeds of the soy bean plant (Dolichos Soja L., Soja, Hispida, Sieb et Zucc., Soga Japonica, Savilk, Blycine, hispida, Maxim, Glycine Soja L.)

13. Sesame oil, Gingili oil, teel oil, benne oil, is the edible oil obtained from the seed of the sesame plant (Sesaamum indicum, De Candelle L., Radiatum Schum and Thonn).

14. Sunflower oil is the edible oil obtained from the seeds of the sunflower. (Helianthus annuus L.)

15. Salad oil. Any of the above may be sold as salad oil; but when offered as salad oil, the specific name of the oil must be declared on the label in type of the same size as the word "Salad."

16. Mixtures of these with Olive Oil must be so declared on the label.

Solvents in Flavoring Extracts Shall Be On the Label

1. A flavoring extract, intended for the purpose of flavoring food, is a solution of correct strength, as hereinafter defined, of sapid and odorous principles derived from an aromatic plant or parts of a plant, with or without its natural coloring matters; and conforms in name to the plant used in its preparation.

2. The usual solvents employed in the preparation of flavoring extracts are ethyl alcohol, water and glycerine. In the event of any other solvents than ethyl alcohol, water and glycerine being used, such solvents shall be harmless to health, and their names shall be plainly stated on the label.

3. Solutions of natural or synthetic preparations such as vanillin, coumarin, benzaldehyde, methyl salicylate or other sapid and odorous compounds, more or less resembling substances found in plants, or absolutely indentical with these, if harmless to health, may be sold for flavoring purposes, if properly labelled, so as to make it quite clear that they are not extracts as above defined.

The word "Artificial" or "Imitation" shall appear on the main label in type as large and conspicuous as that used in any other word on the label.

4. If an extract be fortified or strengthened by having such natural or synthetic preparations as are referred to in the immediately preceding section added to it, the fact of such addition shall be clearly stated on the label, or the word "Compound" or "Mixture" shall be used to describe it.

The word "compound" or "mixture" shall appear on the label in type as large and conspicuous as that used in any other word on the main label.

5. Almond extract is the flavoring extract prepared from oil of bitter almonds, free from hydrocyanic acid, and contains not less than one per cent. (1%) by volume of oil of bitter almonds.

5a. Oil of bitter almonds, commercial, is the volatile oil obtained from the seed of the bitter almond (Amygdalus Communis L.), the apricot (Prunis armeniaca L.), or the peach (amygdalus persica L.).

6. Anise extract is the flavoring extract prepared from oil of anise, and contains not less than three per cent. (3%) by volume of oil of anise.

6a. Oil of anise is the volatile oil obtained from the anise seed.

7. Celery seed extract is the flavoring extract prepared from celery seed or the oil of celery seed, or both, and contains not less than three-tenths per cent (0.3%) by volume of oil of celery seed.

7a. Oil of celery seed is the volatile oil obtained from celery seed.

8. Cassia extract is the flavoring extract prepared from oil of cassia, and contains not less than two per cent (2%) by volume of oil of cassia.

8a. Oil of cassia is the lead-free volatile oil obtained from the leaves or bark of Cinnamomum cassia Bl., and contains not less than seventy-five per cent. (75%) by weight of cinnamic aldehyde.

9. Cinnamon extract is the flavoring extract prepared from oil of cinnamon, and contains not less than two per cent. (2%) by volume of oil of cinnamon.

9a. Oil of cinnamon is the lead-free volatile oil obtained from the bark of the Ceylon cinnamon (Cinnamomum zelanicum Breyne), and contains not less than sixty-five per cent. (65%) by weight of cinnamic aldehyde and not more than ten per cent. (10%) by weight of eugenol.

10. Clove extract is the flavoring extract prepared from oil of cloves, and contains not less than two per cent. (2%) by volume of oil of cloves.

10a. Oil of cloves is the lead-free, volatile oil obtained from cloves.

11. Ginger extract is the flavoring extract prepared from ginger, and contains in each one hundred (100) cubic centimetres the alcohol-solubre matters from not less than twenty (20) grams of ginger.

12. Lemon extract is the flavoring extract prepared from the lemon peel, or from oil of lemon, and contains along with more or less of the terpenes of lemon oil, not less than two-tenths (0.2) of one per cent. of citral derived from oil of lemon.

13. Terpene lemon extract is the flavoring extract prepared as above described, and contains not less than five (5) per cent. of oil of lemon, and not less than two-tenths (0.2) of one per cent. of citral, derived from oil of lemon.

14. Nutmeg extract is the flavoring extract prepared from oil of nutmeg, and contains not less than two per cent. (2%) by volume of oil of nutmeg.

14a. Oil of nutmeg is the volatile oil obtained from nutmegs.

15. Terpene orange extract is the flavoring extract prepared from oil of orange or from orange peel, or both, and contains not less than five per cent. (5%) by volume of oil of orange.

15a. Oil of orange is the volatile oil obtained, by expression or alcoholic solution, from the fresh peel of the orange (Citrus aurantium L.) and has an optical rotation (25°C.) of not less than 95° in a 100-millimeter tube.

16. Extract of orange is the flavoring extract prepared by shaking oil of orange with dilute alcohol, or by dissolving terpeneless oil of orange in dilute alcohol, and corresponds in flavoring strength to orange extract.

17. Peppermint extract is the flavoring extract prepared from oil of peppermint, or from peppermint, or both, and contains not less than three per cent. (3%) by volume of oil of peppermint.

17a. Peppermint is the leaves and flowering tops of Mentha piperita L.

17b. Oil of Peppermint is the volatile obtained from peppermint, and contains not less than fifty per cent. (50%) by weight of menthol.

18. Rose extract is the flavoring extract prepared from otto of roses, with or without red rose petals, and contains not less than four-tenth per cent. (0.4%) by volume of otto roses.

18a. Otto of roses is the volatile oil obtained from the petals of Rosa damascena Mill., R. centifolia L., or R. moschata Herrm.

19. Savory extract is the flavoring extract prepared from oil of savory, or from savory, or both, and contains not less than thirty-five hundredths per cent. (0.35%) by volume of oil of savory.

19a. Oil of savory is the volatile oil obtained from savory.

20. Spearmint extract is the flavoring extract prepared from oil of spearmint, or from spearmint, or both, and contains not less than three per cent. (3%) by volume of oil of spearmint.

20a. Spearmint is the leaves and flowering tops of Mentha spicata L.

20b. Oil of spearmint is the volatile oil obtained from spearmint.

21. Star anise extract is the flavoring extract prepared from oil of star anise and contains not less than three per cent. (3%) by volume of oil of star anise.

21a. Oil of star anise is the volatile oil distilled from the fruit of the star anise (Illicium cerum Hook).

22. Sweet basil extract is the flavoring extract prepared from oil of sweet basil, or from sweet basil, or both, and contains not less than one-tenth per cent. (0.1%) by volume of oil of sweet basil.

22a. Sweet basil, basil, is the leaves and tops of Ocynum basilicum L.

22b. Oil of sweet basil is the volatile oil obtained from basil.

23. Sweet marjoram extract, majoram extract, is the flavoring extract prepared from the oil of marjoram, or from marjoram, or both, and contains not less than one per cent. (1%) by volume of oil of marjoram.

23a. Oil of marjoram is the volatile oil obtained from marjoram.

24. Thyme extract is the flavoring extract prepared from oil of thyme, or from thyme, or both, and contains not less than two-tenths per cent. (0.2%) by volume of oil of thyme.

24a. Oil of thyme is the volatile oil obtained from thyme.

25. Tonka extract is the flavoring extract prepared from tonka bean, with or without sugar or glycerin, and contains not less than one-tenth per cent. (0.1%) by weight of coumarin extracted from the tonka bean, together with a corresponding proportion of the other soluble matters thereof.

25a. Tonka bean is the seed of Courarouna odorata Aublet (Dipteryx odorata (Aubl.) (Willd.).

26. Vanilla extract is the flavoring extract prepared from vanilla bean with or without sugar or glycerin, and contains in 100 cubic centimetres the soluble matters from not less than five (5) grams of the vanilla bean (the dried, cured fruit of vanilla planifolia).

27. Vanilla extract shall contain no coloring matter other than that supplied by the vanilla bean itself.

28. Artificial and Compound Extracts of Vanilla may contain added colour of harmless character, provided that declaration of such colour be made by the use of the word "coloured" on the main label, in type as large and conspicuous as that used in any other word on the label.

29. Wintergreen extract is the flavoring extract prepared from oil of wintergreen, and contains not less than three per cent. (3%) by volume of oil of wintergreen.

29a. Oil of wintergreen is the volatile oil distilled from the leaves of the Gaultheria procumbene L.

Fruit and Fruit Products Are Defined According to Act

Fruit and Fruit Products

1. Fruits are the clean, sound, edible, fleshy fructifications of plants, distinguished by their sweet, acid and ethereal flavors.

2. Dried fruit is the clean, sound product made by drying matured properly prepared fresh fruit in such a way as to take up no harmful substances; and conforms in name to the fruit used in its preparation.

3. Evaporated fruit is dried fruit in whose preparation artificial heat has been employed.

4. Evaporated Apples shall contain not more than 25 per cent. of moisture. (For method see Note 4, Bul. 346).

5. Canned fruit is the sound product made by sterilizing clean, sound, properly matured and prepared fresh fruit, by heating with or without sugar, and keeping in suitable clean, hermetically sealed containers; and conforms in name to the fruit used in its preparation.

6. Preserve is the sound product made from clean, sound, properly matured and prepared fresh fruit and sugar syrup, with or without spices and vinegar, and conforms in name to the fruit used in its preparation.

7. Jam, Marmalade, is the sound product made from clean, sound, properly matured and prepared fresh fruit or fruit pulp and sugar, with or without spices or vinegar, by boiling to a semisolid consistence, and conforms in name to the fruit used in its preparation.

8. Fruit Butter is the sound product made from fruit juice, and clean, sound, properly matured and prepared fruit, boiled to a semi-solid mass of homogeneous consistence, with or without the addition of sugar and spices or vinegar, and conforms in name to the fruit used in its preparation.

9. Jelly, Fruit Jelly, is the sound, semi-solid gelatinous product made by boiling clean, sound, properly matured and prepared fresh fruit with water, concentrating the expressed and strained juice, to which sugar is added, and conforms in name to the fruit used in its preparation.

10. When Jam, Marmalade, Fruit Butter or Jelly contains other fruit or fruit juice than that which gives its special name to the article, the fact of the presence of such other fruit shall be stated upon the label, in lettering as large and as distinct as that used in naming the fruit principally present. This requirement does not, however, apply to the use of fruit juice, up to the amount of ten (10) per cent. of the weight of the jam, etc., used instead of water in the manufacture of the jam, etc.

11. When the Sugar in preserve, jam, marmalade, fruit butter or jelly is wholly or partially replaced by glucose, or by any other substitute for sugar, the fact of such substitution shall be stated upon the label in plain lettering.

12. When Jam, Marmalade, etc., are prepared from two or more sorts of fruits, the first-named fruits on the label shall be that which is present in largest amount; thus a jam made from Strawberries and Apples or Apple Pulp or Apple Jelly, shall be labelled as Strawberry and Apple Jam, only if the weight of Strawberries used exceeds the weight of Apples or Apple Pulp or Apple Jelly in the product; where the weight of Apples or Apple Pulp or Apple Jelly exceeds the weight of Strawberries used, the label shall read, "Apple and Strawberry Jam" or "Apple Jam flavored with Strawberries" or otherwise, in such a way as to make clear the fact that Strawberries are not the chief constituent.

13. It has been shown to the satisfaction of this department that processed fruit (that is, fruit which has been sterilized by heat and stored in hermetically-sealed containers of proper material) may be quite as good for use in the manufacture of jams, as fresh fruit, only differing from the fresh fruit by being more or less off colour. The shortness of the fruit season in Canada renders it necessary that the larger part of our fruit be processed as above described, in order to prevent wastage.

In recognition of the above this Department will, until further advice, interpret the addition of harmless coloring matter to jams, made from sound fruit, either processed or fresh, as not "Concealing damage

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CANADIAN GROCER
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THE EARLY CLOSING LAW

THE BILL introduced into the Ontario Legislature, amending the present early closing law, in regard to retail stores, does not appear to be in the best interests of the trade. As the law now stands, three-quarters of the persons engaged in a particular class of business, must approve of an early closing measure. The amendment would change this regulation to a bare majority, in order to settle the question. The bill is designed to make compulsory the closing of retail stores at seven o'clock in the evenings other than Saturday and the night before holidays, and at noon one day a week, preferably Wednesday.

A bare majority to pass a measure of this kind in a municipality is not sufficient to render the law in the best interests of the trade. A more general approval of the merchants is necessary, in order to make it the smooth running legislation that it ought to be. It is not fair to the minority that a majority of perhaps only one or two merchants should succeed in enforcing a measure that really has strong disapproval.

While three-quarters majority seems the other extreme, and really too high a percentage, a happy medium might be struck in, say, a two-thirds majority.

DEATH KNELL OF CO-OPERATIVE STORES

CO-OPERATIVE societies are organized by a group of non-business people, who, continually raving at the price charged by retail merchants, band themselves into a society and subscribe a certain sum by selling shares to form the capital with which to operate a retail store. Just how successful—or unsuccessful—these co-operative instructions usually turn out to be is interestingly set forth in the report of the Stratford Co-Operative Society found elsewhere in this issue.

The Stratford Co-Operative Society was founded about one year ago by a group of men composed of members of the local labor union, particularly the railroad section, a class of labor that has been drawing down a larger scale of wages than any other class of labor, certainly far larger than the average retail grocer. The labor union, claiming that the retail grocers were the cause of the high prices, set about to "remedy this evil" by starting a store of their own. They issued stock at $10 per share and a certain amount was subscribed. The first six months' report showed a net loss of something like $250 and the directors promptly "let out" the manager, claiming that it was through his mismanagement that the loss was incurred. Another manager was appointed, and this manager, probably being "egged on" by the directors to increase the turnover, promptly proceeded to do just that by cutting prices (at least so it is said), and we can safely presume so, as the report for the last six months shows a "handsome" gross profit of $1,557.28 on a turnover of $32,574.88. In other words a gross margin of profit of 4.78 2-3 per cent. Certainly this is very illuminating, and the report also shows that the cost of doing business was 17.32 1-3 per cent. which netted the society a loss of $4,956.51 for the six months' period.

The directors attribute this loss to the "extraordinary lack of loyalty to their own institution shown by the people who own the business." In stating this, directors have stated the fact that has been the death knell of practically all the co-operative stores that have ever been organized, at least in Canada.

EDITORIALS IN BRIEF FORM

SOME grocers are finding the sale of cut flowers a profitable sideline. Especially is this so, where there are no floral shops or greenhouses.

* * * *

MANY merchants the country over have discovered that when asking for credits or loans that character is a real tangible asset in business which is more to be guarded than cash down.

* * *

THE ADVICE being given by experts to the merchant is to watch his markets carefully and continue to operate on a policy of rapid turnover rather than speculative profits.

* * *

A GROCER long experienced in the trade declared recently that his windows were his greatest asset. Can you say the same thing? Are you making them produce results six days in the week?

* * * *

THE GROCER who wishes to make his advertising count for anything must forsake the old stereotyped forms that formerly prevailed. The present generation wants snappy ads—ads that tickle the fancy—ads. in short, that have human interest.

* * * *

GROCERS will do well to read carefully in this and succeeding issues, regulations of the Food and Drug Act of the Dominion of Canada. Important rulings are contained therein, as relating to pure foods, what constitutes them, and penalties for infractions of the same.

* * * *

NOW IS the the time for optimism, not pessimism. It is the time to merchandise on facts, not theories. It is the time for every man to realize that he must sell his merchandise at the prices at which he can turn it over to the people. The quicker inventories are liquidated out the quicker will prosperity come back.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIMES

The Borden milk plant at Truro, N.S., which has been closed down, has resumed operations.

An interesting announcement is made this week in connection with the grocery business of F. E. Williams, St. John, N.B. Mr. Williams has been for some time the proprietor of the Nova Scotia Sales Co., Ltd., distributors of the Reo cars and trucks in New Brunswick. The grocery store so long operated by him at the corner of Charlotte and Princess Streets in that city is to be closed on the 31st of this month and a new showroom for cars is to take its place.

QUEBEC

I. V. S. Benson has come this month to Montreal from London, England, to take charge of a new department in the firm of Harrison & Crossfield, importers and exporters. This new import department will specialize in tapiocas, spices, mild coffee, cocoa, etc.

W. J. Bush & Co., under the management of Mr. St. Alphonse, are moving their offices in the Beardmore Building on St. Peter Street, Montreal, where they have been for some years to 194 St. Paul Street, Montreal, where their factory is located. In the future the factory and general offices will be located on the same premises.

ONTARIO

J. Wildfong has commenced business at 428 Yonge Street, Toronto.

F. H. Currie has opened a store at 1336 Danforth Avenue, Toronto.

W. C. Strong has opened a business at 260 King Street West, Hamilton.

Jewell and Son have opened a store at 794 Gerrard Street East, Toronto.

Louis Flagman this week is opening a new grocery store at Wallaceburg, Ont.

J. D. Lamb, grocer, St. Thomas, has disposed of his business to W. J. Webster.

Mrs. L. L. Purvis has opened a grocery store at Rockwell and Silverthorn Avenues, Toronto.

J. Wilson has purchased the business at 604 Yonge Street, Toronto, until recently carried on by R. Wingfield.

The Dominion stores have opened a new branch at 402 Parliament Street, Toronto. R. Square is the manager.

The Loblaw stores have opened a new branch at 487 Parliament Street, Toronto. W. G. McRobie is in charge.

The J. D. Moore Co., of St. Marys, Ont., is installing a new ammonia system in connection with their cold storage plant.

J. A. Francis, of Cobourg, Ont., has purchased the bakery business of Robert Adams, at Wallaceburg, Ont.

F. Gibb, of Anderdon, Ont., has joined the sales staff in the grocery store of Charles Harris at Amherstburg.

Commencing April 1 grocers of London, Ont., will close their stores on Saturday evenings at 7.30 o'clock.

Eric Johnston, of Sombra, Ont., has purchased the Whitebread Grocery at Whitebread, Ont., from J. A. Wadsworth.

Arthur Billiet has purchased the Montreal Hotel at Wallaceburg, and when he gets possession on April 1 will remodel part of it and fit it up as a first-class grocery store.

Richardson and Avery, of Thamesville, Ont., have purchased premises which they will remodel and open up as a first-class meat market about April 1.

The P. and M. grocery store at St. Thomas, Ont., has been purchased by A. J. Campbell and Son. Mr. Campbell for some time has been with the firm of J. H. Gould, Ltd., at St. Thomas, Ont.

R. R. Powell, Carleton Place, Ont., has doubled the size of his store by removing the rear partition. It also enables him to show his stock to much better advantage.

G. F. Dalley, who for some time has been assistant manager of the Dominion Canners branch at Blenheim, Ont., has been appointed manager of the plant at Grimsby and is moving to that town shortly.

The city of Toronto has been granted permission by the Ontario Legislature to erect a pure food building on the Canadian National Exhibition grounds to cost $150,000.

A controversy has arisen at Wheatley, Ont., as to whether Thursday or Friday afternoons shall be observed this season as a half holiday. Among those signing a petition in favor of Friday is J. W. Hickson, grocer, and Fysh and Richardson, meat market. It is planned to close at 12.30 from May 1 to September 30.

J. R. Wilson & Co., manufacturers' agents, have opened offices at 27 Wellington E., Toronto, carrying grocery lines. Mr. Wilson, prior to going into business for himself, was with C. Morris & Co., in the C.P.R. building, and during the years of the war served overseas.

A. H. Sainsbury, of Sainsbury Bros., Board of Trade Building, Toronto, has returned from a three months' trip to California where business was combined with pleasure. Sainsbury Bros. are the agents for the California Prune and Apricot Growers, Inc.

The Scandrett grocery at London, Ont., has a most attractive window display this week of ham and bacon. The background of the display is purple crepe with white strips arranged at close intervals. On the white strips are large numbers of Easter lilies. Advertising helps are skilfully interspersed with samples and packages of the ham and bacon and large cards attractively printed in colors give the prices in figures six inches high. The display is a most tempting one and has been a real business getter for the firm.

SEND IN PHOTO OF YOUR WINDOW DISPLAYS

Readers of Canadian Grocer are constantly making special window displays, pictures of which Canadian Grocer would be glad to obtain for the purpose of reproduction. We will pay up to three dollars for each acceptable window sent in, the photograph to be at least six by eight inches. The live merchant is always displaying some line of goods in an effort to stimulate sales, and we want to get these displays from time to time. Windows of housecleaning merchandise, of jams, of fresh fruits, of canned goods, in fact of all products sold in a grocery store, will be appreciated, and subscribers are asked to send them to Canadian Grocer, accompanied by invoices of cost of the same in duplicate. You will be making a feature in your windows of special lines from time to time. Many attractive displays will be made. Let us have a photograph of yours.

DAYLIGHT SAVING WILL BE IN FORCE IN MONTREAL

Montreal, March 21.—From Sunday, May 1, to Sunday, October 2, daylight saving will be in force in the city of Montreal, according to the decision of the Administrative Commission. The city authorities will adopt shortly a formal resolution notifying the general public of the change of time by which it is proposed that timepieces be set one hour ahead during the period mentioned.

The Chambre de Commerce of Montreal have passed a resolution favoring daylight saving, and a committee composed of C. H. Catelli, F. E. Fontaine, Joseph Ethier and A. Prud'homme was appointed to wait upon the civic authorities and bring the recommendation to their notice.

No Tax in Case of Retailer Selling His Own Business

A subscriber to Canadian Grocer writes as follows:

Editor, Canadian Grocer:

Kindly give us all information in connection with the sale of a business. Is there a Government tax levied on this transaction?

Answer.—In the case of a retailer selling his business, there is no tax. In the case of a wholesaler selling his business, there is a sales tax on those assets of the business that are represented by goods for re-selling—for instance, such merchandise stock of a store as is taxable under the Act.

It is a little difficult to give all information in connection with the sale of a business as each business has its own peculiarities and every sale would have its own problems. The vendor of a business should watch particularly that he does not contravene the Bulk Sales Act. And if we had the details of the business you refer to, we could give you further information.

CHARLES HOWELL TO BE GENERAL MANAGER

Takes Charge of the New Kraft-MacLaren Co. with Headquarters in Montreal

Charles H. Howell was in Canada last week from Chicago in the interests of the Kraft-MacLaren Cheese Co., Ltd., which is making preparations to manufacture in Montreal. Mr. Howell spent some time in Montreal and was later in Toronto on his way back to Chicago.

The trade will be interested in knowing that Mr. Howell is the general manager of the new Kraft-MacLaren Cheese Co., Ltd., of Montreal. To a Canadian Grocer representative he stated the firm expected to begin operations in the new plant about May 15. In addition to the manufacture of cream cheese in packages and tins, the new company will make some entirely new lines to the Canadian trade. Among these will be a five-pound carton of different kinds of cheese covered with tinfoil and without rind.

Mr. Howell is not coming to Canada as a stranger. He has a number of relatives here—in Ottawa. He was one of those on the train that was wrecked this side of Chicago two or three weeks ago but luckily was in a coach that was not struck. The car in front was completely demolished. With a brakeman he was among the first to assist in the rescue of the unfortunate travellers who were still alive.

NEARLY TWO-THIRDS RESERVED

Nearly two-thirds the space has been actually reserved or spoken for in the new Pure Food Building for the Canadian National Exhibition grounds, Toronto. A large number of representative foodstuff firms have taken space and enquiries are coming in to the Food Products Association and to Canadian National Exhibition every day. Before the building can be proceeded with the city requires a still further percentage of the space reserved. The executive of the Association held another meeting on Monday last to discuss the situation.

Founder of the William Davies Co. Has Passed Away

The founder of the William Davies Co., Ltd., in the person of William Davies, passed away at his home, 173 Warren Road, Toronto, on Monday afternoon, in his ninetieth year. The late Mr. Davies attained a high place in the business world, and the splendid industry he leaves behind him is a tribute to his ability and integrity.

He was born at Wallingford, near Reading, England, in 1831. He came to Canada in 1854 and set up a small provision business at Queen and Victoria Streets, Toronto. Later he became interested in the exportation of hogs to England and then in the exportation of bacon, which formed the foundation of the present business of the William Davies Co. He contributed largely to bringing about the high standard of hog breeding maintained in Canada, adding greatly to the reputation of Canadian bacon in the Old Land.

Owing to the death of Mr. Davies' two sons who were active in the business, Sir Joseph Flavelle joined the company in 1891 and since then Mr. Davies has not been in close connection with the business.

The late William Davies was a philanthropist on a large scale, and many public institutions as well as organizations in connection with the Baptist Church, of which he was a member, shared his gifts. He was twice married and by his first wife had twelve children, all of whom predeceased him with the exception of Mrs. E. T. Fox, mother of E. C. Fox, general manager of the William Davies Co. He is survived by his second wife.

BIG SHIPMENT OF SOAP TO RUSSIA

Chicago, March 22.—Seventeen thousand pounds of soap were shipped from this city recently, destined for Moscow. Used sparingly, this would suffice to wash the faces and hands of nearly a million Russians. The soap is the gift of the American Red Star League, and is being sent at the earnest solicitation of the Soviet Government, which says that typhus and other epidemic diseases are killing hundreds, chiefly babies, every day.

New Goods

A new line that is coming on the Canadian market in the near future is a five-pound carton of cheese. This will be made by the new MacLaren-Kraft Cheese Company, Limited, of Montreal. The cheese inside the carton is covered with tinfoil, which is marked into half pound pieces, so that weight may be approximated closely by the retailer when cutting it. There is no rind to this cheese. It is packed in wooden cases. Different kinds will be put up such as pasteurized Canadian cheese and Swiss cheese.

Grocer Finds Sale of Cut Flowers Replaces Trade Lost in Ice Cream

SELLING cut flowers in the winter and early spring months is one way to balance the business done in summer through the sale of ice cream. At least it is the method James L. Hewson, of Oakville, Ont., has adopted, and Mr. Hewson declares that it has proved very profitable. At the time of a recent visit of a Canadian Grocer representative to Mr. Hewson's store he was showing a fine array of roses, carnations, violets, etc. It was on a Thursday that the Canadian Grocer man called, and Mr. Hewson stated that all would be sold before the following Monday.

"I have handled more flowers this winter than I have ever handled before," remarked Mr. Hewson. "I am naturally very fond of flowers, and the work of taking care of them is a pleasure rather than a labor to me. Besides they show a gratifying profit, any time devoted to their care is time well spent. I always keep some flowers in the window, and the display means everything in the way of selling them. I provide a great many flowers for social affairs, and I have found too, that flowers attract business to the store, very often meaning the purchase of other goods. I sell a lot of ice-cream here in the summer months, and the sale of cut flowers in the winter months replaces to a considerable extent, what is naturally lost in revenue as a result of the lack of demand for ice cream."

Mr. Hewson maintains a steady supply of flowers the winter through, getting fresh shipments at frequent intervals from nearby greenhouses.

NEWS FROM WESTERN CANADA

WESTERN

Mr. Preston's grocery store at Hammond, B.C., was robbed recently.

The organization of a branch of the Retail Merchants' Association in Vancouver goes on apace under the direction of H. T. Stephenson, who is the prime mover.

The Malpass and Wilson Co., Nanaimo, B.C., at present dealing in dry goods, boots and shoes, hardware, groceries, etc., has recently incorporated a company for $25,000 as Malpass and Wilson Groceteria, Ltd.

George J. Cameron, of the W. L. McKenzie Co., Ltd., Winnipeg, Man., has just returned from a trip out west, where he has been visiting his various branches.

J. R. Kelly, Moose Jaw, has sold his store property on River Street to Merchants' Ltd., for $25,000. A number of changes are to be made in the building.

Deighton's Market, Regina, Sask., has been removed from 1717 Broad Street, to the Old Trading Co. Bldg., on Hamilton Street.

Nelson R. M. A. Re-elect Officers For Current Year

Nelson, B. C., March 22.—The first annual meeting of the Nelson branch of the Retail Merchants' Association was held recently. Officers for the year were named, and the executive committee was named a canvassing committee to urge on all local retailers the advisability of getting into the association.

With the exception of A. T. Walley, who was elected first vice-president, all of last year's officers were re-elected. They were: President, W. J. Meigher; first vice-president, A. T. Walley; second vice-president, R. Andrew; treasurer, L. H. Choquette; honorary secretary, Ross Fleming; secretary, E. F. Gigot. The officers with the exception of E. F. Gigot, form the executive committee.

The matter of advancing the time one hour during the summer months was brought up and disposed of by a resolution advising the city council that the retailers were in favor of advancing clocks one hour from May 1 until October 1 inclusive, providing the scheme was generally favored throughout the dominion. The secretary was instructed to forward a copy of the resolution to the provincial executive of the association.

B. C. Retailers Are In Better Shape Than in 1913

R. D. Dinning, manager of the Vancouver branch of the Canadian Credit Men's Trust Association, stated, in conversation with Canadian Grocer, that the credit condition throughout the province is good.

The retailers, according to this authority are carrying considerably less on their books than was the case in 1913. In fact, the jobbers are finding collections in much better shape than during the last period of depression.

Mr. Dinning, stating his own opinion, claimed that the present improved credit situation was due to the reserve of buying power shown by the amount of Victory bonds absorbed by this province.

Regina Merchants Approve of Tax On Turnover

The Retail Merchants' Association, of Regina, placed itself on record as approving of the principle of a tax on the turnover of all business and professional men, not to exceed one per cent. of the total turnover.

The motion was to the effect that all individuals or corporations desirous of taking up a business or profession in Canada should be required to take out a license from the office of the Collector of Inland Revenue, at a nominal figure, that every licensee should be required to keep an account of the amount of business done by him, and that at the end of each month he should be required to remit such a percentage of his profits as the government should see fit, this not to exceed one per cent. and that no exemption be granted from the tax.

Summerland Fruit Union Declare 6 Per Cent. Dividend

Summerland, B.C., March 22.—The seventh annual meeting of the Summerland Fruit Union was held recently. Capt. J. T. Mutrie, president; Walter J. McDowall, general manager, and C. L. Lowe, sales manager of the Okanagan United Growers, were present.

The financial statement and report of directors was received, and the recommendation of a dividend of 6 per cent. on paid-up capital was adopted.

The matter of raising the needed capital for working purposes was discussed at length, and finally a plan providing for the appropriation of 5 per cent. on the net crop proceeds each year was agreed on. This levy is estimated to produce about $10,000 per annum.

The directors elected for the year 1921 were E. R. Simpson, W. H. Hayes, G. Thornber, P. G. Dodwell, C. P. Evans, A. McLachlan, and W. S. Young (Naramata). The first four were the retiring directors, all being re-elected. The last three were elected to vacancies on the board.

Swift Current Merchants Form R. M. A. Branch

Swift Current, March 22.—A branch of the Retail Merchants' Association has recently been organized here. The old organization was made the basis of the ne worganization. The meeting was well attended, with George Bowers in the chair. G. W. Anderson, organizer for Southern Saskatchewan, was present. New officers elected are: president, L. F. McLaughlin; first vice-president, A. J. Wigmore; second vice-president, Jack Wood; treasurer, A. E. Longmore, and honorary secretary, W. W. Cooper.

The secretary will later be appointed by the executive, which will be enlarged by a representative from each line of business, being selected to act as chairman of his particular group.

Provincial Organizer Anderson pointed out the advantages of the Provincial association and also of the greater Dominion organization.

They have in their Provincial head office departments dealing with freight and express, accounting, collection and insurance. They also have a solicitor whose offices are at the disposal of members up to a certain amount of service. Mr. Anderson showed where the association saves a great deal annually to its members in fire insurance through its re-insurance scheme.

JAPAN'S PEANUT INDUSTRY

Exports of peanuts from Japan amounted to 13,173,524 pounds in 1913, 18,775,855 in 1917, 18,854,997 in 1918, and 14,586,845 pounds in 1919. Exports of peanut oil in the United States were 2,784,684 gallons in 1917 and 4,539,151 in 1918. This oil is largely obtained from foreign peanuts, mostly Chinese. The 1920 harvest is estimated as 10 per cent. greater than that of 1919.

Vancouver Co-operative Society, Limited, Is in Difficulties

Collapse of the Vancouver Store Is Explained by Placing the Responsibility on Scattered Membership, With Resultant High Cost of Delivery and Heavy Overhead Costs

By Staff Correspondent of Canadian Grocer

VANCOUVER (Special).—Demanding $1,700, which was owing, the United Grain Growers forced a receivership against the Vancouver Co-operative Society, Ltd. The liabilities of the Vancouver Society are said to be about $6,000 and it is thought that the assets will cover this amount.

The outside "co-op." stores at South Hill, Mount Pleasant, North Vancouver and Port Moody are expected to sever their connection with the central office and keep going.

Dr. Curry, an ardent apostle of the co-operative movement, explains the collapse of the Vancouver store by saying that the scattered membership, with resultant high cost of delivery, and the overhead cost of the central organization are responsible. The central office did the missionary work for the outside branches.

Opponents of the co-operative stores state that many people who ran bills with struggling local storekeepers allowed their accounts to run far in arrears while paying cash to the co-operative stores. Also it is stated that the remote possibility of collecting dividends does not compensate the housewife for foregoing the attractive cash and carry prices. She expects to buy cheaper from the "co-op." and will go where the service is best and the price lowest in spite of her membership expenditure of $5.

Canadian Grocer interviewed several delegates to the United Farmers' convention and it would appear that in British Columbia, as elsewhere, while some co-operatives are going under, there are always people, who have not had the experience, willing to pay for some.

"Business Improvement Is Ahead"

A Grocery Brokerage House in Western Canada Shows Aggressive, Optimistic Attitude in Regard to Business Conditions—1921 the "Go-Get-It" Year

WINNIPEG.—A Western Canada firm of grocery brokers in Winnipeg has sent out a circular letter in regard to business conditions that has caused wide comment on account of its aggressive and optimistic tone. It is entitled "Business Improvement" and reads in part as follows:

"In spite of a new revolution in Russia, critical conditions in Poland and Roumania, Austria starving, Germany frankly adopting a course which can only lead to a new crisis, and a new administration just taking the reins in the United States—a business improvement is ahead.

"In fact the advance guard of same has arrived and already the general trade has awakened from the depression of the past few months, and are putting their houses in order for the coming increase in business. The lines that have taken the greatest slump and have shown the greatest inactivity will be the first to resume conditions bordering on normal.

1921—The "Go-Get-It" Year

"There are too many pessimists in business. The men who are complaining that everything is going to the dogs have got the wrong idea altogether. Every merchant who can look back over a career of any length must know that there is nothing particularly abnormal about the state of affairs that we have been passing through. The good old rule of supply and demand is still on the job and working right now. In fact, all things considered, the inevitable period of trade depression is being weathered much better than might reasonably have been expected.

"Business, in short, has come down out of the clouds and has its feet on the ground. Consequently, there will be no panic, nor even any serious trouble. The epidemic of public extravagance did not last long enough to be followed by any lengthy period of hard times. The buying capacity of Western Canada has not been impaired.

"Fortune awaits the man who puts brains and energy into the quest. The future is the time when business skill, foresight and courage are being put to the test. The reckless and inexperienced may suffer, but the prudent and capable have no need to fear. In addition to distributing food products—we also distribute a 100 per cent. brand of optimism."

MACDONALD CHALLENGE TROPHY NOW IN CALGARY

The Macdonald challenge trophy was presented to the Alberta branch of the R.C.C.C. by W. C. Macdonald, Regd., Inc. Montreal, to stimulate the fraternal feeling between the various curling clubs in that province. It is representative of the double rink championship of the province. Since it was donated in February it has been won and played for by many of the outside rinks. It is now held in the city of Calgary, and the claim is made that they are going to hold it throughout the coming summer as apparently the ice is at an end for the season.

THE FORD MILK MAID

(Luco in the Manchester Guardian)

(Henry Ford, the motor magnate, in an interview with a representative of the New York Tribune, predicted that the day would come when cows would be done away with. The cow, he declared, was the crudest machinery in the world, adding: "It is a simple matter to take the same cereals that cows eat and to make them into milk which is superior to the natural article, not subject to tuberculosis, and much cleaner.")

"Where are you going, my pretty maid?
"I'm going a-milking, sir," she said.

"But it isn't polite to tell fairy tales—
What have you done with your stool and
your pails?"

"Forgive me, old bean, you're a bit out
of date,"
The maiden replied as she opened the
gate.

"Well, why do you carry a spanner, my
dear,
And an outfit that looks like a plumber's
gear?

"The milkmaids that Herrick and other
sang
Never resembled a break-down gang."

"Dear me," said the maiden, "you do
leave me bored;
Have you never heard tell of the great
Mr. Ford?

"You know how his infinite zeal and
resource
Improved on that ancient contrivance,
the horse?

"Well, he's done the same thing for the
dairyman now—
And I'm off to milk Henry's mechanical
cow.

"Don't stand there and jaw about buckets
and stools—
If you want to come with me, just carry
the tools."

Manufacturers' Agents are Salesmen

Function of Manufacturers' Agents is to Sell Goods on Behalf of the Concerns They Represent—Few Stock Goods or Finance Shipments, But Merely Act as Selling Force and Transactions Are Fulfilled by Jobbers

"THE function of manufacturers' agents is to sell goods," remarked a leading representative of manufactured lines to Canadian Grocer the other day, when discussing the work that is actually done by the agents of manufacturers. "We do not interfere with the work of jobbers. We sell through the jobbers. That is, we take the orders, but the goods are delivered, in most instances, by the jobber from whom the retailer buys his stock. Of course, the average jobber could not cover the ground with his sales staff, and that is where the manufacturers' agents come in. They sell from one end of the country to the other, and cover the trades in a much more thoroughly organized way than ever could the limited number of salesmen who work for the wholesalers. The latter are free to perform the same duties that they have always done in the way of distribution, and the manufacturers' agent is an aid rather than an interference to them. Of course, there are some retailers to whom we sell, but they must be exceptionally large retailers, and only those who can buy in very large consignments. There are very few merchants who buy in this way, so that we are practically correct in asserting that our business is carried on through the wholesale trade."

Financing of Shipments

"Who does the financing of these shipments?" Canadian Grocer asked.

"The financing is done by the jobber, the arrangement being one entirely between the jobber and the manufacturer. We do no financing. We sell. The jobber must arrange about the shipment, the clearance of goods from the customs in the case of lines that are brought in from other countries, and see to it that they are delivered to the purchasers."

"Do you not carry nor warehouse any stock whatever?" the agent was next asked.

An Emergency Stock

"We do carry a certain amount of stock, but it is what we call an emergency stock. We carry it for our manufacturers, and have it merely to supply jobbers who happen to have run out of supplies while waiting for fresh shipments to arrive. It is merely, as I have stated, an emergency stock, and is held for manufacturers. We are not wholesalers, and when a manufacturer's agent buys stock and places it in a warehouse he is no longer exclusively a manufacturer's agent, but is also doing a wholesale trade. We secure the selling agency of various products from the manufacturer, and agree to represent him, giving him the services of our selling organization. We go out and sell the trade, but the business of delivery and the matter of payments are the duties of the jobber."

Both Wholesaler and Agent

One firm of manufacturers' agents, however, in discussing this question of carrying stocks with Canadian Grocer, declared that it was their policy to stock certain lines, and their customers had the option of buying direct from the manufacturer, or in a wholesale way through them. Representing certain foodstuffs exclusively in this country they sold both the wholesale and retail trade. In selling the former the goods were shipped direct from the factory, and the financing and the clearance of customs were looked after by the jobber Retailers who bought direct also looked after the financing of shipments, but where purchases were made from warehouse stocks the purchase was merely a wholesale transaction, and the firm making the sale looked after the matter of financing, clearance and delivery.

However, in the real sense of the term a manufacturer's agent does not stock goods. He is merely a part of the selling force of the manufacturer.

Manufacturers' Agents Optimistic Report Increasing Activity in Trade

MANUFACTURERS' agents report a decided improvement in business in the current month. Interviewing a number of them this week a representative of Canadian Grocer was decidedly impressed with the optimistic strain that is uppermost. "We are glad to state that during the past two weeks we have found a decided improvement in general business," remarked one man who carries on extensively a manufacturers' agent business. "Many of our buyers are making inquiries and placing substantial orders for importation from Great Britain and Europe. We have had strongly demonstrated the value of established lines on the market during this trying time. Lines which have held up their quality, and have been obtainable during the war, have been in greater demand than ever. Even with many cheaper and competitive lines offered at cut prices, the trade has demanded lines whose reputation they can rely upon.

"We feel more optimistic to-day than we have felt in some time. The outlook for a record breaking fall business is before us. Our increase on forward sales in lines which we have been booking, has been phenomenal. In one line of which we sold two carloads last year, we have already booked three carloads. Both of these represent the very finest quality of goods.

"Our experience goes to show that this market has demonstrated quality in their food products more than ever, and we believe that more and more quality goods will be demanded."

"Business is certainly picking up," spoke another manufacturers' agent, when approached by Canadian Grocer. "We have noticed a wonderful improvement in the current month, and are confident that the future will show a steady increase. There is a much better feeling among the trade, and less tendency to hold off from purchasing supplies. Our salesmen are all in an optimistic mood and believe that business from now on will display an activity that will be very gratifying. Orders this month have exceeded those of the two preceding months of this year, to an extent that indicates a change of attitude on the part of buyers generally, and we anticipate continued improvement from now on."

NEW WESTMINSTER, B.C., CO-OPERATIVE SOCIETY ELECT NEW OFFICERS

New Westminster, B.C., March 22.—The New Westminster and District Co-operative Society was organized recently in the Labor Temple as an independent unit. New officers were elected and the local co-operative store was purchased outright on a cash basis. The local society will now conduct the co-operative retail business undertaking on its own responsibility.

The officers were elected as follows: President, D. MacDonald; vice-president, T. Smith; secretary-treasurer, F. Brown; chairman of organization, W. A. Bowcott; chairman of educational committee, Mrs. T. A. Barnard; chairman of auditing committee, W. Adams; chairman of social committee, Mrs. H. Edmonds. Steps were taken to secure incorporation.

NEW MANAGER BATTLE CREEK TOASTED CORN FLAKE CO.

Frank Gordon assumes the management of the Battle Creek Toasted Corn Flake Co., London, Ont., his duties beginning April 1. Mr. Gordon succeeds R. K. McIntosh, who has been manager for a number of years.

Handy Directory

Manufacturers' Agents and Brokers

For the benefit of Manufacturers, we give below the list in detail of Grocery Brokers and Manufacturers' Agents using space in this Section

British Columbia

Johnston-Lieber Mercantile Co., 850 Hastings St. West, Vancouver.

Manitoba

Donald H. Bain Co., Winnipeg.

C. Duncan & Son, corner Princess and Bannatyne, Winnipeg.

W. H. Escott Co., Ltd., Winnipeg.

Gibson, Paterson, Brown, Ltd., Winnipeg.

Geo. W. Griffiths & Co., Ltd., 246 Princess St., Winnipeg.

W. L. MacKenzie & Co., Ltd., Winnipeg.

Mason & Hickey, 287 Stanley St., Winnipeg.

The McLay Brokerage, Winnipeg.

Mowat & McGeachy, 91 Albert St., Winnipeg.

H. P. Pennock & Co., Ltd., Winnipeg.

Richardson Green, Ltd., Winnipeg.

Scott-Bathgate Co., 149 Notre Dame Ave. E., Winnipeg.

Stroyan-Dunwoody Co., Confederation Life Bldg., Winnipeg.

Watson & Truesdale, Winnipeg.

S. H. Whyte Mfg. Co., Ltd., McRae Bldg., Winnipeg.

Frank H. Wiley, 533-537 Henry Avenue, Winnipeg.

Nova Scotia

Gaetz & Co., 640 Barrington St., Halifax.

Ontario

H. C. Brennan, Booth Bldg., Ottawa, Ont.

Chadwick & Wright, 28 Duke St., Toronto.

Frost, Moorman & Co., Belleville, Ont.

T. Ashmore Kidd, Kingston, Ont.

Langley, Harris & Co., Ltd., 12 Front St. East, Toronto.

Loggie, Sons & Co., 32 Front St. W., Toronto.

J. K. McLauchlan, 279 King St. West, Toronto.

W. H. Millman & Sons, Toronto.

S. H. Moore & Co., Excelsior Life Bldg., Toronto.

John J. O'Donnell & Co., Laing Bldg., Windsor, Ont.

W. G. Patrick & Co., Ltd., 51 Wellington St. W., Toronto.

Scott & Thomas, 32 Front St. W., Toronto.

J. R. Wilson, 27 Wellington St. East, Toronto.

Quebec

Canada Produce Co., 171 St. Paul St. E., Montreal.

Albert Dunn, Quebec, P.Q.

Geo. D. Lachine, 18 Dalhousie St., Quebec, P.Q.

St. Arnaud Fils Cie, St. Nicholas Bldg., Montreal.

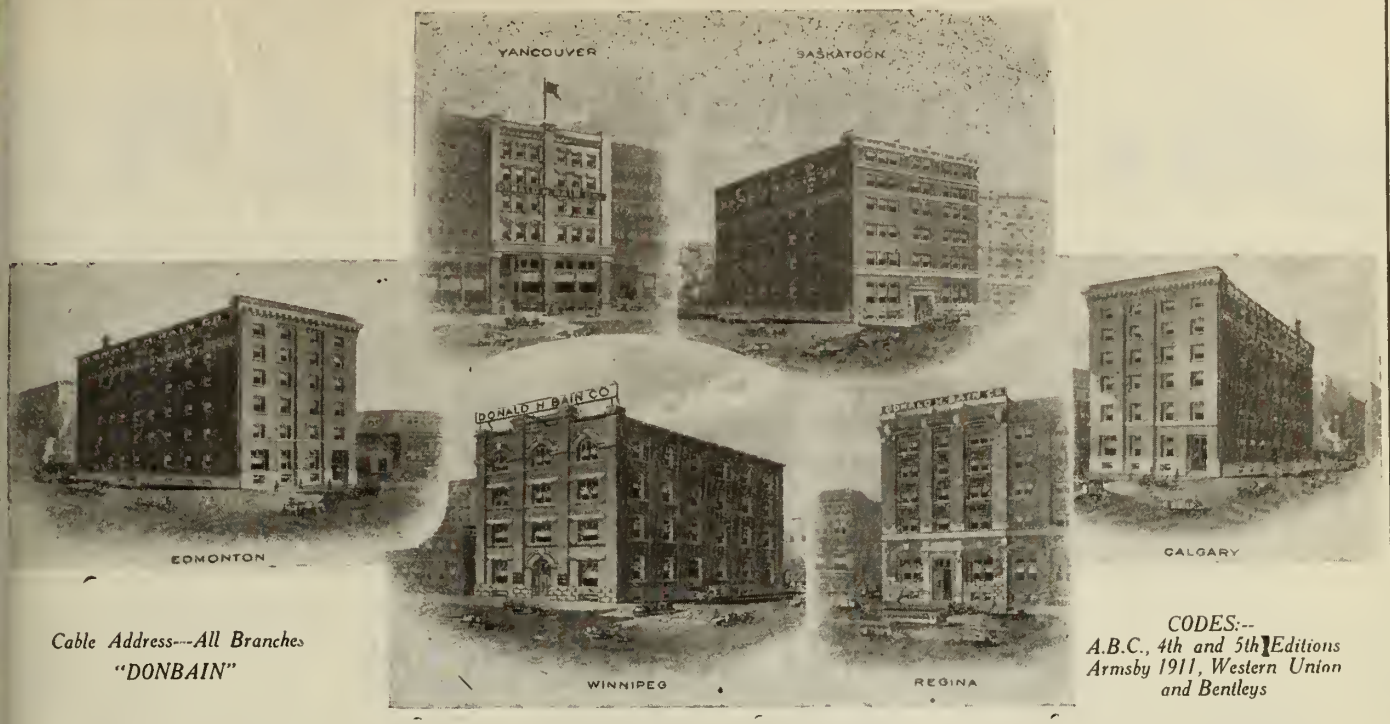
The Vlit Manufacturing Co., Ltd., Montreal.

MARTIN, GATEWOOD & CO.

Wholesale Brokers *Exporters* *Importers*

WINCH BUILDING, VANCOUVER, B.C.

INQUIRIES SOLICITED



Cable Address---All Branches
"DONBAIN"

CODES:--
A.B.C., 4th and 5th Editions
Armsby 1911, Western Union and Bentleys

If successful results interest you, your Western Canada brokers will be

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Manufacturers with a "quality" product considering this rich Western field will do well to get in touch with this "live," "result-producing" marketing organization.

When you enlist our Services your products will have behind them a selling organization that is second to none, with exceptional warehouse accommodation at all points and ample financial backing. You'll find our selling service under every test "the best in the West."

HEAD OFFICE:
WINNIPEG, MAN.

Branches: REGINA SASKATOON EDMONTON CALGARY VANCOUVER
Also Saracen's Head, Snowhill, London, E.C. 1, England

Representing CONNORS BROS., Ltd. Brunswick Brand Sardines, etc.

Representing ARNOLD DORR & CO., N.Y. Coffees

An Established Record for Real Service

We enjoy the Confidence and Goodwill of ALL the WESTERN TRADE and Guarantee to give careful attention to any reliable agencies entrusted to us.

C. DUNCAN & SON

GROCERY BROKERS

WINNIPEG, CANADA

ESTD. 1899

Representing SUFFOLK PEANUT CO. And other First-Class Firms

Representing GEO. PAYNE & CO., Ltd. England, Ceylon and India Teas

Cable Address: "STUWAT"

Codes:
WESTERN UNION
UNIVERSAL EDITION
A.B.C. 4th and 5th EDITION
BENTLEY'S FIRST EDITION
J. K. ARMSBY'S LATEST
CROSS

To Manufacturers and Packers

It is your duty to secure the most efficient sales and distributing organization possible.

We owe it as a duty to you and ourselves to give it. Years of experience in the West enable us to render manufacturers valuable service and guidance in placing their goods both economically and efficiently.

It is not our policy to make extravagant promises, but we can give you a service that brings results.

We cover Manitoba, Saskatchewan and Alberta.

We specialize in Grocery, Drug and Confectionery lines.

Our organization, reaching both the wholesale and retail trade throughout the three Provinces, is at your disposal.

WRITE US

WATSON & TRUESDALE

WINNIPEG

REGINA SASKATOON FORT WILLIAM CALGARY EDMONTON

References: Bank of Montreal, Winnipeg

Trade references on application

17th Anniversary

To the Trade:

On this our 17th Anniversary we wish to take the opportunity of expressing our sincere appreciation to the Trade generally for the cordial support which they have accorded us during the past seventeen years.

We realize that without this support our business could not have grown to its present gratifying proportions.

While expressing our appreciation we wish to assure you that our aim in the future, as in the past, shall be to render efficient and reliable service at all times by which we hope to merit a continuance of your esteemed patronage.

Yours faithfully,

H. P. PENNOCK & CO., LIMITED

MANITOBA
SASKATCHEWAN

HEAD OFFICE
WINNIPEG

ALBERTA
WESTERN ONT.

Representing

The Canadian Salt Co., Limited,	Windsor, Ont.
The Atlantic Sugar Refineries, Ltd.,	Montreal
The Empress Manufacturing Co., Ltd.,	Vancouver, B.C.
The Clayoquot Sound Canning Co.,	Victoria, B.C.
The Alexander Molasses Co.,	Cincinnati, Ohio
Messrs. Lea & Perrins,	Worcester, Eng.
Etc.	

RICHARDSON GREEN LTD.

announce their appointment as representatives of

THE N.K. FAIRBANK COMPANY

LIMITED

in Western Ontario, Manitoba, Saskatchewan, Alberta and the Fernie and Cranbrook Districts of British Columbia

RICHARDSON GREEN LTD.

Manufacturers' Agents

Winnipeg, Regina, Saskatoon, Calgary, Edmonton, Vancouver

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Export and Import Brokers

Evaporated Apples
Canned Goods
Beans, etc.

Cable Address : "Millman"

Codes : Private
A. B. C. 5th
Bentleys
Western Union

Established in 1902

Toronto, Canada

Are your Western Canada Sales measuring up to your expectations of this rich field? If not, it will pay you to get in touch with

The House of Scott-Bathgate Co., Ltd.

If your product is a quality line, Mr. Manufacturer or Packer, we can market it for you in this large, wealthy, Western territory in a way that will bring you the most successful results. Whether it is a new product that needs introducing or one that you feel is not at present being successfully marketed, our aggressive, personal service, backed by over 18 years' experience, will produce the results you are looking for.

The big way in which we have placed Christie's Biscuits, Robertson's Confectionery and Hungerford and Smith's Fountain Supplies, bespeaks the character of our service.

Write us for particulars to-day.

SCOTT-BATHGATE CO., LIMITED

Importers and Commission Merchants

149 NOTRE DAME AVENUE E., WINNIPEG

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

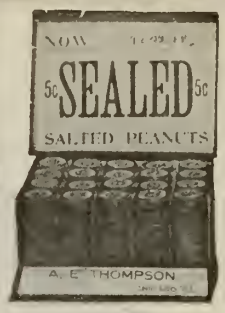
We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**



Thompson's Sealed Salted Peanuts

Packed in drum-shaped packages to retail at 5 cents. Forty packages to a carton. 22 cartons to a case.

Order from your jobber To-day

"Nifty Brand" whole blanched Jumbos, in 5 lb. tins, with envelopes Packed in Canada by

A. E. THOMPSON
Box 2015 WINNIPEG

G. B. THOMPSON & CO., *Western Distributers, Winnipeg*
Eastern Representative: Walter S. Bayley, 20 Front St. E., Toronto, Ont.

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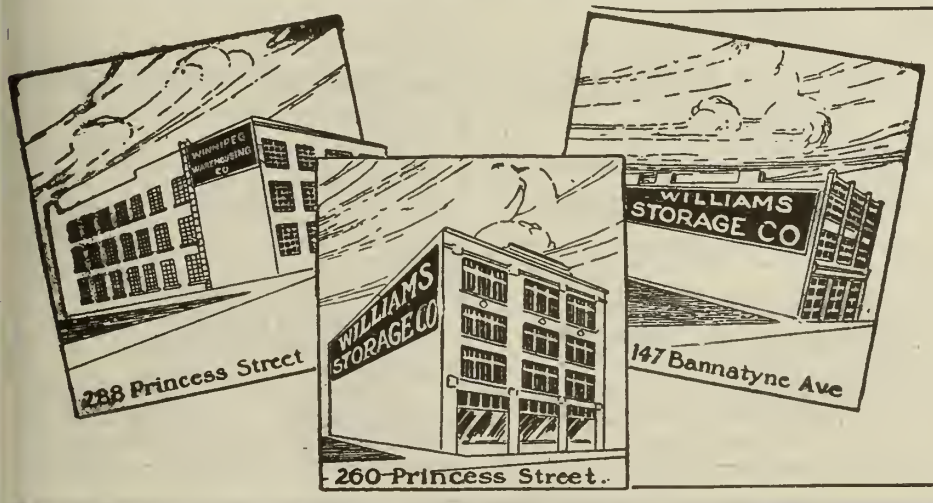

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Intensive Displays Beat Chain Stores

The Merchant's Individuality is His Most Valuable Asset—Show Goods That the "Chains" Do Not Carry and People Will be Attracted to Your Store

By HENRY JOHNSON, Jr.

HERE is a recent report on what a certain grocer is doing:

A first-class grocer in Ontario has revolutionized his method of display from groceries to fresh fruits and vegetables. His reason for so doing is because, as he sees it, there are so many chain grocery stores that exhibit mostly canned and bottled goods that the individual grocer must, if he wants to attract trade, present something different to the public eye. Therefore, he makes an attractive display of fruits and vegetables in two large windows, and when trade is thus drawn into his store, people find he has a first-class line of other groceries to meet their respective needs. He reports that his business has increased rapidly since the change. He has established a very fine automobile trade. He has requested me to give him numerous display pieces as he can—and I know he will—use them all to good advantage.

That is so precisely in line not only with my observation, as hitherto reported in these columns, but with what the chain managers themselves report, that it comes in pat at this time. The facts are these:

Chain store units are run by managers. Those men are not of a high order on the average—they cannot be or they would not occupy such positions. The units are run on the basis of utmost economy of operation, the manager being always the sole intelligence and often practically the entire force. For this reason, chains avoid fresh fruits and vegetables aside from the staples—oranges and lemons—because the force has no time to care properly for such goods, and they realize fully that perishables improperly handled and raggedly displayed are a source of loss and a detriment to trade.

Here, then, is the preferred opportunity for the individual grocery—just as this grocer has demonstrated. Chains have no individuality—this merchant's individuality is his most valuable asset, even as it is yours if you make it so. So by showing goods attractively that the chain does not show at all, he gets people into his store. Once inside, they find that he has everything the chains have as well as numerous essentials to modern living that the chains have not. Then merchants' personality—character of store and service—get in their work, and they prosper and build business plus good-will.

Character the Chief Asset

That character is our chief asset, all of us know; but how many of us do anything to bring that asset to the direct attention of people not now our customers? How many of us realize that we must pump new blood into our clientele every day, or it will wither up and blow away, leaving us in the discard? And how to pump in the necessary new blood without making needful effort to draw into our stores people who do not know anything much about us?

The most valuable portion of our store is our windows. They cost us more than any other space. Let us use them—consistently, diligently, persistently—not spasmodically, by fits and starts. Then, if we have the other goods that we should have, we shall build our trade.

It costs more for a full-service store to operate than for a unit of a chain. This because the service costs more. Therefore, the individual must and can get more for his goods—but not too much more! Just because your expense is, say, 4 per cent. more than that of the chain, will not justify you in trying to get 20 to 40 per cent. more for the same grade of goods as the chain sells. If that sounds like exaggeration, listen to this:

The chief owner of a chain of seventy stores recently told me that his investigations revealed that certain peas, for example, sold by his stores for 13 cents were sold by individual grocers for 18 cents and what he sells for 15 cents are sold for 25 cents the can. This because such grocers buy without the slightest knowledge of the contents of the cans, under jobbers' private labels or other brands which they locally control or which are locally established in popular demand.

Excessive Difference is Boomerang

The difference between 13 and 18 cents is 27.77 per cent. plus. The difference between 15 and 25 cents is 40 per cent. Such excessive differences do not always occur, but enough of them spread wider than these to make these not unrepresentative, and such glaring variations are not only unjustifiable by any process of reasoning, but are suicidal.

If you were to retail these peas for 14 cents, your price would be 7.14 per cent. higher. Is that not enough in many cases to cover your extra cost and expense? It is. But if in particular cases it be not, then consider 15 cents. That gives you 13 1-3 per cent. more, and, all things considered, this is enough for any efficient grocer. Let me add that he who is not both efficient and diligen is beyond help or hope anyway!

If you retail for 16 cents what th chain unit sells for 15, you have 6.25 p cent. more. If you sell for 17, yo variation is 11.76, and if for 18, it 16.66 per cent. more. If you sell f 18, two for 35, your difference is 14 2 per cent.

True, as you say, "the chain buys quantities, futures at first hands, bu as low as the jobber does;" but these a not always advantages. Often pric decline after the chain has bought, a it loses earnings that way. But, at bes it has only one turn a season or a yea You can work on a much narrower ma gin and win out big on twelve or mo turns.

You have to learn several things: n to buy by label without knowing ea season, what is under the label. Not buy futures nor quantities in excess what you can be sure of selling out thirty days or less. Thus you will g away from customers' dependence some brand instead of on your judgmen You will control your business—and y can thus control it and only thus—b cause your customers will learn that y know what you are selling.

Consider Solomon's Wisdom

Many centuries ago Solomon sai "There is that scattereth and yet i creaseth, and there is that withholde more than is meet but it tendeth poverty." That means if you price yo merchandise right, it will move and y will "increase" in riches; if you pri it too high, thus "withholding more th is meet" (or suitable), you will not se your goods and will head for the di card. And Solomon is as good a gui now as ever before!

You must and you can get a modera percentage more than the chain sto Your customers, who prefer to deal yo way, will gladly pay this differenc More is not justified and, as the hous wife eats the contents of the can—n the label—be sure she knows what s is getting. So do not get too much—d not rest in the easy confidence that t seller is giving you what is best for yo See what is inside the can—KNOW— and go ahead with your eyes open.

On this basis you can do as this ma does—grow in volume and earnin despite the chain stores.

The other side is serious, more so tha you realize. Here is an instance:

There is a large producer of fruit wh

Continued on page 50

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

THERE are few price changes recorded in the markets, and these are generally of a minor nature. The situation continues to show an improvement and many of the most important commodities have a firmer tone with tendencies to swing upward. Buying, however, although showing a better movement is still confined to the hand-to-mouth basis.

During the week under review many developments of interest have occurred in the raw sugar markets. As we went to press last week the Cuban Sugar Finance Committee advanced raws to 5¼ cents c.i.f. Large transactions have transpired at full price. Porto Ricos, Phillippines and full duty-paying sugars sold at full parity of 6.27c. During the week there appears to be an increased demand in the United Kingdom and raws have advanced 7½d. per cwt. and refined 3d. per cwt. All American refiners advanced their prices to 8¼ cents New York basis.

The advance expected by the trade on Canadian refined sugar did not materialize, but the market continues very strong in view of the above conditions on the raws.

The tea market continues in a strong position; this is particularly marked on all grades of Ceylon which have shown another advance in primary markets. Indias, however, are somewhat easier, especially on the coarser leaf, of which a very limited quantity is used in Canada.

Cereals generally are holding fairly steady except rolled oats, which have a firmer tendency with indications for a slight advance.

Canned vegetables are holding a strong position and quotations are somewhat higher, particularly on the Montreal market. Canned fruits and jams, although showing a better movement, show a great deal of irregularity in prices among wholesalers.

Shelled French walnuts are very scarce and show no immediate prospects for improvement as importers are not bringing in any large quantities. Prices also in primary markets are higher. Pecan nuts are in a strong position in view of the shortage of the past crop and prices are again moved upward.

Beans have indications for an easier position but quotations generally are unchanged. Rices in primary markets have a firmer tendency and there are indications that prices will be slightly advanced.

In the provision markets the most interesting item at present is the position of eggs. Prices are now lower than they have been since 1916, and with the poor outlook for export business there is a possibility of prices reaching a considerably lower level.

Live hogs are higher with a slight increase in quotations on smoked hams and bacon. Lard and shortening, however, are ruling comparatively easy.

QUEBEC MARKETS

MONTREAL, March 23.—There are very few changes in the grocery market this week. The sugar market is very strong with higher prices on raws and some speculation as to higher prices on refined. Canned peas are scarce and an advance is quoted by local wholesalers. There is a marked improvement in the demand for spices with a more active market resulting. Rice and tapioca are still in an unsettled condition. There is no change in the coffee or tea market. Coffee is very strong at the present time. Valencia raisins are higher in price and a firmer market is evident for dried apples. There are a number of higher prices in the vegetable market. Onions are higher this week and celery is advanced in price. Apples alone are changed in the fruit market with higher prices asked in view of the small supplies. Fresh strawberries are arriving in larger quantities. Rolled oats are very firm.

Coffee Market Firm

Montreal.

COFFEE.—The coffee market is very firm but there are no changes in spot prices at the present time. The local importers are doing all that can be done to keep the price stable and while the market is firm it is not likely that there will be a change in price, at least in the near future.

Canned Peas Scarce

Montreal.

CANNED GOODS.—Further changes are recorded this week on canned goods. Canned peas are getting very scarce and an advance of 5 cents is recorded. Standard peas are quoted at from $1.80 to $1.90. Early June peas are quoted at $2 per case. The assortment of these is limited in local warehouses. Canned tomatoes are also advanced five cents on 2½s which are quoted at $1.60 to $1.70.

CANNED VEGETABLES		
Asparagus (Amer.) mammoth green tips		6 35
Asparagus, imported (2½s)		6 65
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb. doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do, Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	....	1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standard	1 80	1 90
Do., early June	....	2 00
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
CANNED FRUITS		
Apricots, 2½-lb. tins	....	6 10
Apples, 2-½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s., doz.	4 00	4 05
Do., gals., doz..	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	2 75	2 85
2½-lb.	4 25	4 35
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	4 65	4 75
Do., 2-lb.	3 50	3 60
Greengage Plums, heavy syrup	2 65	2 75

Lombard Plums, heavy syrup, 2-lb		2 25
Do., light syrup		2 00
Pineapples (grated and sliced),		
2½-lb.	5 40	5 80
2-lb.	4 60	4 80
1-lb.		2 50
New Pack Strawberries—		
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
New Pack Cherries, choice		4 00
Rhubarb, preserved		2 80
Canadian Pineapple (sliced)		4 80
New Blueberries, 2 lbs.		2 25
Do., 1 gal.		12 00

Rolled Oats Firm

Montreal.

CEREALS.—There is no change in the market for cereals this week. Rolled oats in particular stand very firm as explained in last week's issue. Other cereals are steady in price with a fair movement.

Oatmeal, gran., fine standard		4 25
Rolled Oats, 90 lbs.	3 55	3 75
Pearl Hominy		3 25
Cornmeal, Gold Dust Brand		3 25
Graham Flour, 98 lbs.		7 65
New Buckwheat Flour		6 75
Pot Barley		6 00
Pearl Barley		7 25
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 12
Green Peas, dried		0 17
Ground Oil Cake, per bag		3 00
Split Peas, per bag		5 75

Raisins Quoted Higher

Montreal.

DRIED FRUITS—The whole market on dried fruits is very firm this week, Valencia raisins particularly. Spot stocks are very low and New York is reported to have very little to offer. Prices quoted here, although not advanced are very strong and the cost of replacement has increased three cents per pound in the last ten days. Dried apples are stronger in price and the supplies of cheaper grades that have been on the market are almost gone. The work of the amalgamated companies in holding up the price is beginning to be felt. A supply of Smyrna figs has arrived in Montreal and is now offered on the market.

Apricots, fancy		0 38
Do., choice		0 34
Do., slabs		0 29
Apples (evaporated)	0 12½	0 14
Peaches (fancy)		0 28
Do., choice, lb.		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Ex. fancy		0 30
Lemon, new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron		0 76
Choice, bulk, 25-lb. boxes, lb.		0 22
Peels (cut mixed), doz.		3 25
Raisins (seeded)—		
Valencias		0 23
Muscatels, 2 Crown		0 22½
Do., 3 Crown		0 23
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 ozs.	0 21	0 23
Do., 16 ounces		0 27¼
California Seedless in bulk		0 28
Cluster 20 1-lb. pack		6 75
Currants, loose		0 30
Do., Greek	0 19	0 21
Dates. Excelsior (36-10s), pkg.		5 25
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.		0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾s, lb.		0 45
Figs, white (70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes, each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown, lb.		0 30
Do., 10-lb. box		2 75
Do, mats		3 00
Do., 22-lb. box		1 90
Do., (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes)—		
20-30s		0 27
30-40s		0 22
40-50s		0 19
50-60s		0 18
60-70s		0 15
70-80s		0 13
80-90s		0 11
90-100s		0 09

Higher Prices on Apples

Montreal.

FRUIT.—The orange market remains unchanged this week with a good demand. California blood oranges are offered at $3.75 per half box. Apples are becoming scarce and higher prices are quoted.

Baldwins are now selling at from $8.50 to $9.50 per barrel and Ben Davis at from $7 to $7.50 per barrel. There is an excellent demand for fruit which on account of the season is almost limited to oranges and grapefruit. Some imported strawberries are on the market but the prices are high. The first car of strawberries arrived in Montreal early this week.

APPLES—		
Do., Alexander, per bbl.	7 50	8 00
Do., Greening		8 50
Do., Baldwin	8 50	9 50
Do., Ben Davis	7 00	7 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96		5 00
Porto Rico		4 75
Do., Florida, 54, 64, 80, 96		6 00
Do., California		7 00
Lemons, Cal., 300-360s		5 00
Do., 176s and 200s		10 00
Cal. Navel Oranges, 126-250s	5 25	6 25
Do., Florida, 150-216s	4 75	5 00
Do., Blod Oranges, half boxes		3 75
Tangerines		4 25
Pears, Keiffers, per box		4 50
Tokay Grapes, per box		5 00
California Grapes, in drums		7 50
Almerias Grapes, in kegs		16 00
Cranberries, per bbl.		16 00
Malaga Grapes, per keg		10 00

Fine Oatmeal Lower

Montreal.

PACKAGE GOODS—Tilson's fine cut oatmeal is reduced 25 cents per case and is now quoted at $5.75. Clark's peanut butter is reduced 4 cents per pound on the 24 pound tins, which are quoted now at 20 cents per pound.

PACKAGE GOODS

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78½
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50		4 20
Corn Flakes, 36s		4 16
Oat Flakes, 20s		5 40
Rolled oats, 20s		5 60
Do., 18s		2 00
Oatmeal, fine cut, pkgs., case		5 75
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		3 25
Hominy, pearl or granu., 2 doz.		3 00
Health bran (20 pkgs.), case		2 85
Pancake Flour, case		3 60
Do., self-rising, doz.		1 50
Wheat Food, 18-1½s		3 25
Wheat Flakes, case of 2 doz.		2 95
Oatmeal, fine cut, 20 pkgs		6 75
Porridge Wheat, 36s, case		6 40
Do., 20s, case		6 50
Self-raising Flour (3-lb. pack.) doz.		2 90
Do. (6-lb. pack.), doz.		5 70
Do., Buckwheat flour, per doz.		1 50
Corn Starch (prepared)		0 10
Potato Flour		0 12½
Starch (laundry)		0 08
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pks. case		
Celluloid Starch, 45 pkgs., case		4 15
Package Cornmeal		3 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Puffed Rice Pancake Flour		2 90
Egg Noodles, case 24		2 65
Macaroni		2 65

Brazil Nuts Lower

Montreal.

NUTS—There is practically no change in the market for nuts this week. Prices stand firm with a splendid demand for walnuts and peanuts. A price of 25 cents is made on the new crop of Brazil nuts.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled		0 48
Do., Jordan		0 75
Brazil nuts (new)		0 25
Chestnuts (Italian)		0 18
Cocoanut (shredded, bulk)	0 33	0 35
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 12	0 15
Peanuts, Jumbo	0 16	0 18
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1		0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.		0 30
Fancy splits, per lb.		0 35
Pecans, new Jumoo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, In shell		0 29
Marbot Walnuts	0 26	0 28
Do., new Naples		0 26
Do., shelled, Manchurian		0 56
Do., Bordeaux		0 53
Do., Chilean, bags, per lb.		0 33
Do., Spanish, shelled		0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Rice Prices Irregular

Montreal.

RICE—The rice and tapioca market continues in the unsettled condition that has characterized it for some time. There is no change in the prices quoted, which are quite irregular.

RICE—		
Carolina, extra fancy		
Do., (fancy)		0 08
Honduras, fancy		0 06
Rangoon "B"		0 08
Rangoon "CC"		0 05
Broken rice, fine		0 05
Texas rice		0 05½
Siam		0 06
Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Spices in Better Demand

Montreal.

SPICES—The spice market continues to show improvement in the movement of stocks with a better demand throughout the country. Prices on some lines were reduced as quoted in Canadian Grocer last week and in other lines have a firmer tendency. The better movement of spices has resulted in an adjustment of prices on account of the wholesalers being able to buy on the primary market. From now on through the spring a better movement of spices may be expected with a more active market.

Allspice		0 20
Cassia (pure)	0 32	0 35
Cocoanut, pails, 20 lbs. unsweetened, lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 23
Cinnamon—		
Rolls		0 35
Pure, ground	0 35	0 40
Cloves (ground)	0 50	0 55

Cream of Tartar (French, pure).	0 55	0 60
Do., American high test	0 65	0 70
Ginger (Jamaica)	....	0 35
Ginger (Cochin)	....	30
Mace, pure, 1-lb. tins	0 60	0 70
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 30
Do., white	....	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Caraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Syrups are Steady

Montreal.

CORN SYRUPS, MOLASSES—There is no change in the molasses market this week. The prices quoted are holding firm and no change in either direction is looked for at the present time.

Corn Syrup—		
Barrels, about 700 lbs.	....	06½
Half barrels, about 350 lbs.	....	0 06¾
Quarter barrels, about 175 lbs.	....	0 07¼
2 gal., 25-lb. pails, each	....	2 25
3 gal., 38½-lb. pails, each	....	3 25
5 gal., 65-lb. pails, each	....	5 20
2-lb. tins, per case	....	4 50
5-lb. tins, per case	....	5 30
10-lb. tins, per case	....	5 00
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	5 10
5-lb. tins, 1 doz. in case, case	....	5 90
10-lb. tins, ½ doz. in case, case	....	5 60

	Price for Island	of Montreal
Barbadoes Molasses—		
Puncheons	....	0 85
Barrels	....	0 88
Half barrels	....	0 85
Puncheons, outside city	....	0 80
Fancy Molasses (in tins)—		
2-lb. tins, 2 doz. in case, case	....	7 75
3-lb. tins, 2 doz. in case, case	....	10 75
5-lb. tins, 1 doz. in case, case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

Sugar is Very Strong

Montreal.

SUGAR—The sugar market is very firm indeed this week. In fact, there is much discussion as to the probability of higher prices being quoted on refined sugar in the very near future. The Cuban Commission are doing their utmost to force the price of raws up and they have succeeded fairly well. Raw sugar is now costing the Canadian refiners 5¼ cents in Cuba. The initial price laid down by this commission was 4¾ cents. The price of raws has been steadily advancing and there has been no change as yet in the price of refined. From these facts it is easily seen that the sugar market is in a very firm state at the present time.

Granulated Sugar, per cwt.	....	10 50
Do., barrels	....	10 50
Granulated, gunnies, 20/5	....	10 90
Do., gunnies, 10/10	....	11 00
Do., cases, 20/5-lb. cartons	....	11 10
Do., cases 50/2-lb. cartons	....	11 25
Yellow, light, per cwt.	....	10 10
Do., medium, per cwt.	....	10 10
Do., dark, per cwt.	....	9 90

Tea Market Unchanged

Montreal.

TEAS—There is practically no change in the tea market this week. Some improvement has been shown in the better grade teas with a better movement, but prices remain unchanged.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 45
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Some Vegetables Higher

Montreal.

VEGETABLES—A bigger demand for vegetables this week has resulted in higher prices being quoted on nearly all the imported lines. A very notable feature of the vegetable market is the advance in price in onions. For some time there has been little or no demand for onions and they have been selling at very low prices. This week there is an advance of 25 and 50 cents on yellow and red onions. The biggest advance is on yellow onions which are now quoted at $2 a case and is significant of the relatively bigger demand for this class of onion. Red onions are up 25 cents per hundredweight. Spanish onions are a little cheaper, quoted at $5.25 per case. New tomatoes are advanced $1 per crate and are selling at $9.50. The quality of this imported stock is much improved during the week and a better grade is now offered to the trade. California celery is advanced $1.50 per crate and is now quoted at $11. The potato market remains unchanged and quotations remain at the low figure which has held for some time.

Beets, per bag	0 75	0 90
New Cabbage, per hamper	....	3 50
Chicory, doz.	....	0 50
Celery, Florida, per crate	4 00	5 00
Do., California	....	11 00
Carrots, per bag	0 75	1 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 10	1 25
Do., sweet, hamper	4 00	5 00
Pumpkins, per doz.	....	2 00
Spinach, box	....	....
Turnips, per bag	0 75	1 00
Spanish Onions, per case	5 00	5 25
Yellow Onions, cwt.	....	2 00
Red Onions, per cwt.	....	2 25
New Tomatoes, per crate	....	9 50

ONTARIO MARKETS

TORONTO, March 23.—The advance on refined sugar that was expected generally by the trade has not yet materialized, the sugar market continuing to rule strong with a possibility for an advance. Cereals are steady under a quiet demand. Rolled oats have a firmer tendency. Teas and coffees continue in a strong position with prices on teas in primary markets again advanced. Shelled walnuts continue light and there is no immediate relief expected. Some small shipments of walnuts are expected but these were practically all sold before they arrived. Pecans are firmer and higher. Wholesalers' quotations on jams are very irregular, but jams appear to be moving more freely during the past week. Candied peels are lower. Raisins are firm. Madagascar beans are quoted at lower prices, and the bean market generally has an easier feeling.

Madagascar Beans Lower

Toronto.

BEANS.—There is a good active demand for beans, but the market is showing a slightly easier tendency. Madagascar limas are offered at 5¾ cents per pound, which is a considerable reduction. Quotations on Ontario beans are unchanged.

Ont., 1-lb. to 2-lb. pickers, bus.	3 00	3 25
Do., hand-picked, bus.	....	3 25
Limas, Calif., per lb.	0 10	0 12
Madagascars, per lb.	....	0 5¾

Cereals Are Quiet

Toronto.

CEREALS.—The demand for cereals is a quiet one and has been especially so during the past week. This perhaps is accounted for by the fact that the spring season arriving has a tendency to reduce the consumption. About the only feature of interest is the situation on rolled oats, manufacturers claiming that the present quotation does not cover the cost of raw material and manufacturing. One manufacturer stated that his mill has not been operating for several months and has made more money by remaining closed. Under these conditions the trade can naturally expect firmer prices on rolled oats.

	Single Bag Lots F.o.b. Toronto	
Barley, pearl, 98s	....	6 25
Barley, pot, 98s	....	5 00
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 00
Cornmeal, Golden, 98s	....	3 25
Oatmeal, 98s	....	4 90
Corn Flour, 98s	....	3 75
Rye Flours, 98s	....	6 00
Rolled Oats, 90s	3 50	3 60
Rolled Wheat, 100-lb. bbl.	....	7 25
Cracked Wheat, bag	....	5 50
Breakfast Food, No. 1	....	6 25
Do., No. 2	....	6 25
Rice Flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 50
Flaxseed, 98s	....	7 00
Peas, split, 98s	....	6 25
Marrowfat green peas	0 05¼	0 06
Graham flour, 98s	....	5 25
Whole Wheat Flour	....	5 25
Wheat Kernels, 98s	....	6 75
Farina, 98s	..	6 20

Jam Prices Irregular

Toronto.

CANNED GOODS.—Jam prices continue to show a great deal of irregular-

ity. Strawberry and raspberry 4s are quoted at 75 to 80 cents and 16 ounce jars are offered at $3.60 per dozen. Canned vegetables are steady to firm under an active demand. Canned fruits are dull and little interest is shown in this line, either from a trade or consumer standpoint.

Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	....	3 50
Do., ¼-lb. tins	2 25	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 60	1 85
Peas, Standard, doz.	1 65	1 70
Beets, 2s, doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 60
Pumpkin, 2½s, doz.	....	1 45
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each	....	0 90
Black Currants, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Gooseberry, 4s, each	....	0 89
Do., 16 oz., doz.	....	4 10
Peach, 4s, each	....	3 75
Do., 16 oz., doz.	....	0 83
Red Currants, 16 oz., doz.	....	4 40
Do., 4s, each	....	0 94
Raspberries, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Strawberries, 16 oz., doz.	....	4 60

Peels Are Easier

Toronto.

DRIED FRUITS.—Peels are easier and lower and in some quarters even a lower price is predicted. Lemon is quoted at 42 cents, orange at 44 cents and citron at 72 cents. Prunes are showing more activity and prices are ruling on a fairly steady basis. Raisins are firm and as stocks are not large it is felt in some quarters that there is likely to be a shortage before the new crop arrives in view of the fact that the United States are also short. Currants are steady to firm.

Candied Peels—		
Lemon	....	0 42
Orange	....	0 44
Citron	....	0 72
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 18
Do., Vostizza	....	0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 25
Dromedary, 3 doz. to case	....	7 25
Fard, per lb.	....	0 30
Halowee dates, per lb.	0 12	0 13
Figs—		
Smyrna layers, 4 Crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 10½
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 19
50-60s, 25s	....	0 16
60-70s, 25s	....	0 15½
70-80s, 25s	....	0 11
80-90s, 25s	....	0 10½
90-100s, 25s	....	0 09½
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 28½
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 29
Valencia	....	0 23
Evaporated apples	0 12	0 13½

Honey Market Dull

Toronto.

HONEY.—The honey market is extremely dull. There is practically no demand at present either in a retail or a wholesale way. One dealer gives his opinion for this condition as being the result of too high prices last fall, and consumers generally refuse to pay the prices. Then again at the present time since prices are lower maple syrup and some fresh fruits are making their appearance. There still appears to be quite a quantity of honey in the country that can be purchased at lower prices and there are indications the quotations will even be lower before this past season's crop is moved off.

Honey Combs, of 15 sections, 16 oz. sections, per case	7 50	8 00
Honey, extracted, Ontario, No. 1, white clover, in 30 and 60 pound tins	....	0 21
10 pound tins, per lb.	....	0 22
5 pound tins, per lb.	....	0 23

Fruits Steady

Toronto.

FRUITS.—There are no material changes in fruits this week. Strawberries are arriving and are showing a fair demand. Hothouse rhubarb is lower, now quoted at $1.15 per dozen bunches. Heavy shipments of oranges and grapefruit are arriving every day and have an active demand.

Oranges, California Navels—		
126s	....	6 25
150s	....	5 75
176s	....	5 00
200s, 216, 250s	4 75	5 25
288s	....	4 50
Grapefruit—		
36s, 46s	....	6 50
54s	....	6 75
64s	....	7 00
70s, 80s, 96s	6 75	7 00
Bananas, Port Limons	....	0 09
Lemons, Cal., 240s, 270s, 300s	....	4 75
Do., 360s	....	4 25
Do., Messinas	....	4 75
Apples, Ontario—		
Spies, No. 1s	....	8 00
Do., No. 2s	....	7 00
Other varieties	6 00	7 00
Box apples, B.C.	....	3 85
Do., Washington	....	4 00
Cranberies, half barrels	....	11 00
Tangerines, Florida	4 50	5 00
Hot House Rhubarb, doz.	....	1 15
Strawberries, Louisianna, pts.	0 25	0 28

Shelled Nuts Hold Strong

Toronto.

NUTS.—Shelled walnuts on spot are very scarce and it is doubtful whether a half dozen cases could be picked up on the street. Some shipments are expected to arrive within a few days which will relieve the situation to some extent, but importers are not looking for any great immediate improvement, as no one appears to be buying in any big volume. The condition in primary markets is a strong one, with prices somewhat advanced. Shelled almonds are firm under a fairly strong demand. Peanuts are easier. Pecans are strong at the high price of $1.30 per pound, and an advance over this figure is not unlikely as primary markets are higher. Brazils are easier and lower.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	8 50
Cocoanut, unsweetened, lb.	....	0 32
Do., sweetened, lb.	....	0 35
Do., shred	....	0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 18	0 20
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 55	0 60
Do., Manchurian	....	0 50
Peanuts, Spanish, lb.	....	0 12
Brazil nuts, lb.	....	0 95
Pecans, lb.	....	1 30

Flour Market Easy

Toronto.

FLOUR.—The market is easy and prices are somewhat unsettled.

FLOUR—		
Patents Firsts, in jute bags, barrel	....	10 50
Do., seconds, in jute bags, per barrel	....	10 00

Millfeeds Easier

Toronto.

MILLFEEDS.—An easy feeling prevails in the market for millfeeds. Bran and shorts are now quoted at $36.25 per ton and choice middlings at $41.25 per ton.

MILLFEEDS—		
Shorts, per ton	....	36 25
Bran, per ton	....	36 25
Choice Middlings, ton	....	41 25

Package Cereals Unchanged

Toronto.

PACKAGE GOODS. — There is no change in package cereals, the market is ruling fairly steady. Ogilvies' porridge oats, 20s, are offered at $4.80 per case.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	5 60
Do., 20s, square, case	....	5 60
Do., 18s, case	....	2 00
Do., Aluminum Prem., 20s	....	6 40
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas., 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 10½
Do., No. 2, lb. cartons	....	0 09
Laundry Starch	....	0 08
Do., in 1-lb. cartons	....	0 08½
Do., in 6-lb. wood boxes	....	0 11½
Do., in 6-lb. tin canisters	....	0 12½
Celluloid Starch, case	....	4 15
Potato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	5 75
Cornmeal, 24s	3 00	3 20
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	3 50
Buckwheat flour, 24s	....	4 00
Two-minute Oat Food, 24s	....	1 80
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 00
Do., pearl, case	....	3 00
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65
Puffed Rice Pancake Flour, 24s	....	2 90

Rice On Steady Basis

Toronto.

RICE.—A firmer situation has developed in the primary rice markets and prices have apparently reached the lowest point, with tendencies now pointing upward. Spot quotations are unchanged.

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.	0 07	0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Chinese, XX	....	...
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08½

Syrups Unchanged

Toronto.

SYRUPS.—Corn syrups are ruling steady since the reduction of last week. Lyle's syrup is quoted at $2.10 per dozen for ones and $4.00 per dozen for twos. Molasses is steady and unchanged.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case	....	5 10
Cases, 5-lb. tins, white, 1 doz. in case	....	5 90
Cases, 10-lb. tins, white, ½ doz. in case	....	5 60
Cases 2-lb. tins, yellow, 2 doz. in case	....	4 50
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 30
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 00
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 50
Molasses—		
Fancy, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal	....	0 56
Do., half bbls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Sugar Market Strong

Toronto.

SUGAR.—The local demand for sugar continues quiet and although the trade has been expecting an advance in price it has not yet materialized. The raw sugar market is again higher since our last report and some heavy transactions have transpired at the higher figure.

St. Lawrence, extra granulated, cwt.	10 84
Atlantic, extra granulated	10 84
Acadia Sugar Refinery, extra granulated	10 84
Dom. Sugar, Refinery, extra granulated	10 62
Canada Sugar Refinery, granulated	10 84

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis. bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c.

Spices Hold Steady

Toronto.

SPICES.—There is no change in the situation on spices. The market is steady under a quiet demand.

Allspice	0 20	0 22
Cassia	0 30	0 35
Cinnamon	....	0 55
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Herbs — sage, thyme, parsley,		
Pastry	0 28	0 35
Pickling Spices	0 25	0 28
Mace	0 90	1 00
Peppers, black	0 26	0 30
Do., white	....	0 36
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 45
Do., 80s	....	0 50
Do., 64s	....	0 60
Do., ground	....	0 40
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Carraway seed, whole	....	0 30
Tumeric	....	0 23
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 55
American high-test, bulk	....	0 55
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Teas In Strong Position

Toronto.

TEAS.—Ceylon teas continue to be in a strong position and prices in primary markets have again been advanced on all grades. India teas generally are easy, except on the finer grades of Assams, which are ruling fairly strong.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

New Vegetables Arrive

Toronto.

VEGETABLES—The first carload shipments of new carrots and beets in hampers have arrived and are offered at $2.75 per hamper. Spinach is arriving freely and quoted at $2.50 per bushel hamper. California asparagus is selling at $1.50 per bunch. Texas cabbage is arriving in bulk and selling at 4½ cents per pound. Florida tomatoes are slightly higher this week. Canadian vegetables are easy and show little demand. Potatoes are easier and quoted at $1.10 per bag. Hothouse cucumbers are quoted at $5.50 per dozen.

Cabbage, Can., per bbl.	....	1 25
Do., Floida, hamper	....	3 00
Do., Texas, per lb.	....	0 04½
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	0 85	0 90
Onions, 100-lb. sack	1 50	1 75
Do., Spanish, large crate	....	5 75
Potatoes, per bag	....	1 10
Sweet Potatoes, hampers	....	2 75
Mushrooms, 3-lb. basket	....	3 25
Cal. Head Lettuce, 4 doz. crate.	....	5 50
Cauliflower, standard crate	....	6 00
Celery, Cal., crate	....	7 50
Do., Florida	....	4 00
Tomatoes, Florida, 6-bkt. crates	9 00	10 00
Peppers, per doz.	....	1 00
Parsley, per doz.	....	1 00
New beets, hamper	....	2 75
New carrots, hamper	....	2 75
New spinach, bushel	....	2 50
Asparagus, Cal., per bunch	....	1 50

WINNIPEG MARKETS

WINNIPEG, March 23.—There are a few changes in grocery lines this week. The sugar market is very firm with indications of a moderate advance. The rice market continues in an unsettled condition. There is a much better movement in canned goods. Some brands of marmalade advanced during the week. Dried fruits have shown a decided improvement due largely to reduced prices. Currants are very scarce. Rolled oats market is firmer with every indication of an advance in price. Japan ginger is reported very scarce. French walnuts are firmer and spot stocks are very low. Cocoanuts from the West Indies are arriving on this market. The demand for vegetables shows an improvement.

Coffee Market Quiet

Winnipeg.

COFFEE.—There is a big difference in prices quoted on coffees. This is due largely to a quantity of poor beans now offered which do not come up to the standard of quality generally. This market is quiet with very little interest being shown by buyers. An upward tendency is expected early in the spring. Some local firms have made a reduction in prices this week.

COFFEE—		
Rio, lb.	0 18½	0 19½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 27	0 29

Rolled Oats Firmer

Winnipeg.

CEREALS.—The cereal market generally has a firmer undertone and rolled oats particularly are strong, with indications of an advance in price. Package cereals show no change.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	3 80
Puffed Wheat, 3 doz. case, case	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case	....	3 75
Cream of Wheat, 3 doz. case, case	....	9 00
BULK CEREALS		
Rolled Oats, 80s, per bag	....	2 60
Do., 40s, per bag	....	1 33
Do., 20s, per bag	....	0 70
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran., or stand., bag	....	3 50
Wheat Granules, 98s, per bag.	....	6 00
Do., 16-6s, per bale	....	6 75
Peas, whole, green, 100-lb. bag, per bush.	....	4 25
Do., split, yellow, 98s, per bag	....	7 20
Do., split, yellow, 49s, per bag	....	4 00

Do., 24s, per bag	....	0 76
Do., 10-10s, per bale	....	3 65
Buckwheat grits, whole, 98-lb. bags, per bag	8 25	8 75

Canned Goods in Demand

Winnipeg.

CANNED GOODS.—The demand for canned vegetables as well as for Canadian and California canned fruit has shown a decided improvement. Canned fish is reported more or less quiet and with Lent practically over the spring demand has not yet been felt. Lower grades of salmon remain very weak. Reports state that the fish canneries at the coast are not figuring on packing any large quantities of pinks or chums this coming year.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Oysters, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sookeye, 1s, tall, 4 doz. case	....	22 00
Do., ½s flat, 8 doz. in case	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case	....	16 25
Cohoe, 1s, tall, 4 doz. case	....	18 00
Do., ½s, flat, 8 doz. case	....	16 00
Pink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case	....	11 00
Humpback, 1s, tall, 4 doz. case	....	8 60
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case.	2 90	3 35
Blueberries, 2s, 2 doz. case	....	7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	6 75	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	....	5 00
Do., Lombard, light syrup, 2s, 2 doz. case	....	4 65
Do., heavy syrup, 2s, 2 doz. case	....	5 95
Raspberries, 2s, 2 doz. case	10 25	10 75
Strawberries, 2s, 2 doz. case	9 00	9 75
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 65
Peaches, 2½s, 2 doz. case	....	12 60
Do., sliced, 1s, 4 doz. case	....	14 50
Do., halved, 1s, 4 doz. case	....	14 50
Do., 2s, 2 doz. case	....	9 75
Pears, 1s, 4 doz. case	....	16 25
Pineapples, sliced, 2s, 2 doz. case	....	8 00
CANNED VEGETABLES		
Asparagus, Tips, 1s, tins, 4 doz. case, per doz.	....	4 75
Beans, Golden Wax, 1s, doz. cs.	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corn, 2s, 2 doz. case	3 30	4 00
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2-½s, 2 doz. case	....	7 00
Pumpkins, 2-½s, 2 doz. case	....	3 00
Sauer Kraut, 2-½s, 2 doz. case	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz. case	3 60	3 85
Spinach, 2-½s, 2 doz. case	6 75	7 25

Currant Stocks Low

Winnipeg.

DRIED FRUIT.—The dried fruit market is weak. Bargains are being offered on all lines, with the exception of raisins, which are holding at steady figures. Currants are scarce on the local market.

DRIED FRUIT		
Evaporated Apples, per lb.	0 12½	0 13
Currants, 90-lb., per lb.	0 20	0 21
Do., 8 oz., pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb.	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt.	....	0 35
Peaches, standard, per lb.	0 21	0 22
Do., choice, per lb.	0 24	0 25
Do., fancy, per lb.	0 28	0 29
Do., Cal., in cartons, per carton	....	1 25
Do., unpitted, per lb.	0 18	0 19
Pears, extra choice, per lb.	....	0 25
Do., Cal., cartons, per carton	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 19
40-50s, 25s, per lb.	....	0 17¼
50-60s, 25s, per lb.	....	0 14½
60-70s, 25s, per lb.	....	0 13
70-80s, 25s, per lb.	....	0 10¾
80-90s, 25s, per lb.	....	0 10
90-100s, 25s, per lb.	....	0 08¾
In 5-lb. cartons, per carton	....	0 80
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 ozs., 3 doz. to case, per lb.	....	0 23½
Do., bulk, seedless, 25-lb. boxes, per lb.	....	0 27½
Pears, extra choice, per lb.	....	0 30
Apricots, choice, 25s, lb.	....	0 32
Do., 10s, lb.	....	0 34
Do., Standard, 25s, lb.	....	0 28
Do., choice, 10s, lb.	....	0 30
Do., fancy, 25s, lb.	....	0 36
Do., fancy, 10s, lb.	....	0 38

Flour Prices Steady

Winnipeg.

FLOUR.—There is no change in the flour situation this week. The demand is only fair. No. 1 Manitoba flour in cotton rags is quoted at $10.85 per barrel. Jute bags, $10.65.

Pineapples Arrive

Winnipeg.

FRUITS.—There is very little change in the fruit market this week and fruit dealers state that business has shown an improvement. Cocoanuts are arriving from the West Indies and are quoted at $1.50 per dozen. Pineapples are arriving by express and are quoted at about $15.00 per case. Louisiana strawberries are expected on this market during the week. Bananas are quoted at 13 cents per lb. Oranges and grapefruit are in good demand. Oranges are quoted at $4.50 to $7.00 per case and grapefruit at $6.50 to $7.25.

Marmalade Firmer

Winnipeg.

JAMS.—Marmalade is slightly firmer and advanced 3 cents per pound during the week. Quotations on jams are unchanged.

Eastern		
Strawberry, 4s, per tin	....	0 90
Black Currant, 4s, per tin	....	0 90
Raspberry, 4s, per tin	....	0 90
Apricots, 4s, per tin	....	0 85
Cherry, 4s, per tin	....	0 85
Peach, 4s, per tin	....	0 85
Compound (all flavors), 4s, tin	....	0 55
Western.		
Strawberry, 4s, per tin	....	0 95
Black Currant, 4s, per tin	....	0 95
Raspberry, 4s, per tin	....	0 95
Apricot, 4s, per tin	....	0 90
Cherry, 4s, per tin	....	0 90
Peach, 4s, per tin	....	0 90

Walnut Market Firmer

Winnipeg.

NUTS.—There is no change in prices quoted on nuts, but there is a very good demand with a firm market. Spot stocks are very low. French Bordeaux walnuts, halves, are very firm. Shelled almonds have also shown a much firmer undertone. No. 1 Spanish shelled peanuts are slightly firmer and is considered a good buy at prices now quoted.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, per lb.	....	0 12½
Pecans, per lb.	....	1 30
Walnuts, per lb.	....	0 45
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 25

Tapioca Quoted Lower

Winnipeg.

RICE.—The rice market continues in a weak condition. Japan rice is not available on the Western market. Tapioca is reported slightly easier and is quoted at 7¾ cents per pound.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 07¾
Do., 50-lb. sacks, lb.	....	0 08
Siam, 100-lb. bags	0 05½	0 05¾
Do., 50-lb. bags	....	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 08¾
Do., in less quantities, lb.	....	0 09
Tapioca, pearl, per lb.	....	0 07¾

Starches Steady

Winnipeg.

STARCH.—Starches are steady under reductions of last week.

Cornstarch, 1-lb. pkgs., per lb.	....	0 09
Do., No. 1 quality, 1-lb. pkgs.	....	0 10½
Gloss, 1-lb. pkgs., per lb.	....	0 10¾
Celluloid, 1-lb. pkgs., per case	....	4 30

Japan Ginger Scarce

Winnipeg.

SPICES.—Gingers are scarce, especially Japan. Cloves and nutmegs are a little lower in price. The tone of the spice market generally is unchanged with little interest shown by buyers.

Allspice, Jamaica, best quality, lb.	....	0 28
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica, No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, extra large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 40
Do., med. brown, 110 to lb., lb.	....	0 38
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 28
GROUND SPICE		
Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 30
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 65
Do., 2 oz. cartons	....	1 45
Do., 4 oz. cartons	....	2 00

Sugar Market Firmer

Winnipeg.

SUGAR.—The general tone of the sugar market seems to be much firmer. The trade here is expecting a moderate advance in the near future.

Extra granulated, bags, 100 lbs.	....	12 00
Do., gunnies, 5/20 lbs.	....	12 40
Do., gunnies, 10/10 lbs.	....	12 50
Do., cartons, 20/5 lbs.	....	12 60
Do., cartons, 50/2 lbs.	....	12 75
Yellow, No. 1 light, bags 100 lbs.	....	11 60
Do., golden, bags, 100 lbs.	....	11 50
Powdered Sugar, bbls.	....	12 35
Do., boxes, 50 lbs.	....	12 55

ans, bag, bushel	3 45	3 85
Do., Lima, 100-lb. bag, per lb.	....	0 14
arley, Pot, 98s, per bag	....	4 20
Do., pearl, 98s, per bag	....	5 50
ornmeal, 98s, per bag	....	3 00
Do., boxes, 25 lbs.	....	12 75
ing, barrels	....	12 45
Do., boxes, 50 lbs.	....	12 65
Do., boxes, 25 lbs.	....	12 85
UMP SUGAR—		
Soft Lumps, boxes 100 lbs.	....	12 75
Do., boxes, 50 lbs.	....	12 85
Do., 25 lbs.	....	13 05
Do., cases, 20 cartons	....	13 80
Do., cases, 40 half cartons	....	14 55
Small Lumps, boxes 100 lbs.	....	12 65
Do., boxes, 50 lbs.	....	12 75
Do., boxes, 25 lbs.	....	12 95
Do., cartons, 50/2 lbs.	....	14 05
Hard Lump Sugar, barrels	....	12 95
Do., boxes, 100 lbs.	....	12 95
Do., boxes, 50 lbs.	....	13 05
Do., boxes, 25 lbs.	....	13 20

Syrups Unchanged

innipeg.

SYRUPS.—There are no changes in rn syrups since the decline of last eek. Molasses is also unchanged.

ANE SYRUP—		
No. 2s	....	7 30
No. 5s	....	8 40
No. 10s	....	7 85
No. 20s	....	7 65
ORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 40
Cases, 5-lb. tins, white, 1 doz. in case	....	6 25
Cases, 10-lb. tins, white, ½ doz. in case	....	6 00
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 00
Cases, 2-lb. tins, yellow, 2 doz. in case	....	4 80
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 65
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 40
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	5 40
MAPLE SYRUP—		
Pure, 2½s, tins, case of 2 doz.	....	24 85
Pure, 5s, per case of 1 doz.	....	22 65
Pure, 10s, per case of ½ doz.	....	21 05
TABLE SYRUP—		
Maple flavor, 2½s, tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 30
3-lb. tins, 2 doz. case	....	11 70
5-lb. tins, 1 doz. case	....	9 50
10-lb. tins, ½ doz. case	....	9 20
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	4 80
2s, 4 doz. in case	....	4 40
2½s, 4 doz. in case	....	4 10
5s, 4 doz. in case	....	4 10
10s, 4 doz. in case	....	4 05

EUROPE DRINKS LESS COFFEE

The position of the United States and Europe as coffee consumers is reversed as compared with pre-war times and the consumption this year will show that the United States will have drunk 55 per cent. of the world's total, instead of only 40 per cent. as formerly.

This statement was made in an address before the American Statistical Association at the Machinery Club, New York, recently, summarizing an exhaustive investigation into "The Market for Coffee," which was made by J. C. Luitweiler of the research department, American International Corporation.

YOUR MONEY AND YOUR LIFE

The other day when I reached home
I said unto my wife,
"I know you will be happy dear,
I've just insured my life.
And so, if I should meet my death
To-morrow, let us say,
A check for fifty thousand
Will be yours that very day."
I knew 'twould make her happy,
So I took her by the hand
And waited for her answer—
And she said, "Won't that be grand?"

—Mervin Lane, in "New York Evening Sun."

CANADIAN TRADERS TAKE RISK

Ottawa.—Signature of a trade treaty between Great Britain and Russia does not, it is stated, affect the position of the Dominion government, so far as commercial relations with the Soviet republic are concerned. The stand taken by the Dominion government, as heretofore, is that any Canadian who wishes to trade with Russia may do so, but at his own risk.

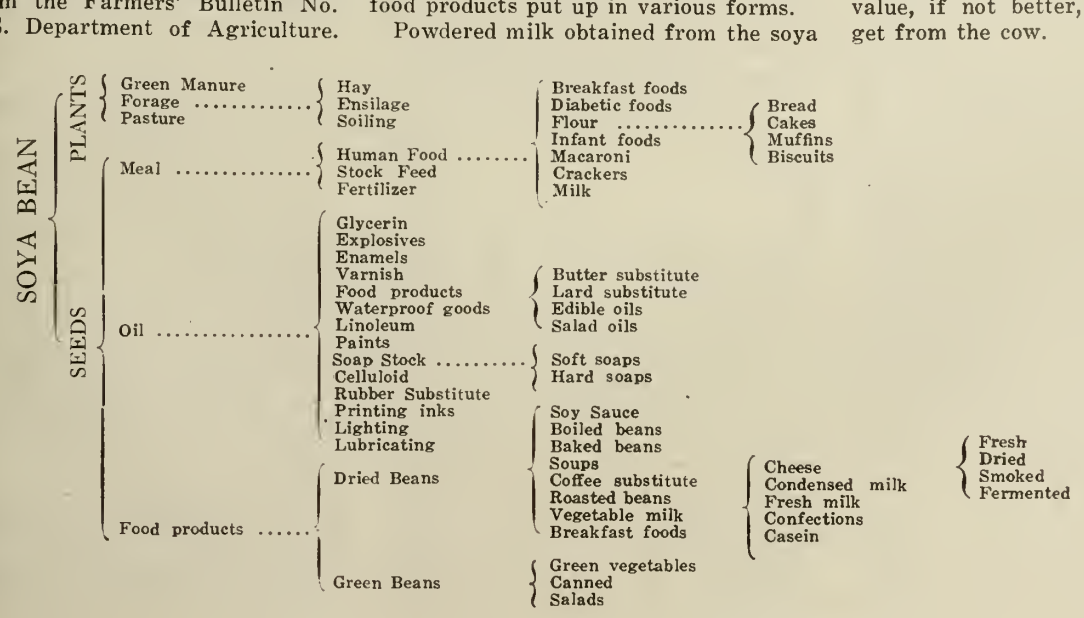
By-products from the Soya Bean

By S. G. Bendon

EVERYBODY knows and has heard of the soya bean that is grown in Manchuria. Scientists who ave been working on the analysis of is bean state that there are many -products to be obtained from the me, and these have grown in numbers will be seen by the chart below ken from the Farmers' Bulletin No. 73, U. S. Department of Agriculture.

These various products are hardly believable, yet such is the case, and in this present every-day life we are beginning to realize the caloric value of foods and also the vitamines, and the public is being looked after in a way they hardly realize, and are having pointed out to them the special value of certain food products put up in various forms.

Powdered milk obtained from the soya bean and other vegetable oils is a very fine product, and in time to come will be a great competitor to the natural cow's milk. This powdered milk is already being extensively used and some day we will wake up and find that we can secure milk that will not go sour over night, and will have the same food value, if not better, than the milk we get from the cow.



WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE

ST. JOHN, N.B., March 23.—Business continues to be good and there are few price changes noted during the week. Molasses is firmer, old stock selling at 70 cents and new stock at 75 cents per gallon. N.B. cheese is up one cent per pound, bringing the price to 32 cents to 33 cents. Both pure and compound lard are down one cent per pound. Eggs are easier, now quoted at 44 to 45 cents per dozen. Bananas are lower, now quoted at 10 to 12 cents per pound.

Flour, No. 1 patents, bbls., Man.	....	12 75
Cornmeal, gran., bags	3 90	4 00
Do., ordinary	....	3 75
Rolled oats	....	9 00
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	12 00	14 00
Molasses	0 70	0 75
Sugar—		
Standard, granulated	....	10 60
No. 1, yellow	....	10 10
Cheese, N.B.	0 32	0 33
Eggs, fresh, doz.	0 44	0 45
Lard, pure, lb.	0 19½	0 20
Do., compound	0 15	0 15½
American clear pork	41 00	44 00
Tomatoes, 2½s, standard case	....	4 40
Beef, corned, 1s	4 00	4 20
Breakfast b con	0 45	0 48
Butter, creamery, per lb.	....	0 63
Do., dairy	0 53	0 58
Do., tub	0 52	0 54
Potatoes, per bbl.	2 25	2 75
Corn, 2s, standard, case	....	3 85
Peas, standard, case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	6 00	6 50
Oranges, Florida	6 50	7 50
Do., California	5 00	7 50
Bananas, lb.	0 10	0 12
Grapefruit, case	6 50	7 50

Nova Scotia Markets

FROM HALIFAX, BY WIRE

HALIFAX, N.S., March 23.—Business for the past week has been good viewed both from the angle of the wholesaler and retailer. Potatoes continue on the downward trend and are now quoted at $1.50 per bag. There is a big demand for bananas while other fruits are also strong. Jamaica grapefruit advanced 50 cents per case, now quoted at $5.50. Cheese is up one cent per pound and eggs are down 5 cents per dozen.

Flour, No. 1 patents, bbl.	....	13 75
Cornmeal, bags	....	3 25
Rolled oats, per bag	....	4 10
Rice, Siam, per 100 lbs.	0 07½	0 10
Tapioca, 100 lbs.	....	13 00
Sugar, standard, granulated	....	11 00
Do., No. 1, yellow	....	10 00
Molasses, gal.	....	0 75
Cheese, Ont., twins	....	0 34
Eggs, fresh, doz.	....	0 40
Lard, compound	....	0 16
Do., pure, lb.	....	0 21
American clear pork, per bbl.	....	40 00
Tomatoes, 2½s, standard, doz.	....	2 12½
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 38
Do., aver. 12-18 lbs.	....	0 38
Do., aver. 18-25 lbs.	....	0 37
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 60
Do., dairy	....	0 50
Raspberries, 2s, Ont., doz.	....	4 95
Peaches, 2s, standard, doz.	....	3 45
Corn, 2s, standard, doz.	....	1 35
Peas, standard, doz.	....	1 97
Strawberries, 2s, Ont., doz.	....	4 60
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 14½
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	1 50
Beans, white	....	3 65
Do., yellow eye	....	7 50
Bananas, lb.	0 09½	0 10½
Lemons, Cal.	....	6 00
Oranges, all sizes	....	6 00
Grapefruit, Florida, case	....	7 00
Do., Jamaica	....	5 50
Apples—		
Spys, No. 1	....	8 00
Do., No. 3	....	4 00
Oats, per bush.	....	0 92

Alberta Markets

FROM CALGARY, BY WIRE

CALGARY, Alta., March 23.—Large Ontario cheese has advanced, now quoted at 34 to 35 cents per pound. Eggs are very plentiful and prices are declining. Candles are down three cents per pound. California spinach advanced 55 cents per case. Japan rice is lower, now quoted at $6.90 to $7.25 per hundred. Some minor changes are manifest on evaporated apples and prunes. First shipment of Louisiana strawberries are due this week.

Beans, B.C., per hundred	5 30	6 25
Rolled oats, 80s	....	2 50
Rice, Siam	....	6 00
Japan, No. 1	....	7 17
Tapioca	6 90	7 25
Sago	....	7 50
Sugar, pure cane, gran., cwt.	....	12 77
Cheese, No. 1, Ont., large	0 34	0 35
Alberta cheese, twins	....	0 30
Do., large	....	0 29
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s	13 20	13 90
Eggs, new laid, local, case	8 00	8 50
Corn, 2s, case	3 85	4 40
Peas, 2s, standard, case	....	4 25
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 60	11 70
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14¾	0 16
Do., 25s, lb.	0 15½	0 17½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08½	0 10
Do., 70-80s	0 11	0 13
Do., 60-70s	0 12¾	0 14
Potatoes, local, ton	33 00	35 00

INTENSIVE DISPLAYS BEAT CHAIN STORES

Continued from page 42

employs a lot of men. The rise in freight rates and decline in general markets made it impossible for this man to operate on the old scale of wages; but when he sought to cut his employees 25 cents a day, they showed him by actual demonstration that their groceries were costing just what they had cost at the peak. He called a meeting of the local grocers and laid the matter before them. It was a fact—a fact they had hardly realized—that they had not reacted with the declining market, but he showed them that if they did not, they must inevitably lose out. He said he would feel compelled to put in supplies for his men and distribute them at cost, if the grocers did not wake up. He showed them that if he did not, the work would stop, pay would cease altogether. The men would move away, and the grocers would then lose even more.

Recognition of Conditions Pays

The grocers woke up. Prices were readjusted. Work has continued and the community prospers — grocers along with the rest.

But it is not the business of the chain unit in your neighborhood thus to wake you up to right figures, right selling, intelligent displays that win trade and build confidence. No; it is perfectly willing to let you run along and lose out. In fact, nobody but yourself can save your bacon. The story of the Ontario grocer, plus what I have told you of the chain store and the right way to meet it, hint at the way. Now it is up to you.

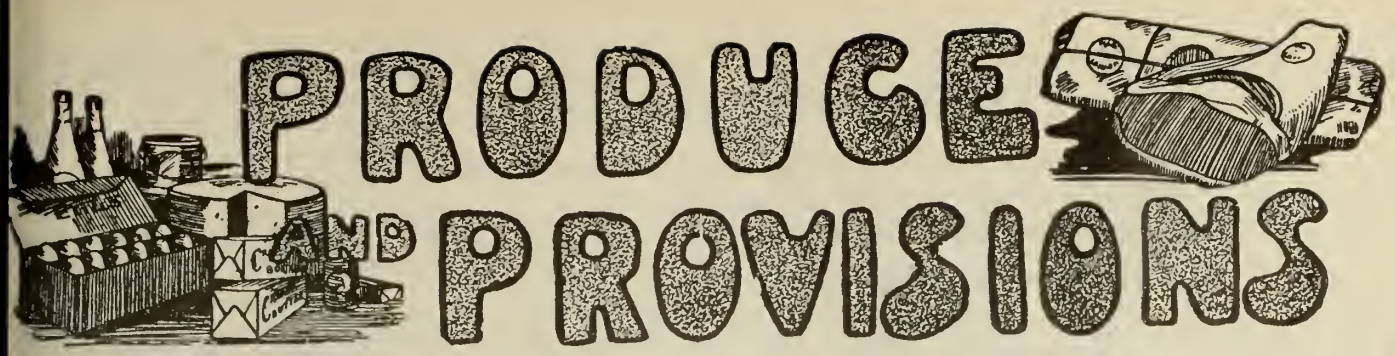
FOOD REGULATIONS NOW IN EFFECT

Continued from page 25

or making the article appear, better than it really is;" and will not require a declaration of the presence of such coloring matter.

14. When jam, jelly, marmalade, etc., contain any other ingredient than one fruit (with not more than 10 per cent. of other fruit juice, as provided in section 12) and sugar, the word "Pure" or "Genuine" is forbidden to be used as descriptive of such jam, jelly, etc. For example, a jam made from apples, strawberries and sugar may be named Fruit Jam or Blended Jam with or without the words "apple" or "strawberry;" (but if one fruit is named then all the fruits present must be named, in conformity with section 12), but in no case may the words, "Pure" or "Genuine" be used in this class of jams.

The next instalment of these regulations will appear next week.



Bacon Is a Profitable Line— Eliminating Waste in Slicing

B. F. Walsh, Oakville, Ont., Sells Ends of Bacon at Low Figure Per Pound and Makes Price of Best Slices Offset the Loss—A Reputation for Bacon Helps Other Sales.

"I NEVER have any loss on my bacon business," remarked B. H. Walsh, grocer in Oakville, Ont., to representative of Canadian Grocer the her day. "On an average I sell twelve cks and twelve sides each week, and the winter months my sales of cooked ms are about four each week. Of urse, in the summer months I sell a eat deal more cooked meats, not only n but other lines as well."

Has a Fine New Slicer

About a year ago Mr. Walsh had inalled in his store a fine new slicer. e same stands in a prominent place the store, and Mr. Walsh declares at undoubtedly it has helped a great al in stimulating his bacon sales. "I ndle only a first-class bacon, and only e kind. It has a reputation for qual-, and my customers are well pleased th it. I think it is better to concente on the sale of one bacon rather an handle a number of lines, and I beve that in paying a big price for a gh quality bacon, it is good business. y customers do not object to paying a h price for bacon when they are assred of its high standard. I am payg several cents more for the bacon I ll than I could buy other lines for, but e price is not the important factor."

No Loss in Bacon Trade

Many grocers complain of loss in disposing of ends of bacon sides, but such is not Mr. Walsh's experience. He does not follow the custom of working in the smaller, broken slices with the good ones, but sells the ends in one piece, in a fairly good size. These he sells at 30 cents per pound, and has a number of customers for them. The balance of the bacon is sold at a sufficient price to offset any loss incurred by disposing of the ends at a low figure. This is Mr. Walsh's way of eliminating waste in his bacon trade, and he states that it works out very satisfactorily. Thus only bacon of a high-grade quality is sold, and it is sliced in such an attractive way that it cannot fail to give satisfaction.

Helps Sales of Other Lines

A reputation is established for bacon, and not only are bacon sales stimulated, but sales of other lines are helped. People who come very often to buy only bacon are induced to purchase other goods, and frequently permanent customers are obtained in this way. Bacon can be made a very profitable line, according to Mr. Walsh's contention, and he has proved it by making it so in his trade.

Disposes of Accumulated Stock Of Eggs By Window Display

Saturday's Receipts of Eggs Were Usually Sold to Packers on Monday Until This Firm in Stratford, Ont., Tried a Window Display, Selling 30 Dozen Eggs on a Saturday

MERCHANTS who are so located that their business to a large extent is built up with farm ade have to handle their business difrently than their brother merchants o are situated in the larger centres and draw their trade from the urban population. These merchants are called upon to accept farm produce such as butter and eggs from their farmer customers whether they require such supplies or not. The result is that large stocks of such produce are accumulated for which there is no outlet except to sell the surplus to some packing house. Often it is necessary to sell the surplus supply of eggs at the same price that was paid to the farmer. Sometimes, however, the merchant does make one cent per dozen, but taking year in and year out, with the losses through breakage and dropping of the market, the merchant is in luck if he breaks even.

Sending Eggs to Packers

Such is the reasoning of the Barnsdale Store, Stratford, Ont. For several years past, week in and week out, they would have a surplus of some thirty cases of eggs each week which were turned over to a packing house, occasionally making a profit of one cent a dozen, but more often selling at the same price that was allowed to their customers.

Recently it occurred to Mr. Booth, the manager, that these thirty odd cases of eggs that were turned over each week to the packing houses could be put to better advantage to the business. On a certain week-end one window was neatly trimmed with eggs alone and a card stating that the eggs were received direct from the farm, and all were guaranteed strictly fresh, was placed in a prominent position in the window.

Sold the Entire Supply

At this particular time the firm was paying 34 cents per dozen for eggs so a price card was also placed on the eggs naming 37 cents as the selling price. The result was that on Saturday night practically all their supply of eggs was cleaned up, at a small profit, instead of having thirty cases to turn over to the packing house on Monday morning at no profit at all.

"People were coming here from all over the town with their baskets for eggs," said Mr. Booth, "and rarely was a purchase made of eggs only. Many people bought a list of goods who were not in the habit of buying regularly from us, and practically every sale of eggs meant the sale of another article. It was a wonderful experiment; for years past we had gotten into the rut of selling our surplus supply of eggs to the packing houses and getting no benefit either in advertising or profit. This new plan gives us a small profit but the best feature is the advertisement that costs us nothing."

Fine Variety of Fish Sells In Large Quantities For Good Friday

Good Friday Trade the Heaviest of the Year in the Fish Business—Everybody, Irrespective of Race or Creed Eats Fish on This Day

By D. B. DRYSDALE

GOOD FRIDAY trade is always the heaviest of the year in the fish business in the Provinces of Ontario and Quebec. In fact it is taken for granted by most wholesalers that everybody, irrespective of race, color or creed, makes it a point to eat fish on this day. According to records this was not always the case, and it is only since the business has been advertised enough to make it known to everybody that it is possible to secure both fresh and frozen fish at this time of the year that wholesalers have needed to make extra preparations as to stocking up and extra help for shipping purposes.

There has never been a greater quantity or better variety of fish available for the Good Friday trade than there is this year.

Large orders were placed for fresh halibut from the Pacific coast and for fresh caught haddock and steak cod from the Atlantic over a month ago to look after this week's trade.

Now the prices on fresh caught haddock and steak cod are fluctuating all the time, and while it may only be a difference of a few cents, nevertheless they are constantly changing. Consequently, when an order is received it may be possible for the wholesaler to give all details as to when he can ship, etc., but not the price on these two lines, for the simple reason that these fish are often on the floor of the warehouse before the price can be figured.

Scarcity of Fresh Halibut

Owing to the bad weather experienced on the Atlantic lately there has been somewhat of a scarcity in these two lines. Fresh caught halibut is being offered at practically the same price as frozen. This may seem a little strange, but when it is taken into consideration the cost of keeping the fish in cold storage for months at a time it is really more profitable for the producer to sell his catch while in its fresh state.

Winter caught whitefish is offered at a price of eleven cents in case lots, and is moving very freely. Owing to the mild winter fishing has been kept up right along in the Northwest territories, with the result that Northwest and winter caught whitefish are very plentiful.

Foreign Enquiries For Canadian Foodstuffs

Manufacturers desiring names of foreign buyers as referred to below can secure them by writing Canadian Grocer, University Avenue, Toronto, and giving number of enquiry.

2770. **Wheat flour.**—A London firm interested in the export of wheat flour to the continent of Europe wish to get into touch with milling firms in Canada able to quote.

2771. **Evaporated apples, canned lobsters and rolled oats.**—A London firm of brokers wish to secure the selling agency of Canadian packers of evaporated apples and apple rings, and canned lobsters, and millers of rolled oats and oatmeal, of which they claim they can sell large quantities.

2772. **Flour.**—A London firm wish to get into touch with Canadian flour millers in a position to export to European countries.

2773. **Wheat semolina.** — A Liverpool firm ask to be placed in touch with exporters of wheat.

2774. **Barley.**—A Liverpool firm ask to be placed in touch with exporters of barley.

2775. **Rolled oats.**—A Liverpool firm ask to be placed in touch with exporters of rolled oats.

2776. **Rye and rye flour.**—A Liverpool firm ask to be placed in touch with exporters of rye and rye flour.

2777. **Canned lobsters.** — A Swedish firm desire to secure an agency for canned lobsters.

2778. **Canned salmon.** — Branch office of British firm in Brussels require large quantities of red and pink salmon in cases of 48 1-pound tins. Quotation c.i.f. Trieste, cash against documents Brussels.

2779. **Flour.**—British firm in Brussels require full cargoes of wheat flour for bread-making. C.i.f. Trieste, cash against documents, Brussels.

2780. **Oil cakes.**—British firm in Brussels require linseed oil cakes. C.i.f. English port, cash against documents.

2781. **Apples.**—Antwerp firm desire to receive offers of Canadian Northern Spy and Russet apples.

2782. **Wheat.**—Firm of Italian importers and exporters desire quotations for full cargo of Red No. 2 Canadian wheat or any other wheat of equal quality on following conditions: landed weight, conditions of London contract, London arbitration, payment in London by check against shipping documents.

2789. **Gallon apples.**—A Liverpool firm wish to get into touch with the packer of a good brand of the above with view to purchase or handling on commission.

2790. **Gallon apples and canned tomatoes.**—A Liverpool firm desire to secure an exclusive agency for packers of the above not represented in the United Kingdom.

2791. **Apples.**—A Liverpool firm ask to be placed in communication with shippers of boxed apples.

2792. **Manitoba wheat.**—Firm in Italy require sample offer for Manitoba wheat Nos. 1 and 2, pro forma contracts and quotations with 1 per cent. commission for c.i.f. Italian ports, as Naples, Genoa and Trieste.

2793. **Food products and other goods.**—General commission agent and manufacturers' representative, with office in New Amsterdam, Berbice, desires to represent Canadian manufacturers and exporters in British Guiana. Is particularly interested in foodstuffs, but is open to consider representation for any other Canadian goods. Bank reference

EGGS LOWEST SINCE 1916

Comparative prices on eggs show that eggs are now lower than at any time at this season of the year since the year 1916, when they sold to the trade at 28 cents per dozen.

Smoked hams and bacon, however, show little change during the past three years, but in 1917 and in previous years, comparative prices show that they were considerably lower.

The following table shows the comparative prices on eggs, bacon and hams—Toronto basis—during the last week in March of each year since 1915:

	1915.	1916.	1917.	1918.	1919.	1920.	1921.
Eggs	.20	.28	.38	.45	.45	.58	.38
Breakfast bacon	18-22	21-24	28-33	40-43	39-41	40-45	38-47
Smoked hams	.16	19-20	.28	.36	36-39	35-37	.37
Live hogs—off cars	7.50	9.75	16.00	21.25	19.25	20.50	15.50

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 23.—The outstanding feature of the produce market this week is the increased demand for meats with the close of the Lenten season and the consequent trength of the market. Hogs are quoted higher, and although here is a very noticeable increase in the demand for smoked meats he only change in the prices quoted is a slight advance in the price n the light weight hams, which are in the greatest demand. Bigger fferings of butter and eggs have resulted in a weaker feeling in oth markets. The supply of eggs is increasing and still lower rices are looked for. The cheese market is very firm by reason of he small spot stocks. There is only a very light offering of fresh illed poultry to meet the demand for Easter, and prices are strong with some higher quotations recorded. The lard market remains n its unsettled condition but there are no changes in quotations. here is a noticeable falling off in the demand for fish. Cooked and arrelled meats are unchanged.

Butter Market Easier

ontreal.

BUTTER.—On account of the fine open eather that has prevailed throughout he country an easier feeling has devel- ed in the market for butter and espe- ally so for undergrade creamery as the ulk of the receipts this week consists f this class of stock. Coupled with this the fact that during the week the re- ipts of butter have greatly increased ver those of last week and are even reater than the receipts of the corre- onding week in the previous year. Al- ough there is an easier feeling in the utter market there is no actual change the price for the finest creamery, ow- g to the fact that stocks of such on ot are light and will no doubt all be anted before the new make commences come forward in quantities sufficient meet the demand of the trade. Prices s quoted below hold this week.

UTTER—		
Creamery, prints, qual., new..	0 57	0 59
Do., solids, quality, new	0 55	0 56½
Dairy, in tubs, choice	0 50	0 51
Do., prints	....	0 50

Cheese Market Unchanged

ontreal.

CHEESE.—There has been no import- nt change in the condition of the mar- et for cheese during the week. There ave been some inquiries from English nporters for Canadian cheese but sup- lies in this country are not sufficient to onsider the offers of the importers. tocks on spot are light for which there a steady demand from local buyers for ome consumption and prices are un- hanged.

HEESE—		
New, large, per lb.	0 29	0 29½
Twins, per lb.	0 29	0 29½
Triplets, per lb.	0 29	0 29½
Stilton, per lb.	....	0 40
Fancy, old cheese, per lb.....	0 35	0 37
Quebec	0 30	0 32

Cooked Meats Unchanged

ontreal.

COOKED MEATS.—There is no hange in cooked meats this week. The demand is not noticeably increased but is fairly steady.

Jellied pork tongues	....	0 40
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 33
Hams, cooked	0 61	0 68
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 63
Do., 6-lb. tins, per lb.....	....	0 16
Do., 25-lb. pails, per lb.	....	0 15

Lower Prices On Eggs

Montreal.

EGGS.—A weak feeling has continued to characterize the local egg situation during the week and prices closed at from 4 to 5 cents per dozen lower than a week ago, which is attributed to the heavy receipts for this period of the year, owing to the fact that production throughout the country was never known to be so large so early in the season. The tone of the market is weak and lower prices are anticipated. Some dealers say that they will not put any into the coolers over 25 cents per dozen. Prices closed this week with quotations as low as 40 cents per dozen. Retail prices, however, seem to hold high and as high as 60 cents per dozen is being asked for strictly fresh eggs.

EGGS—		
Strictly fresh	0 40	0 43

Smaller Demand For Fish

Montreal.

FRESH FISH.—There is no change in the market for fresh fish this week. The demand has fallen off as might be expected with the close of the Lenten season. Prices, however, remain steady.

FROZEN FISH

Halibut, large and chicken	0 16	0 17
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 7½	0 8½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11
Doree	0 12	0 13
Whitefish	0 16	0 17
Smelts	0 15	0 20
Grass Pike	0 10	0 11
Round Pike	0 08	0 09

SALTED FISH

Codfish, large, bbls., 200 lbs.....	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20

SMOKED

Chicken Haddies, 15-lb. box....	....	0 07
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box	....	0 17
Boneless Herring, per box	....	1 60
Smoked Herrings	....	0 21
Kippers, new, per box	....	2 75
Bloaters, new, per box	....	2 50
Smoked Salmon	....	0 35

BULK OYSTERS

Standard, No. 1	....	3 25
Do., No. 3, can	....	9 50
Selects, No. 1, can	....	3 75
Selects, No. 3, can	....	11 00
Jars, 1 doz. box	....	6 50
Do., 2 doz. box	....	12 50

Barrel Meats Unchanged

Montreal.

BARRELLED MEATS.—There is no change in the quotations on barrelled meats this week, although there are higher quotations made on live hogs. The demand for barrelled meats is not sufficiently large to warrant an advance in prices quoted.

BARRELLED MEATS

Barrel Pork—		
Canadian shot cut (bbl.), 30-40 pieces	24 00	45 00
Clear fat backs (bbl.), 40-50 pieces	....	39 00
Heavy mess pork (bbl.)	....	37 50
Plate beef	....	30 00

Hog Prices Higher

Montreal.

FRESH MEATS.—The effect of the approaching Easter season and the consequent increase in the demand for fresh meats is further evidenced this week in an increase in the quotations made on live hogs. The advance is from 25 cents to 50 cents per cwt. The market steadily strengthened during last week and the early part of this week until a quotation of $16 per cwt. was reached. The beef market shows more strength for the same reason but it is not as marked as the advance on hogs.

FRESH MEATS

Hogs, live (selected off cars)....			15 75	16 00
Hogs, dressed—				
Abattoir killed, 65-90 lbs.			0 22½	0 23
Fresh Pork—				
Legs of pork (foot on)			....	0 30½
Loins (trimmed)			....	0 33
Bone trimmings			....	....
Trimmed shoulders			0 24	0 26
Untrimmed			....	0 24
Pork sausage (pure)			....	0 25
(Cows)			(Steers)	
$0 16	$0 23	..Hind quarters..	$0 18	$0 25
0 09	0 13	..Front quarters..	0 11	0 15
Fresh Beef—				
0 33	0 38	..... Loins	0 40	0 44
....	0 20	..... Hips	0 18	0 23
0 15	0 23	..... Ribs	0 16	0 26
0 09	0 11	.... Chucks	0 10	0 14
Farmer sausage			....	0 20
Spring lamb, carcass			0 24	0 30
Fresh sheep, carcass			0 16	0 18
Calves (as to grade)			0 15	0 24

Small Offerings Of Poultry

Montreal.

POULTRY.—Although a bigger demand may be expected for poultry within the few days around the Easter season there is no evidence of a bigger supply offered on the market. The offerings of poultry are very light, particularly of

fresh killed poultry. As a result it may be expected that prices will be very strong in view of the demand and the small offerings. Storage stocks will have to meet practically all the demand this season and prices as quoted on this market vary considerably.

POULTRY—

Turkeys, per lb.	0 54	0 60
Chickens	0 40	0 42
Fowl	0 30	0 35
Ducks	0 33	0 40
Geese	0 30	0 34

Lard Market Unsettled

Montreal.

LARD.—There is no change in the condition of the lard market this week. The feeling is still somewhat unsettled on account of the liberal supplies available. The demand has only been fair for small lots of Canadian grade and prices remain unchanged.

LARD—

Tierces, 360 lbs.	0 18	0 19
Tubs, 60 lbs.	0 18½	0 19½
Pails, 20 lbs.	0 19	0 20
Bricks	0 23	0 24

Smoked Meats in Demand

Montreal.

SMOKED MEAT.—A good trade has been done in hams and bacon this week and prospects for next week's business are even better on account of the Easter season and the passing of Lent. In consequence the market has been fairly active with a firm undertone. The demand has been principally for small hams ranging from 8 to 10 pounds and supplies of such were none too large in some cases. An advance of 2 cents per pound has resulted in some instances and sales were made at from 35 to 37 cents per pound. As the offerings of the heavier grades are ample to meet requirements, prices ruled unchanged this week. The movement of bacon has been large and prices are maintained at from 51 to 53 cents per pound for Windsor selected boneless and breakfast grades are selling at from 38 to 44 cents per pound.

BACON—

Breakfast, best	0 38	0 43
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 36
Picnic Hams	....	0 32
Wiltshire	0 42	0 46

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	0 35	0 37
Do., 14-20	....	0 35
Do., 20-25	....	0 33
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

ONTARIO MARKETS

TORONTO, March 23.—Business in the produce and provision markets for the Easter trade is shaping up well and indications point to it being equally as good as in other years. Smoked hams have been especially active and prices are slightly higher. A few minor price changes are noted on bacon and barrel meats. Although the butter market is quiet, values are ruling strong and will probably continue so until grass butter arrives. Cheese market is strong with slightly higher prices in some quarters. Eggs are easier and lower. Lard market is easy and prices unchanged. Shortening quotations are lower with the situation an easy one. Live hogs are unsettled under light receipts with packers endeavoring to bring down prices. Some fresh pork cuts are higher. Spring lambs are in a strong demand for the Easter trade but the quantities offeed are very limited. Fresh poultry are rather scarce and the greater portion of the demand is being filled from storage supplies.

Butter Quiet But Strong

Toronto.

BUTTER—The butter market is fairly quiet and little speculative buying is manifest. Dealers are not buying any quantity except for immediate requirements. Quotations, however, are holding strong. No. 1 creamery is quoted at 60 to 64 cents per pound. Imported butter such as American, New Zealand, Danish and Argentine are offered on this market, but these butters generally grade No. 2. Quotations on No. 2 grade range from 53 cents to 56 cents per pound.

BUTTER—

Creamery prints, No. 1	0 60	0 64
Do., No. 2	0 53	0 56

Cheese Market Firm

Toronto.

CHEESE.—Stocks of cheese continue light and values are ruling strong at around 33 cents per pound, although a half cent higher is quoted in some quarters. Some new cheese is arriving, but the quality is of a fodder nature and is bringing the same price as for last season's make.

CHEESE—

Large, per lb.	0 33	0 33½
Stilton	....	0 35

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Cooked Meats Steady

Toronto.

COOKED MEATS.—This market is ruling fairly steady and no price changes are noted with the exception of boiled shoulders which are moved up one cent per pound, now quoted at 45 cents.

Boiled hams, lb.	0 52	0 56
Boiled shoulders, lb.	....	0 45
Head cheese, 6s, lb.	....	0 15
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 56
Bologna	0 17	0 20

Above prices subject to daily fluctuations of the market.

Eggs Are Easier and Lower

Toronto.

EGGS—The egg market is easier and prices are further reduced. As to future market conditions opinions differ. Some dealers state that the prices will have to reach considerably lower levels than at present, while others state that when the Easter demand is over the market will be on a steadier basis as at that time storage operations will commence in earnest. Prospects for export, however, are not very bright, which is altogether different from last year when price: ranged from 45 to 48 cents per dozen for storage purposes. At present prices for Canadian eggs in the United Kingdom is 39 cents c.i.f., which is equal to 28 cents Canadian seaboard. When the cost of packing, shrinkage and transportation is considered there is little likelihood of much export business unless values to the producer are considerably less than at the present time.

EGGS—

New laid	....	0 38
New laid in cartons	....	0 41

Prices shown are subject to daily fluctuations of the market.

Pork Cuts Quoted Higher

Toronto.

FRESH MEATS—Live hog receipts at the Union Stock Yards were very light during the week and as a result packers were unable to get prices down to a lower basis. The market is in an unsettled condition with packers continuing to endeavor to reduce prices. In view of the higher prices on hogs the past two weeks, pork cuts are up one to two cents per pound. Beef, calves and mutton are holding fairly steady. Spring lambs are in strong demand for the Easter trade, but the offerings are very limited.

Hogs—		
Dressed, 70-100 lbs., per cwt.	20 00	22 00
Live, off cars, per cwt.	15 50	15 75
Live, fed and watered, per cwt.	15 25	15 50
Live, f.o.b., per cwt.	14 25	14 50
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 30
Loins of pork, lb.	....	0 35
Fresh hams, lb.	....	0 32
Tenderloins, lb.	....	0 62
Spare ribs, lb.	....	0 20
Picnics, lb.	....	0 19
New York shoulders, lb.	....	0 23
Montreal shoulders, lb.	....	0 23
Boston butts, lb.	....	0 27
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 19	0 22
Front quarters, lb.	0 13	0 15
Ribs, lb.	0 18	0 25
Chucks, lb.	0 10	0 12
Loins, whole, lb.	0 22	0 35
Hips, lb.	0 15	0 18

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 19	0 22
Spring lamb, each	10 00	12 00
Yearling lamb, lb.	0 28	0 32
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Fish Market Active

Toronto.

FISH—Fish dealers report an active demand for all varieties of fish for Good Friday business, and the Lenten season has every indication of closing with business as good as in other years in spite of the unfavorable weather which has prevailed practically throughout the winter season. Fresh caught halibut is arriving freely and is quoted at 23 cents to 24 cents per pound. Other quotations are holding steady and unchanged.

DAVIES

Pork and Beans

With Tomato Sauce

Dealers will be glad to know that we are again able to offer them our high grade Canned Pork and Beans, and the same will be obtainable with Tomato Sauce in sizes 1's, 2's and 3's, with a limited quantity of size 2's with plain sauce. These Beans are quite in keeping with our former high grade standard, which met with such a favorable reception last Fall.

It is unfortunate that, owing to our inability to secure suitable containers, just at present we cannot supply size 1½. This is particularly regrettable, since the 16-ounce tin is the one which comes in for the greatest demand.

The prices for Davies Pork and Beans, 1's, 2's and 3's, are very reasonable, and we solicit your enquiries for prices and particulars.

Other Lines of Davies Canned Foods

Davies Corned Beef, 1's, 2's, and 6's
Davies Roast Beef, 1's, and 2's.
Davies Lunch Tongue, 1's.
Davies Cambridge Sausage, 1's.
Davies Corned Beef Hash, 1's.
Davies' Oxford Sausage, 1's.

Ask our Salesman for our prices, or, if he is not in your vicinity, write us direct. Special attention given to orders by mail.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

Montreal Sydney, N.S. Hamilton

Lard Market Fairly Easy

Toronto.

LARD — The lard market continues easy with a slightly lower quotation on the tierce basis.

LARD—		
1-lb. prints	....	0 21
1-lb. tierces, 400 lbs.	....	0 17½

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Hams Move Freely For Easter

Toronto.

PROVISIONS—The demand for hams for the Easter trade has been especially active. Prices are also slightly higher. A few minor price changes are effected on smoked bacon. Wiltshire smoked sides are down one cent per pound, three quarter cuts are down one cent and middle cuts are down two cents per pound. Short cut backs are up $1 per barrel. Light weight rolls are down $1 per barrel and heavy are down $3 per barrel.

Hams—		
Small, 6 to 12 lbs.	....	0 37
Medium, 12 to 20 lbs.	....	0 37
Large, 20 to 35 lbs. each, lb.	0 31	0 35
Heavy, 35 lbs. and upwards	....	0 30
Backs—		
Boneless, per lb.	0 52	0 57
Rolled, per lb.	....	0 62
Bacon—		
Breakfast, ordinary, per lb.	0 38	0 47
Breakfast, special trim	....	0 53
Roll, per lb.	....	0 32½
Wiltshire (smoked sides), lb.	....	0 33
Do., three-quarter cut	....	0 37
Do., middle	....	0 40
Dry Salt Meats—		
Long clear bacon, av., 50-70 lbs.	....	0 22
Do., av., 80-90 lbs.	....	0 19½
Clear bellies, 15-30 lbs.	0 24	0 25
Fat backs, 10-12 lbs.	0 19	0 21

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork, 200 lbs.	....	38 00
Short cut backs, 200 lbs.	....	42 00
Pickled rolls, bbl., 200 lbs.—		
Lightweight	....	51 00
Heavy	....	44 00

Above prices subject to daily fluctuations of the market.

Fresh Poultry Scarce

Toronto.

POULTRY—Fresh poultry are in light receipts and most of the demand is being met from storage supplies. The market is firm under a good demand.

	Live	Dressed
Turkeys	$0 50	$0 58
Chickens, spring	0 35	0 43
Roosters	0 25	0 28
Fowl, over 5 lbs.	0 34	0 34
Fowl, 4 to 5 lbs.	0 32	0 32
Fowl, under 4 lbs.	0 25	0 28
Ducklings	0 35	0 35
Guinea hens, pair	1 25	1 50
Spring chickens, live.	0 25- 0 32	0 30- 0 38
Geese	0 22	0 30
Prices quoted to retail trade:		Dressed
Turkeys		0 60 0 63
Geese		0 35 0 40
Hens, heavy		0 35
Do., light		0 30 0 33
Ducklings		0 45 0 45

Shortening Lower

Toronto.

SHORTENING — Lower prices are again noted on shortening. One pound bricks are quoted as low as 14½ cents, although in some quarters prices are ruling at 16 cents. On the tierce basis shortening is quoted at 12½ cents per pound. The opinion was expressed by one packer that prices would even reach a lower level.

SHORTENING—		
1-lb. prints	....	0 14½
Tierces, 400 lbs.	....	0 12½

In 60-lb. tubs, ½ cent higher than tierces, and in 20-lb. pails, ¾ cent. higher than tierces.

WINNIPEG MARKETS

WINNIPEG, March 23.—The feature of the produce market this week is the lower prices for eggs with a better supply arriving with still further lower prices expected as it is thought the bottom has not yet been reached. There is no change in the hog market. Fresh meat prices in general are very steady. The butter market continues steady. Cheese has shown a much firmer undertone and prices have advanced. Shortening declined, while lard remains steady. Poultry receipts are reported light and a better movement is expected during the coming week. There is no change in the fish market.

Butter Remains Steady

Winnipeg.

BUTTER.—Creamery buttery remains very steady and quotation on best table grade is now 60 cents per pound.

BUTTER—		
Creamery, best table grade	....	0 60
Dairy, best table grade	0 30	0 32
Margarine	0 28	0 32

Cheese Market Firm

Winnipeg.

CHEESE.—There has been no important change in the condition of the cheese market during the week. Ontario cheese is quoted at 31½ cents per pound, with twins at 32 cents.

CHEESE—		
Ont., large, lb.	....	0 31½
Ont., Twins, lb.	....	0 32
Ont., Triplets, lb.	....	0 32½
Man., large, lb.	....	0 31¾

Cooked Ham Steady

Winnipeg.

COOKED MEATS.—The demand for cooked meats of all kinds is steady. There is no change in quotations.

HAMS—		
Best quality, skinned, 8-13 lbs.	....	0 56
Do., 13-16 lbs.	....	0 53
Roast Ham, lb.	....	0 59
Roast Shoulders, lb.	....	0 46
Head Cheese, 1-lb. tins	....	0 17
Jellied Ox Tongues, lb.	....	0 60
Pork Tongues, lb.	....	0 60
Luncheon Cooked Meats, lb.	....	0 25

Egg Market Easier

Winnipeg.

EGGS.—The egg market has shown an easier tone and prices are lowered. Large shipments of local eggs are arriving daily and are going into consumption very freely. It is reported that eggs have not yet reached bottom prices. Quotations to the trade are around 34 cents per dozen.

Hog Market Steady

Winnipeg.

FRESH MEATS.—The hog market continues steady and selected live hogs are being quoted at $13.75. Fresh loins of pork have advanced and are now quoted at 30 to 32 cents per pound. Other cuts of fresh meats show no change.

Selected, live, cwt.	....	13 75
Heavies	....	11 00
Light	11 00	13 00
Sows	....	7 75
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 25	0 33
Spare ribs	....	0 21
Loins of pork, lb.	0 30	0 32
Fresh hams, lb.	0 27	0 35
Picnics, lb.	....	0 22½
Shoulders	0 20	0 23
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 20
Front quarters, lb.	0 09	0 11
Whole carcass, good grade, lb.	0 12	0 16
Mutton—		
Choice, lb.	....	0 17
Choice long hinds (leg and loin)	....	0 26
Choice Stews	....	0 12½
Lambs—		
Choice, 30-45 lbs.	....	0 24
Veal—		
Good veal, 40 to 80 lbs., hind quarters	....	0 22
Carcass	....	0 16

Smoked Meats Higher

Winnipeg.

PROVISIONS.—There is a fair amount of business being done in most lines of smoked meats. Boneless hams have advanced 3 cents per pound and are now quoted at 48 cents. Skinned ham has also shown an advance and is quoted at 44 and 45 cents per pound. Peamealed bacon is quoted at 53 cents per pound. Cottage rolls have declined 2 cents per pound and are now quoted at 32 cents.

Hams—		
8 to 16 lbs., per lb.	....	0 44
16 to 20 lbs., per lb.	....	0 43
Boneless, 8-16 lbs., per lb.	....	0 48
Skinned, 14-18 lbs., lb.	....	0 45
Skinned, 18-22 lbs., per lb.	....	0 44
Bacon—		
Sliced, 6 to 10 lbs., lb.	....	0 59
Cottage Rolls, boneless	....	0 32
Bellies, 6-10 lbs., lb.	....	0 40½
Do., 10-14 lbs., lb.	....	0 42
Do., 14-16 lbs., lb.	....	0 40½

Poultry Receipts Light

Winnipeg.

POULTRY.—Receipts for poultry are very light, with little demand. A better movement is expected during the coming week. Turkeys have advanced a shade in price and are now quoted 48 to 50 cents per pound.

D. P. Chickens, 3½ lbs. and under	....	0 36
Do., 3½ lbs. and over	....	0 39
D. P. Fowl, 3½ lbs. and under	....	0 32
Do., 3½ lbs. and over	....	0 34
Turkeys, mixed weights	0 48	0 50

Shortening Down Half Cent

Winnipeg.

LARD.—Shortening declined one-half cent per pound and is now quoted in tierces of 400 lbs. at 14½ cents. Lard is steady since the decline of last week.

Pure lard, No. 1 quality, per lb. (in tierces of 400 pounds).	....	0 21
Do., wooden pails, 20-lb. pails	....	4 70
Shortening (wooden pails), 20-lb. pails, per pail	....	3 40
Shortening, tierces of 400 lbs. per lb.	....	0 14½

Fish Prices Unchanged

Winnipeg.

FISH.—There is no change in the fish market this week. The demand has been very good and prices remain steady on all lines.

Black Cod, lb.	....	0 13
Brills, lb.	....	0 09
Herring, Lake Superior, 100 lbs.	....	....
sacks, new stock	....	3 50
Halibut, chicken, cases 300 lbs.	....	0 15½
Do., broken cases	....	0 16½
Jackfish, dressed	....	0 08
Pickerel, case lots	....	10 50

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THE manufacturer who succeeds in creating a foreign market for his product is protected against a declining home demand.

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Display these lines in your store, larger business and increased profits will be the result.

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A full line of Brunswick Brand Sea Foods will enable you to cater to the fish requirements of your customers, while the increased customer confidence these dainty and wholesome Canadian products produce will mean much to your future business.

Brunswick Brand quality is obtained only by the most careful selection and by strictly sanitary methods of preparing and sealing. To this superior quality is due the big popularity enjoyed by every Brunswick Brand line.

Your wholesaler can put you on the road to bigger fish sales by supplying you with Brunswick Brand. Get in touch with him to-day.

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Quality Rolled Oats and **Rainbow Flour** are two high grade, popular sellers that never fail to repeat.

Look over your stock and try a sample order. We guarantee rapid shipment.

Our Quality Split Peas, Pot and Pearl Barley are guaranteed leaders.

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Guaranteed Absolutely Pure.
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Get your spring and summer stock of extra fine Dry Mustard and Prepared Mustard before the demand is upon you.

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The finest flavored, highest-grade sardines on the market. King Oscar brand are packed from carefully selected Norwegian-caught bristlings in pure oil, and their tempting flavor and exceptional quality will win steady repeats from your better class of trade.

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as palate pleasure and true digestive

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Send your enquiries direct or through indent agent to

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STICK LICORICE
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BLISS NATIVE HERBS
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ALONZO O. BLISS MEDICAL COMPANY
124 St. Paul Street East, Montreal, Quebec

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That vexing question answered.

That difficult problem solved.

Every point you need to know about your Income Tax report carefully analyzed and reported on fully.

Now all you've got to do is to sit down for a few minutes and read an article in next week's issue of CANADIAN GROCER.

G. G. Yorke, on the staff of Canadian Grocer, helped retail grocers last year to fill out more than sixty Income Tax forms. He is an expert and knows the meaning and the answer and information expected. Every question you need to know will be answered, so that Grocers who know the amount of stock carried and their total sales and their expenses will be able to figure what tax should be paid.

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Why not save yourself all the trouble and worry that you had one year ago? Sit down and read this article, and prove for yourself the practical value of this income-tax article written by an expert, one who has been through the job himself. Watch for it in next week's issue.

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Japan Teas—"Victoria" and "Princess Louise," 1919-1920.
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20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½

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(20 lb. boxes ¼c higher, except Potato Flour.)

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2-lb. tins, 2 doz. in case	$5
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10-lb. tins, ½ doz. in case	5

KARO

24—2-lb. tins, per case	4
12—5-lb. tins, per case	5
6—10-lb. tins, per case	5

CROWN BRAND CORN SYRU

2-lb. tins, 2 doz. in case	4
5-lb. tins, 1 doz. in case	5
10-lb. tins, ½ doz. in case	5

(5, 10, and 20-lb. tins have wir handles.)

MAZOLA

	Per ca
No. 1, 24 tins, 1 lb	$ 7
No. 2, 12 tins, 2 lbs.	7
No. 4, 12 tins, 4 lbs.	13
No. 8, 6 tins, 8 lbs.	12

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1

MAGOR, SON & CO., LTD.
INFANTS' FOOD

Robinson's Patent Barley—	D
1-lb.	
½-lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODUCTS LIMITED

Ontario Prices.

KLIM

8 oz. tins, 4 dozen per case	$11
16 oz. tins, 2 dozen per case	10
10 lb. tins, 6 tins per case	23

COLMAN'S OR KEEN'S MUSTARD

	Per doz. t
D.S.K., ¼ lb.	
D.S.F., ½ lb.	
D.C.F., 1 lb.	
F.D., ¼ lb.	
	Per ja
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

Keen's Oxford, per lb.	0
In cases, 12 12-lb. bxs. to case	0

NUGGET POLISHES

	D
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1
White Cleaner (liquid)	$2
Card Outfits — Black, Tan, Toney Red, Dark Brown	4
Metal Outfits — Black, Tan, Toney Red, Dark Brown	6

IMPERIAL TOBACCO CO. O CANADA, LIMITED

Black Watch, 10s, lb.	$1
Bobs, 12s	1
Currency, 12s	1
Stag Bar, 9s, boxes, 6 lb.	1
Pay Roll, thick bars	1
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1
Forest and Stream, tins, 9s, 2-lb. cartons	1
Forest and Stream, ¼s, ½s, and 1-lb. tins	1
Master Workman, 2 lbs.	1
Master Workman, 4 lbs.	1
Derby, 9s, 4-lb. boxes	1
Old Virginia, 12s	1
Old Kentucky (bars), 8s, boxes, 5 lbs.	1

Maple Syrup and Pancakes made with

BRODIE'S XXX Self-Raising Flour

will make a real treat for your customers

Display Brodie's on your Counters and in your Windows
This is the Big Season for Brodie's X X X

Ontario Agents:
Chadwick & Wright
28 Duke St., Toronto

Brodie & Harvie, Ltd.
Bleury Street, Montreal

Quebec Agents:
J. B. Renaud, Inc.
Quebec

MASTER MASON

Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

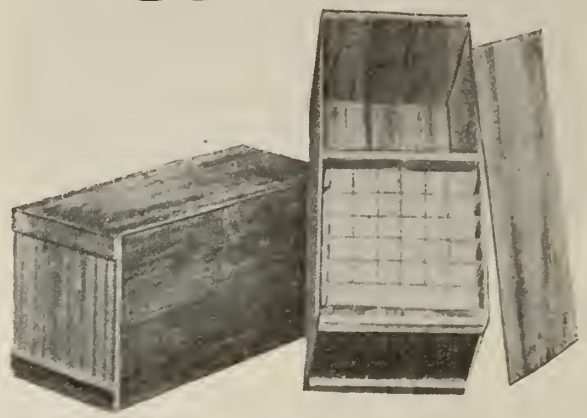
Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

Order from your wholesaler

Rock City Tobacco Co.
Limited
QUEBEC and WINNIPEG

Egg Cases



Standard Cottonwood Egg Case

supplied with or without patent fasteners. These cases are made from the famous Fraser River Cottonwood, one of the lightest and strongest of woods. Are absolutely odorless and unequalled for cold storage purposes.
Shipping weight approximately 7½ lbs.

We also make a specialty of standard **Export Egg Cases.**

British Columbia Mfg. Co., Limited
NEW WESTMINSTER, B.C.

Eastern Representatives—S. H. Moore & Company, 704 Excelsior Life Bldg., Toronto

Replace Potatoes by Oriole Rice

Few grocers care to stock up potatoes.

Potatoes are perishable and the profit made on them barely offsets the loss.

Why not urge your customers to use "Oriole" Rice as a substitute for potatoes?

Rice is cheaper and much more nutritious than potatoes and will keep indefinitely—there is no loss.

"Oriole" Rice is sold in convenient 5-lb. bags.

Mount Royal Milling & Mfg. Co.
LIMITED

D. W. ROSS CO. Agents: Montreal, P. Q.

ARCTIC REFRIGERATORS

ARE THE BEST INVESTMENT YOU CAN MAKE

They are built on correct principles and will last for years. Arctic Refrigerators are well finished and add to the appearance of any store. The materials and workmanship are better than the price indicates—we are proud of our refrigerators and you, too, will be proud of your Arctic. There is a style and size to suit your store.

Write for Catalogue.

John Hillock & Co., Limited
Office and Factory
154 George Street, Toronto

Agencies: A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 280 Main Street, Winnipeg; Western Butchers' Supply Co., Regina, Sask.

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & CO.

Hamilton and Winnipeg

ARNETTIZE YOUR STORE

It Is a Fact

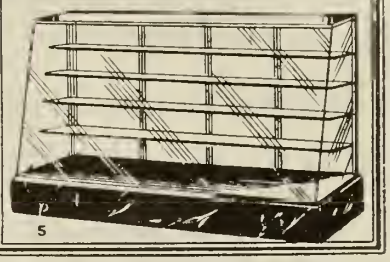
that stores we have Arnettized are showing greatly increased sales and growing popularity.

Arnett Service arranges your store to make the most sales with the least trouble. The Silent Salesman has time for all your customers.

Write for illustrated catalog and details of Arnett Expert Service.

Thomas Lewis Arnett

Souris, Man.



Holiday Specials

Business during the holidays will be brisk. Are you ready for it?

We will have fresh supplies of

Fancy Head Lettuce
Extra Fancy Florida Tomatoes
New Southern Cabbage
Spinach and Radishes
Canadian Leaf Lettuce
Parsley, Rhubarb
also
Extra Fancy California Navels
Florida Grape Fruit
Bananas Lemons

HUGH WALKER & SON, LTD.

"The House of Quality"

GUELPH ONTARIO

Let Us Quote You on Our

HIGH GRADE BROOMS

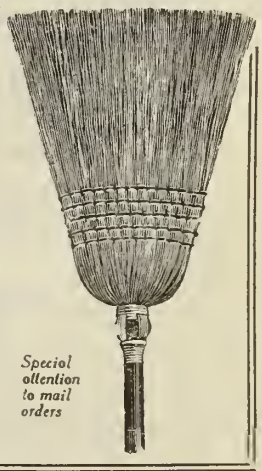
Long life and great strength are built into every one of our brooms

STANLEY	BEAVER	CANUCK
5 string, fancy corn, all selected stock, polished handle.	5 string, good quality house broom, popular weight. Stands up to every test.	4 string, from cheaper stock, well made, and worth the price.

We also make a number of other lines, including Toy Brooms and Whisks.

Waterloo Broom & Brush Company, Limited

Telephone 286 Waterloo, Ontario



Special attention to mail orders

The CROWN *Trade-Mark*

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

Onion Setts
Yellow and White

Our Spring supply is now on the way. We are booking orders for April delivery, earlier if required.

Our stock is of good quality, and our prices are the lowest.

We appreciate the small order as well as the large one.

Write for prices. Samples on request.

H. J. Ash
Commission Merchant
44-46 Church St., Toronto
Phone M. 3102-6932

Florida Tomatoes
New Cabbage
New Carrots and Beets
in Hampers

Cauliflower
Head Lettuce

Louisiana Strawberries
Arriving in Car Lots

Stripes Brand
Florida Grape Fruit
(The Aristocrat of the Grape Fruit World)

Pet Brand Sunkist Navels

Largest and best assortment of everything in the market and our service is excelled by none.

WHITE & CO., LTD.
Importers
TORONTO

THE COWAN CO., LTD.
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz...	$5 60
Perfection, ¼-lb tins, doz. .	1 55
Perfection, ½-lb. tins, doz..	2 85
Perfection, 10s size, doz. ..	1 10
Perfection, 5-lb. tins, per lb.	0 41

UNSWEETENED CHOCOLATE

Supreme Chocolate, 6-lb. boxes, per lb.	0 40
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 00
Perfection Chocolate, 10c size, 2 doz. in box, per box....	1 80

SWEET CHOCOLATE

Eagle Chocolate, ½s, 6 lbs. in box, per lb.	0 32
Eagle Chocolate, 10c size, 2 doz in box, per box.....	1 80
Diamond Chocolate, 10c size, 2 doz. in box, per box	1 80
Diamond Chocolate, 5c cakes, 20 cakes in box, per box..	0 75

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb...	0 42
Milk Croquettes, 5-lb. boxes.	0 40
No. 1 Milk Wafers, 5-lb boxes, 30 boxes in case, per lb. ...	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 39
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.....	0 39
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 39
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 39
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	$2 15
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 00
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 40

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.....	5 75
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	3 15
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	6 00
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 25
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 00
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	1 90
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	1 90
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	1 90
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 10
20—1c Milk Chocolate Sticks,	

BRODIE & HARVIE, Ltd.
14 Bleury St., Montreal.

XXX Self-Raising Flour, 6 lbs. packages, doz.	$5 7
Do., 3 lbs.	2 9
Superb Self-Raising Flour, 6 lbs.	5 5
Do., 3 lbs.	2 8
Crescent Self-Raising Flour, 6 lbs.	5 6
Do., 3 lbs.	2 8
Buckwheat, Self-Raising, 1½ lbs.	1 5
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1 5

SMALL'S LIMITED, MONTREAL

FOREST CREAM MAPLE SYRUP

Price Delivered	F.o.b. Factory	Ont. Mari
36—10 ozs., bottles..	$ 8 10	$ 9 8
24—16 ozs., bottles..	7 75	8 5
12—32 ozs., bottles...	6 95	7 8
24—28 ozs., tins	9 90	10 6
12—80 ozs., tins	14 25	15 2
6—160 ozs., tins ...	13 85	14 9
1—5 gall. tins	13 50	14 5
In barrels, per gal. .	1 50	2 7

FOREST CREAM PURE SYRUP

36—10 ozs., bottles...	$ 6 65	$ 7 4
24—16 ozs., bottles..	6 15	6 9
12—32 ozs., bottles..	5 35	6 0
24—28 ozs., tins	7 10	7 8
12—80 ozs., tins	10 30	11 3
6—160 ozs., tins ...	9 80	10 8
1—5 gal. tin	9 50	10 5
In barrel, per gal. ..	1 70	1 9

STANDARD SUGAR SYRUP

36—10 ozs., bottles..	$ 5 75	$ 6 5
24—16 ozs., bottles..	5 25	6 0
12—32 ozs., bottles..	4 45	5 1
24—28 ozs., tins	5 45	6 1
12—80 ozs., tins	7 95	8 9
6—160 ozs., tins....	7 50	8 5
1—5 gal. tin	7 05	8 1
In barrel, per gal. ..	1 20	1 4

FOREST CREAM MAPLE BUTTER

24—13½ ozs., tins ..	$ 4 65	$ 4 7
24—2½ lbs,. tins	11 75	12 0
1—30 lbs., pail	4 80	..
2—30 lbs., pails ...	9 80	10 0
In barrel, per lb. ...	0 14	0 15

FOREST CREAM AMBER HONEY

48—No. 1 Tumblers..	$ 6 40	$ 6 7
24—No. 3 Tumblers..	6 90	7 2
24—2½ lbs., tins ...	19 75	20 5

FOREST CREAM PEANUT BUTTER

48—No. 1 Tumblers..	$ 5 30	$ 5 7
24—No. 3 Tumblers..	4 75	5 2
24—2 lbs., tins	11 80	12 0
1—24 lbs., pail	4 55	..
2—24 lbs., pails ...	9 75	10 0
In barrel, per lb....	0 17½	0 1

FOREST CREAM SALTED PEANUTS

1—15 lbs., pail ...	$ 2 75	$ ..
2—15 lbs., pails ..	6 05	6 2
In bags of 85 lbs...	13 15	14 0
In barrel, per lb. ...	0 16¼	0 1

FOREST CREAM PEANUTS, MAPLE SUGAR COATED

72—5c packages	$ 2 40	$ 2 7
48—No. 1 Tumblers..	4 95	5 2
24—No. 3 Tumblers..	4 45	4 7
24—1 lb., tins	8 45	8 9
1—12 lbs., pail	3 85	..
2—12 lbs., pails ...	8 20	8 6

FOREST CREAM SALTED PEANUTS (BLANCHED)

72—5c packages ...	$ 2 40	$ 2 7
48—No. 1 Tumblers..	4 40	4 7
24—No. 3 Tumblers..	3 60	4 0
24—1¼ lbs., tins ...	8 50	9 0
1—15 lbs., pail	3 10	..
2—15 lbs., pails....	6 50	7 0

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—BEST EQUIPPED GROCERY, PROvision, and meat store, in Western Ontario, doing a turnover from $10,000 to $12,000 per month, situated in a thriving city, population 20,000. Owner retiring. Apply Box 530, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—CANNING PLANT LOCATED IN the centre of Prince Edward County, on main highway, with C.N.R. siding, Hydro power and light. Drainage and water supply the best. Now taking fruit and vegetable contracts for 1921 pack. Good reason for selling. Address Box 534, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE — GROCERY AND PROVISION store in thriving Ontario village, 60 miles west of Ottawa; brick building; well-equipped; stock and fixtures about $3,500. Doing $28,000 a year. Hustler could do $35,000. No expense. A bargain. Apply Box 540, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE — GROCERY BUSINESS AND dwelling combined in Niagara Falls. Situated on proposed new highway to Hamilton and Toronto. Splendid business chance for live wire. Act quickly. Communicate with Box 2, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITION WANTED

POSITION AS TRAVELLING SALESMAN IN city or the Canadian West wanted by man with 5 years' practical experience in general store. Age 22. Apply Box 458, Canadian Grocer, 153 University Ave., Toronto. Ont.

GROCER, WITH 18 YEARS' EXPERIENCE IN retail business; all round knowledge departmental store work, desires change, excellent references; salary, $150-$200. Capable charge. Box 538, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED — POSITION BY STEADY, RELIable, married man. Five years' experience in grocery trade. Last year as manager. Open for engagement April 3rd. References if required. Box 536, Canadian Grocer, 153 University Ave., Toronto.

SALESMAN WANTED

WE REQUIRE A FIRST-CLASS TRAVELLING representative, preferably with a knowledge of the wholesale grocery business; a man of good presence, address, and education. Must have letters of reference. Willing to pay a good salary to a good man. Excellent prospects of advancement. John Tobin & Co., Halifax, Can.

HELP WANTED

WANTED — EXPERIENCED MEAT CUTTER for country general store. Apply with reference and experience, also salary wanted. Vineland Gen. Store Ltd., Vineland, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

PERSONAL

DO YOU REQUIRE CAPITAL?

DOES YOUR BUSINESS REQUIRE ADDItional Capital? Do you want a partner with Capital? Do you want to sell your business? Do you want to buy an established business? All information treated confidentially. Write National Investment Co., Investment Brokers, Twelve Adelaide West, Toronto, Ont.

Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

We Present a Record—
Not a Prospectus

Reputation gained by years of vigorous, conscientious and successful work.

John A. Thompson
General Manager Western Canada
TORONTO

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

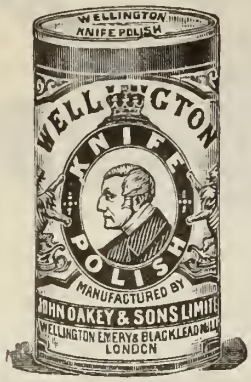
preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

Tell the Advertiser where you saw his Advertisement. . . .



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey and Mason, 839 Beatty Street Vancouver

Maple

OTTAWA - 1900 - PARIS

"Highest awards in all countries for past 90 years including 1919"

"Small's Maple Cream is superior over anything we have tested."—Millford Siper & Co., Detroit, U.S.A.

"The name **SMALL** is standard for **Maple quality**, and price past 90 years. Advertised in street cars and leading farm and home papers. Stocked by jobbers world over."

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

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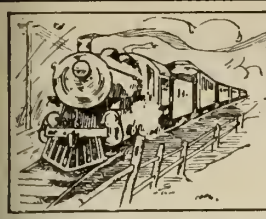
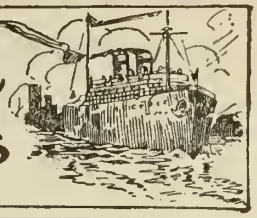


BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE JARS

as Food Protectors are needed in every home.
Place your order early.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St John's, Nfld

Order from your Jobber to-day
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivary 7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

Canada Barrels & Kegs, Limited
Successors to
The Chas. Mueller Co., Ltd.
Manufacturers of Tight Cooperage
Waterloo, Ontario

TANGLEFOOT PRODUCTS
STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH-ANT POWDER.
THE O&W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
R.M. FLEXIBLE
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
Before Burning
After Shaping on burner
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

NO EXPORT BUSINESS FOR EGGS

The outlook for exporting of eggs to the United Kingdom is not very bright at present which is altogether different from conditions last year. The best price obtainable in the United Kingdom at present is 39 cents c.i.f. the United Kingdom which is equivalent to 28 cents Canadian seaboard. When costs of candling, packing, transportation, etc., are considered it will be seen that there is not much prospect of any business being done unless prices in Canada to the producer are much lower than today. Some shippers state that eggs will need to be reduced to at least 25 cents per dozen at country points before export business is at all profitable.

RAISINS LIKELY TO BE SCARCE

Raisins in primary markets have been practically cleaned up since the first of the year. Stocks in Canada are not large owing to buyers cutting down their purchases on the last season's crop. Then again, United States buyers have been operating on the Canadian market, purchasing all available supplies. Heavy shipments have already been re-shipped to the United States, which, taken out of the small Canadian, supplies leaves stocks here at very low ebb, with indications for a shortage before the new crop arrives.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk Pickles, Mincemeat, etc.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

H. C. McLAUGHLIN,
Vice-President—Managing Director

W. H. WRIGHT,
Secretary Treasurer

McCASKEY SYSTEMS LIMITED

COMMERCIAL - PROFESSIONAL and INDUSTRIAL SYSTEMS

MANUFACTURERS OF
McCASKEY CREDIT REGISTER SYSTEMS
COUNTER CHECK BOOKS
CARBONIZED & SINGLE CARBON STYLES

GENERAL OFFICES & FACTORY
GALT, ONTARIO
CANADA

Not a member of any Sales Book Organization or Combine—
Selling Prices based on cost of production

March 25th, 1921.

To All Buyers of
Counter Check Books
in Canada.

Counter Check Books.

This Company is in no way connected with any Sales Book organization or combine.

Our position is entirely independent of any other firm, and selling prices are based only on cost of production.

Our prices are the lowest on the market for a quality product, and at present are reduced 25% to 35% below March 1st prices.

By operating independently, we are in position to deal with our customers and friends on a basis of pricing that will satisfy us both, and we trust our independent position will be appreciated as being in favor of the buyers.

Yours very truly,
McCASKEY SYSTEMS LIMITED.

HEAD OFFICE AND FACTORY—GALT, ONTARIO

We have a few openings for good salesmen

Keep the New Trade Easter Brings!

THROUGH our special Easter advertising thousands of new customers have learned to appreciate Swift's Premium Hams and Bacon.

By a little effort on **your** part, these newly-made friends, and **their** friends, as well as the **old** ones—can be kept coming to your store all through the year. A good meal is **always** welcome—and there's none better than

Swift's Premium Hams and Bacon

Keep up the momentum—by keeping your stocks complete—by making prominent displays—and by suggesting Premium Hams and Bacon.

The result will be more satisfied customers, and a steady increase of profitable business.

Order from our Traveller, or write direct.

Swift Canadian Co.
Limited

By Appointment *to H.M. the King*

Crosse & Blackwell

have the highest reputation for quality. There is always a ready market for goods that are of the best, and it is recognized the world over that

Crosse & Blackwell

maintain a unique reputation for consistently supplying the best.

Price lists are obtainable from

Stewart Menzies & Co.
32 Front Street West
TORONTO

IN THIS ISSUE—FILLING OUT INCOME TAX FORMS

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE: TORONTO, APRIL 1, 1921 No. 13

Welch's

"THE NATIONAL DRINK"

BACKED by the strongest advertising campaign in its history, Welch's will sell this year in greater quantity than ever before, and Welch's is a real profit maker.

Welch's is a value drink—the drink of healthfulness—a pure fruit juice, rich in food elements. It is pressed by Welch from Ontario's choicest, ripe premium Concords.

Look to your stock of Welch's now. Your wholesaler can supply all sizes, large, medium, juniors and Fountain. Look for the Welch advertising in Canadian magazines, weeklies and daily newspapers.

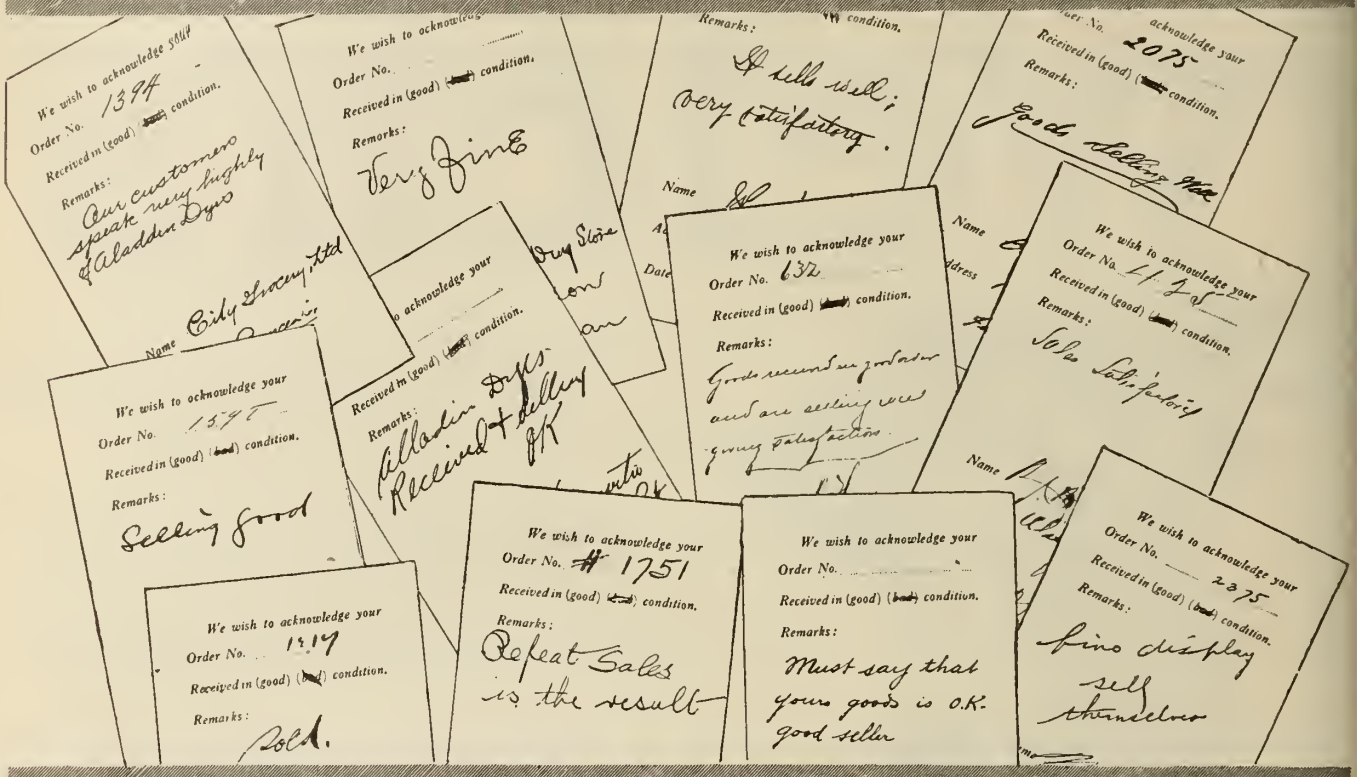
Attractive store display advertising material is furnished to all Welch dealers. Ask for it.

Permit Est. 272

The Welch Co., Limited, St. Catharines, Ontario

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation

Stronger than anything we can say



A selection from recently-received post cards—showing comments made by merchants who know and like

Aladdin
DYE SOAP

CHANNELL LIMITED—Canadian Distributors—TORONTO

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

Already Half Sold...

Behind every **Borden Milk Product** there stands a sixty-five year old "high standard quality" reputation.

It is this old established prestige, earned through strict adherence to the Gail Borden exacting standard of purity and quality, that has won the confidence of the buying public in every milk product bearing the name **Borden's** and has made them so easy to sell.

Then, too, Borden's intensive national advertising is constantly at work telling Canadians (many of them customers in your locality) about the convenience and wholesomeness of Borden Milk Products and showing them in concrete ways why they are more economical.

Good profits are assured when you sell Borden's lines—so feature them in your displays—it pays.

MONTREAL **The Borden Co. Limited** VANCOUVER

Handle Products With a Reputation

Supply your customers with well-known products that guarantee satisfaction and repeat orders.

McCormick Mfg. Company, Limited, London, Canada

Branches at : Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B., Vancouver.

You Cannot Taste Color

FROM our Inland waters 7,000 tons of white fish is taken annually and sold fresh or frozen. It could not sell better if it were Red or Pink, yet it has not the dainty flavor of Pink Salmon, nor can it be served in so many agreeable ways.

Take a can of Cascade and serve as under and you will enjoy it.

Salmon Turnovers

Make a light dough as for shortcake. Take one can of salmon and remove liquid and bones, one can of green peas. Roll out a disk of dough about six inches across. Fill with one tablespoonful of salmon, one tablespoonful of peas, a little salt and pepper, bits of butter. Moisten the edges with cold water, turn over, and press together with a fork. Bake in moderate oven until delicate brown.

Show this one to the ladies. They are always interested in good food well served. *And keep a good stock of Cascade* on hand, *it's the Best.*

When in doubt Insist upon a Brand

Packed by

B.C. Fishing & Packing Co., Limited

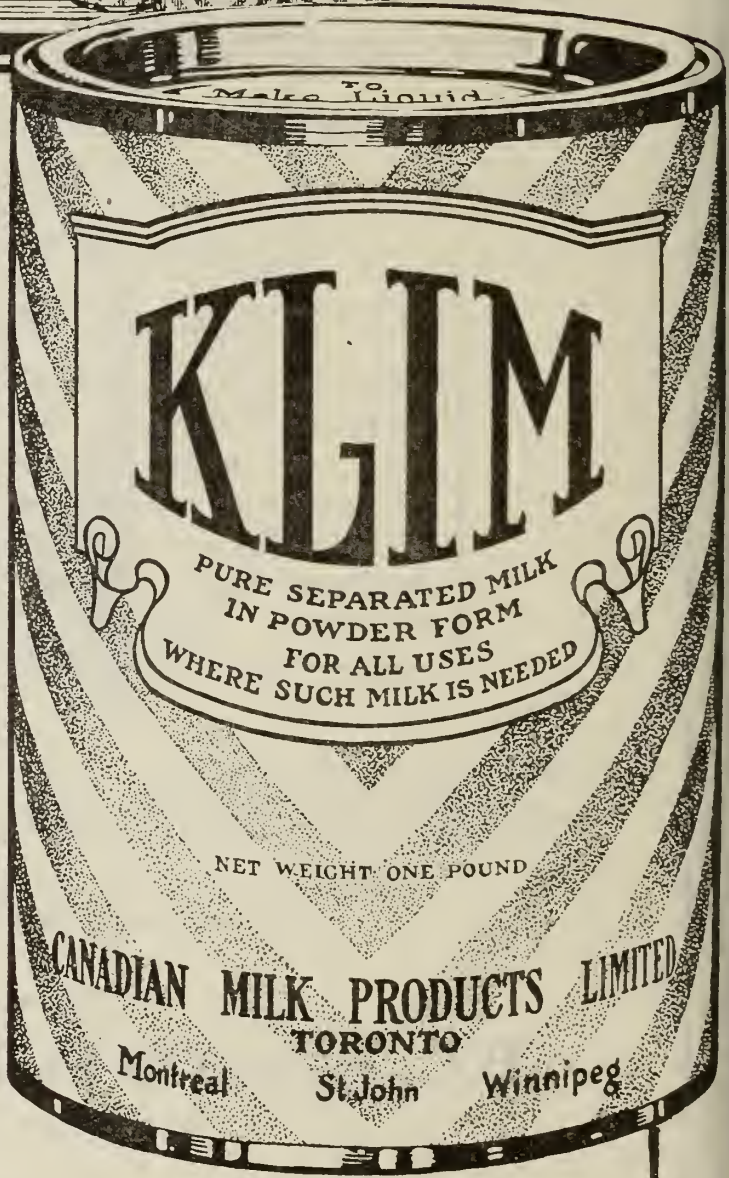
VANCOUVER, B.C.

No effort is required in selling KLIM

because most women are now familiar with KLIM and its many advantages. It has become a standard household necessity and an article for which every grocer finds a ready sale.

KLIM comes in three sizes—half pound, one pound and ten pound tins, a size for every requirement.

Make a counter display of the three sizes and you will be surprised how rapidly KLIM will move.



CANADIAN MILK PRODUCTS LIMITED

10-12 St. Patrick St., TORONTO.
ST. JOHN, MONTREAL, WINNIPEG.
British Columbia Distributors: Kirkland & Rose, 132 Water St., VANCOUVER.

PAUL FINDLAY, *a retired grocer of thirty-six years' experience, has journeyed 50,000 miles, meeting grocers in all parts of the United States and Canada. As our Retail Merchandiser, his advice is nationally respected.*

How to Retail Fruit Efficiently

"Efficiently"

That's Why it is Worth Reading

WHEN Sol Westerfeld heard Paul Findlay, our retail merchandiser, tell grocers how to retail fruits efficiently, he was enthusiastic in praise. "An unselfish talk," he declared.

And probably that's why hundreds of grocers have written us for a copy of his brass-tacks talk.

So we've printed it in the form of this booklet, giving his blackboard figures and his plain talk, without frills or boosts. This helpful book is free. Just ask the C. F. G. E.—today.

What Findlay Tells You

Such interesting questions answered:
What is the commonest mistake most retailers make?
Why are seven of every ten retailers insolvent without knowing it?
What does the average retailer earn per year?
Why does it sometimes pay to lose on certain commodities?
Why do you lose by over-pricing other commodities?
Valuable hints given of the way successful grocers run fruit business to pay well. Topics included: *How to buy; how to display; what is margin; what is profit; what is turnover;* and other important subjects.

This is just one of the ways we help grocers who "ask the C. F. G. E." And there are many other ways, as well.

How We Help You—

For instance, we send men from town to town every month to help retailers make profit-winning fruit displays in their windows. Such displays are the *life* of a fruit business.

Aren't you thinking of making your displays do more work for you? Write for our *free* sets of Sunkist cards, "strings" and banners for your counters and windows. You'll find it worth while.

Or perhaps you are planning to advertise in local papers or neighborhood movies. We'll gladly send you *free* "cuts"—you can use them also on price-lists and letterheads—and *free* Sunkist lantern-slides with your name in striking colors.

—Why We Do It

The C. F. G. E. is a *co-operative* agency. Years ago it was formed by thousands of California orange and lemon growers to sell their fruit at actual cost. And now a fraction of a penny per dozen is given by these growers to create a fund for helping merchants handle these fruits at a safe profit. Wise co-operation—nothing else.

To bring you more profit—and to lessen your selling costs—our Dealer Service Department works always for your benefit. And we're ready to help you as much as you'll allow—so it's entirely up to you! Call on us any time. Write us today or mail the coupon.

California Fruit Growers Exchange
A Co-operative, Non-profit Organization of 10,500 Growers
Los Angeles, California

California Fruit Growers Exchange
Dealer Service Department
Los Angeles, California

Send me your book "How to Retail Fruit Efficiently," and Dealer's List of Selling Helps and your Booklet on "Salesmanship in Fruit Displays" absolutely free to me.

Name .....

Address .....

City.....

CLARK'S CORNED BEEF

Tell your customer what a dainty and economical dish she will find in Clark's Corned Beef. Explain to her what a saving in labor and worry it means to her.

Then leave it to the CLARK QUALITY

CLARK'S PORK and BEANS

We need scarcely remind you these are your most ready sellers and it would be well to replenish your stocks now.

The warm weather rush will soon be here.

Look for this Government legend on the cans

CANADA EST 24 APPROVED

It stamps the goods as Canadian Manufactured and also guarantees their Purity

W. CLARK, LIMITED - Montreal

PURITY

Old Colony Maple Syrup

AND

Old Tyme Maple Butter

ARE

The Best, Purest and Most Delicious Maple Products on the Market

MADE FROM UNADULTERATED MAPLE

Have passed every purity test of Canada's Pure Food Laws

Old Colony Maple Syrup has that delightful flavor of syrup fresh from the boiling pan of sap in the snowy maple grove.

Old Tyme Maple Butter is the only genuine Maple Butter made and is being used extensively as icing for cake, spread for toast or tea biscuits, or for maple fudge.

SOLD WITH OUR GUARANTEE OF SATISFACTION TO CUSTOMERS

Order now for Immediate Delivery

WRITE FOR PRICES

ALL ORDERS BILLED THROUGH JOBBERS

Canadian Maple Products

LIMITED

250 Van Horne St. - Toronto

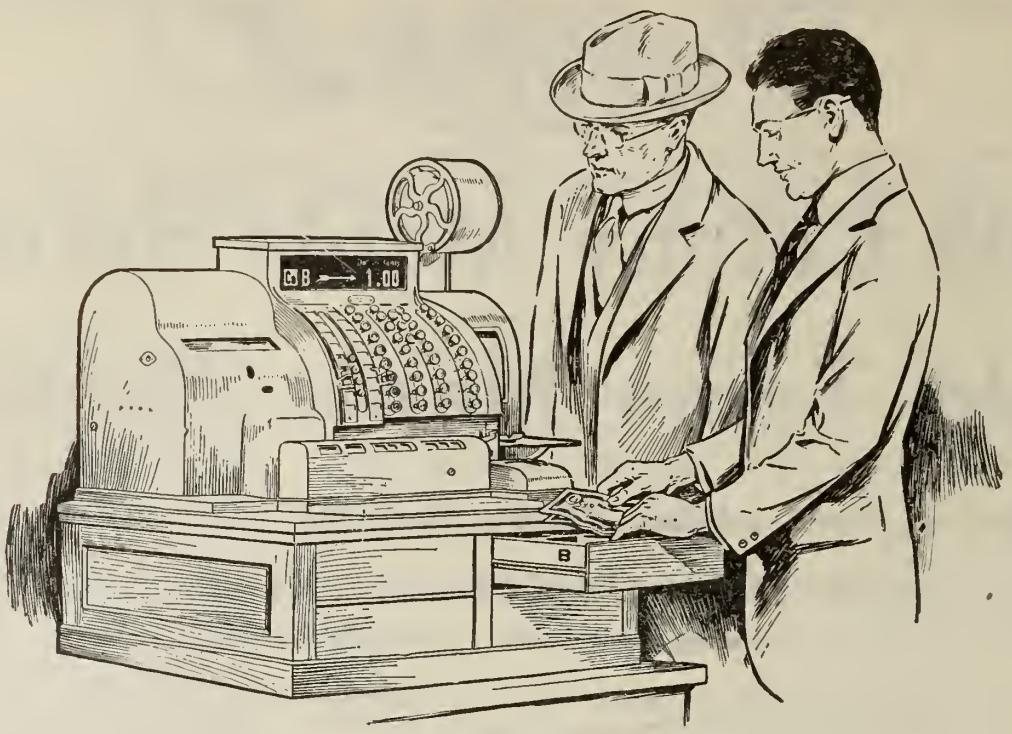
Representatives:

Man., Sask. and Alberta, W. H. Escott Co., Ltd., Winnipeg, Man.

Quebec
A. Dumoulin & Co., 157 Commissioners St., E., Montreal, Que.

British Columbia
Johnston-Lieber Mercantile Co., Vancouver, B.C.

Maritime Provinces
Supplies Limited, Kentville, N.S.



Clerk B has made a cash sale for $1.00

The indication at the top of an up-to-date National Cash Register gives publicity to every transaction. The merchant, the clerk, and the customer see this record.

This prevents mistakes in price and in making change. It removes temptation.

The record shown in the indication is printed on a strip of paper which is locked up inside the register. This record also is printed on a receipt for the customer.

The amounts indicated and printed are added into totals which show, at a glance, (1) the total business handled by each clerk, and (2) the total of each kind of transaction.

This assures the merchant that every sale is handled accurately. It also assures him of accurate records which give him control of his business.

This is the indication. "Ca" shows it was a cash sale. "B" is the clerk's initial. "1.00" is the price.

Charge sales are indicated by "Ch," received on account by "Rc," and paid out transactions by "Pd."

The same indication shows on both front and back of the register.

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED

Packed in England

Everybody Likes Tetley's

IN a country where the estimated tea consumption is in the neighborhood of 5 pounds per person, you have tea drinkers who know good tea. They drink enough of it to know good tea, too!

And it is here that Tetley's is daily growing more popular, and the demand for both Tetley's Sunflower Tea and Golden Tips is steadily increasing. We are meeting this demand adequately by keeping a big supply of Tetley's Tea on hand all the time, so that we can fill your orders promptly.

The excellent cup quality of Tetley's is the result of a blending knowledge that has been gained over a period of 100 years. The clear deep color, and full-bodied fragrance are unexcelled.

Your order will be given immediate attention.

TETLEY'S TEA

Makes good tea a certainty.

KNOWLER & MACAULAY, Ltd.
VANCOUVER
Selling Agents for
British Columbia

MASON & HICKEY
Head Office, WINNIPEG, MANITOBA
Selling Agents for
Manitoba, Saskatchewan and Alberta

Eureka Refrigeration Equipment

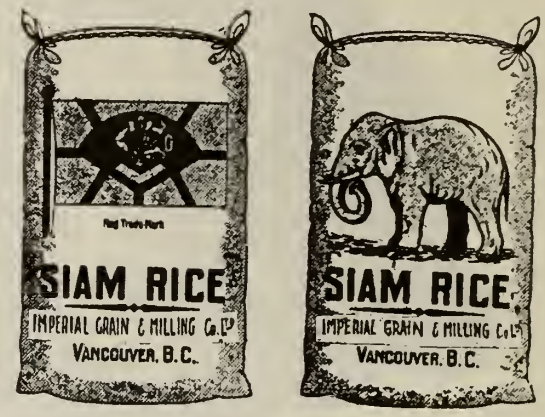
This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

CURRANTS

WHOLESALE GROCERS !
Retain your customers by supplying them with the best of goods.

Philippou Currants

are guaranteed sound, free from rain-damage, clean and sweet. They give you the greatest profit and they ensure the greatest degree of satisfaction to your customers.

Demand for our currants, greatly increased in the last few years, guarantees sales for our deliveries. In a word, we possess the secret of selling first-class goods at prices out of competition. A trial will carry conviction.

Ask for our different brands and see that our name is on the packages.

For particulars see our agents in your market.

D. D. PHILIPPOU
PATRAS, GREECE
Exporter of all Greek Products

To-day She Wants Food To Be

Nutritious

Tasty

Of Pleasing Appearance

Low Cost

Here it is →

Caught in Deep Salt Water

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Johnson-Lieber Mercantile Co.
of Canada, Ltd.
MANUFACTURERS' AGENTS
Calling on Grocers, Confectioners, Hardware, Stationers, and Ship Chandlery in British Columbia.
850 Hastings St. West, VANCOUVER, B.C.

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

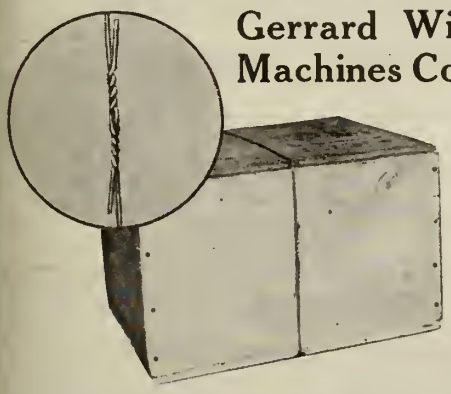
The advertiser would like to know where you saw his ad.—tell him.

At An Approximate Cost of One Cent

You can satisfy yourself that your goods will be delivered in good condition.

Moreover, you will satisfy your customers that they are receiving from you that PLUS SERVICE which spells continued patronage, additional orders, and, more especially, a larger measure of their

Invisible Stock—Good Will



Gerrard Wire Tying Machines Co., Limited

Head Office:
Hamilton

Branches:
Montreal *and* Vancouver

BOXES AND CRATES

SUPPLIED BY

British Columbia Box Manufacturers

Combine Strength, Light Weight and Appearance

RAW MATERIALS, EQUIPMENT and SHIPPING FACILITIES equal to any demand.

Enquiries addressed to the Secretary

Box Manufacturers' Section
Canadian Manufacturers' Association
VANCOUVER

will receive prompt attention.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

California Raisins of all kinds.
Gosse-Millerd (Vancouver Pack) Canned Salmon in Sockeye, Cohoe, and other brands.
Also all pickled and frozen Trout and Herring.

LEMON BROS.

OWEN SOUND - ONTARIO

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

Why Not Build Up Your Trade in the West by Appointing Us Your Agents?
MOWAT & McGEACHY
(MANITOBA) LIMITED
Agents for MOIR'S Chocolates
Confectionery, Grocery and Drug Trade
91 Albert St., Winnipeg, Man. and at Saskatoon

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

DOES ADVERTISING PAY?
USE THIS SPACE AND SEE

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

When Writing to Advertisers
Kindly Mention this Paper

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

The type of "energetic, persistent, personal service" that we render each of our principals is the big reason back of the successful results we produce.

The moment you enlist our services your product will be aggressively pushed by a selling organization that is thoroughly equipped, with a reputation for producing results.

Get in touch with us

Head Office: WINNIPEG

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Certain Repeat Sales

Every trial order of these two incomparable products leads to steady, profitable repeat orders. You'll find them most satisfactory sellers and exceptionally profitable.

Look over your stock to-day and try a small order of these rapid sellers.

Get prices on our quality Split Peas, Pot and Pearl Barley.

Mills at: Tillsonburg, Ayr, Galt and Stratford.

Warehouses: Toronto, Ont.; St. John, N.B.; Halifax, N.S.
Head Office: Stratford, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Personal Marketing Service

The "House of Scott-Bathgate" offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Fort William, Ont.
Calgary, Alta. **Edmonton, Alta.**

RELIANCE

Water-Glass
Castor Oil
Glycerine
Sewing Machine Oil
Carbolic Acid (10%)
Ink, Mucilage

Order from your jobber or write us

RELIANCE INK CO., LTD., WINNIPEG

The Sarnia Paper Box Co.

Sarnia, Ont.

Manufacturers of

Ice Cream, Butter and Egg Cartons

Also

Handy Paraffin Containers

Suitable for Salted Fish, Mincemeat, Oysters, Pickles, Etc.

Three reasons for buying "Sarnia" Boxes:

I. Quality
II. Service
III. Prompt Delivery

YOU CAN'T DO BETTER ANYWHERE

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Grocer, Biscuits, Confectionery and Drug Specialties.
Distributing and Forwarding.
275-277-279 King Street West, Toronto.
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.
Concentrated representation within the Province of Ontario

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CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

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CANADIAN GROCER

VOL. XXXV. TORONTO, APRIL 1, 1921 No. 13

Advance in Sugar is Now in Effect

Increase of 50 Cents Per Hundred on the Refined is Not a Surprise—An Additional Jump is Not Unlikely in the Next Ten Days—A Review of the Situation

ANNOUNCEMENT of 50 cents per hundred advance on refined sugar which took effect on Thursday last, bringing the price to $11.00 per hundred, Montreal basis, was not a surprise to the trade, as an increase has been generally expected for some time past. Another advance of probably a like amount is not unlikely, and will possibly take effect within the next ten days.

In reviewing the raw sugar market since the first of the year, one finds Cuban raws on the first of January quoted at 4¾ cents per pound c. & f., or 5.39 cents duty paid, New York. The market was weak, and prices were steadily declining well into the middle of February when they reached the low level of 3½ cents c. & f., or 4.52 cents duty paid, New York. At this time rumors were afloat of the formation of a sugar finance committee to handle the balance of the season's Cuban crop. This had the effect of stimulating sales and strengthening the market, and heavy transactions transpired both to Europe, United States and Canada at 4¾ cents c. & f., or 5.77 cents, duty paid.

Heavy Buying in Canada

The sugar finance committee was finally appointed at the end of February, and under this stimulus heavy buying continued at prices around 4¾ and 4⅞ cents c. & f. About March 10, the sugar committee set the price of Cuban raws at 5 cents c. & f. One week later the commission advanced the price to 5¼ cents c. & f., which figures duty paid 6.27 New York basis, at which figure the market still holds firm, with a fairly active buying movement.

In comparing prices on raw and refined sugar in Canada for the last week in March of each year since 1916, one is inclined to ask why is there such a big increase in the spread between the cost of raws on the New York market and the wholesale price of Canadian refined in the year 1921 as compared with the spread in the years 1916 to 1920?

Advance in Freight Rates.

The answer, perhaps, is obvious. The greatest part of this increase is accounted for by the fact that since July, 1920, freight rates have advanced 40 per cent. and, although labor was high during the years 1916 to 1918, it was in the year 1919 that labor reached the peak. In March, 1920, raw sugar was quoted on the New York market at 13.54 cents per pound, and at the same date refined sugar in Canada was quoted at $16.50 per hundred. At this time sugar prices in Canada were under the control of the Board of Commerce, and it was shortly after this date that the refiners made application to the board to be permitted to advance the price of sugar, claiming that they were operating at a loss due to the increasing cost of raws and operating expenses. In July of the same year freight rates were advanced 40 per cent., which, together with the increased cost of labor and the exchange, practically takes care of the increase in the spread between the cost of raws and refined since the year 1916.

COMPARISON OF SUGAR PRICES 1916-1920

IT is interesting to note the comparison in the price of raw sugar and the wholesale price of refined sugar in Canada. The following table gives the price of Cuban raw sugar on basis of duty paid New York during the last week in the month of March of each year, together with the wholesale price of granulated sugar in Canada for the same period, Montreal basis:

1916		1917		1918	
Raw Per lb.	Refined Per lb.	Raw Per lb.	Refined Per lb.	Raw Per lb.	Refined Per lb.
5.77	7.35	5.52	7.85	6.005	8.40
1919		**1920**		**1921**	
Raw Per lb.	Refined Per lb.	Raw Per lb.	Refined Per lb.	Raw Per lb.	Refined Per lb.
7.28	9.95	13.54	16.50	6.27	11.00

Alternative Views on Turnover Tax

Finance Minister Wants Views of Retail Merchants—Intelligent Consideration Needed—One Class of Merchants Prefers Turnover Tax in Its Broadest Application While Others Propose Adjustments

Written for Canadian Grocer by Austin Campbell, of The Financial Post

THOSE who keep touch on the pulse of trade observe two distinct lines of thought among retailers on the question of the Turnover Tax.

Some stand emphatically for the scheme in its broadest application—these are in the minority. Others, while advocating the tax in theory, question its blanket application and propose adjustments. The matter is vital—it must receive the intelligent thought of all merchants. Its far-reaching effects, its potentiality for benefit and its possibilities for harm imperatively demand that it be studied in detail by every man, who, by its enactment, will become virtually a "collector of Government revenue and temporary custodian of public funds."

The problem intimately concerns every merchant, big and little, in Canada. The huge departmental store and the little "corner grocery" alike will be affected. Only in so far as each merchant studies the incidence of this proposed method of taxation to his own particular business—and places the fruit and conclusions of such study before the Minister of Finance — can an efficient, working system be evolved and a tax applied that will be effective and equitable.

The Merchant's Responsibility

Political matters are too often ignored —at least so far as individual action is concerned — this question is going to touch every merchant intimately. Under the first—an industry wide application of the system—every merchant will have to keep his books in perfect order and submit to regular inspection; he will have to figure the percentage amount of the tax into his overhead and distribute the same, through his selling price, over the range of his goods. The question before the tax department to-day is, "What do the retailers think?" Sir Henry Drayton is frankly willing to be shown; it is up to us as merchants and business men to produce the facts.

The Retailer Collects

More specifically the questions, from the retail standpoint, are, shall the retailer collect and pay the tax? or shall it be collected by the manufacturer or wholesaler? Herein the wholesaler joins the retailer by asserting that the most effective and economical method is to collect the tax from the manufacturer.

If, therefore, as its supporters claim, in the Turnover Tax lies the solution of the national fiscal policy, then, from the retailer's viewpoint, the solution of the Turnover Tax lies in collecting it at "the source."

While some retailers express a willingness to do the full work of collecting, a strong concordance of opinion favors the other plan. In all the letters which have reached Canadian Grocer, none sought exemption from payment, though the majority advocated the finding of a plan which would relieve the retailer and the Government from the hazard and expense of collection. A composite expression of these views may be summed up as follows:

"Let the manufacturer and wholesaler add to their invoices a high enough percentage to meet the requirements of Government revenue and we will gladly pay it. To impose an army of collectors and assessors over the large number of widely distributed retail stores in Canada would be folly. The evasion which occurred under the operation of the Luxury Tax, and the deliberate falsification of returns by some merchants, is undeniable evidence of the impracticability of any retail collecting system. We approve of the Turnover Tax —the consumer must pay it, but the tax must be collected at the source."

This is not holding the umbrella over one class while exposing another. The contention is based on practical reasons —economy of collection and economy of price. It would be almost impossible, some authorities claim, to spread a small tax equally over a wide range of merchandise. Either certain goods must be sold below cost and others overloaded with charges to equalize the loss, or the price of all goods — notably the small cheap articles—must be increased more than the actual amount of the tax. Both conditions bear unfavorably on the ultimate consumer.

The Manufacturer Collects

The second plan seems to be the only proposition that can be heartily endorsed by the retail trade. It has in fact the support of many manufacturers, and the unofficial approbation of the experts in the taxation department of the Federal Government. It allows for the exemption of certain specific commodities, such as all unmanufactured foods, and calls for a larger rate of percentage when passing from the hands of the producer, either to the retail consumer or to the retail trade. Broadly speaking, though with adaptations to particular circumstances, the scheme rests on the following conditions:

(1) All Canadian raw material products as originally derived from farm, fisheries, forest and mine, shall be exempt.
(2) A tax shall be collected at the first process from raw material to consumable product and at each subsequent sale for re-manufacture and upon final sale either to retail consumer or retail dealer.
(3) All importations shall bear tax.
(4) No wholesale or retail sale for consumption shall be taxable.

It is evident at once that a vast amount of Government work will thus be eliminated. The task of collecting and checking returns over all the retail stores in Canada would be saved. Granted that the law practically compels the retailer to keep books, and that Government systems already cover the country to collect Income and Business Profits Tax, these offer no adequate reasons why an expensive and burdensome system need be continued if a simpler and more economical method can be employed.

If an adequate revenue can be raised by a reasonable tax at a few sources, it would obviously be folly to impose on the country a wide system of collection. That this can be done by a moderate extension of the present Sales Tax is obvious, inasmuch as it has been previously shown in these columns that, of an estimated requirement from a Turnover Tax of $150,000,000, the Sales Tax is at present providing approximately $100,000,000.

Apply It Gradually

Retailers have accordingly a sound basis for their contentions and are supported therein by the members of the wholesale trade in Canada, who, though recognizing the difficulties, are: "Of the opinion that such Sales Tax could be easiest collected at the fountain head, namely, from manufacturers, and on importations."

The adoption of this plan would permit, if required, a gradual extension of the Sales Tax, until its application was

C.M.A. MAKES RECOMMENDATIONS RE TAXATION

After making a study of various forms of taxation a committee of the Canadian Manufacturers' Association has made the following recommendations to the Dominion Government:

"First: That the Business Profits War Tax Act shall not be re-enacted.

"Second: That the Income War Tax Act as regards corporations shall be repealed.

"Third: That the Sales Tax now in effect in Canada be amended and extended sufficiently to provide the necessary revenue."

producing the required revenue. Retailers have long and bitter memory of the suddenly imposed Luxury Tax, and the confusion resulting from the many revisions and ever-changing exemptions which that hastily conceived measure required.

Sound, conservative business judgment argues that progress should be made slowly and safely in a measure so widely affecting the country. Business can ill withstand any more jolts or disruptions. Radical changes should be undertaken with caution and when, as in the application of this tax, such changes can be brought about gradually.

There never was a question that had only one viewpoint. The retailer comes in for some criticisms and suggestions from those who believe that a Turnover Tax should be applied broadly.

These men point out that the retailer has apparently overlooked the fact that by paying the tax in advance, on his invoices to the manufacturer or through the wholesaler, he is tying up an additional amount of his capital. This they claim would be a serious matter for many small dealers and might even eliminate a number of them. The fact has to be admitted, even though the extra amount would not in any probability exceed 5 per cent., and might easily be less.

Obviously therefore, to protect themselves, retailers must not only prepare to carry this additional capital charge, but they must not neglect to include it as a direct cost of commodities and figure their profit percentage accordingly. This warning will not be needed by the more methodical and established merchants, though, until the Government required that proper records be maintained, it was a sad but actual fact that few retailers were accurately aware of their total costs of operation.

Seizing upon this idea, the critics further support their claims by asserting that most retail merchants protested when compelled to keep a set of books, but that their doing so resulted in greater satisfaction and profits to themselves. The point is well taken, but the inference that limiting this new tax to the manufacturers would cause the retailers to neglect bookkeeping is unsound. The law still exists and must be complied with, and inasmuch as the application of the tax to the retailer would necessitate even more book work, the latter, who very often does all this work himself, may well be pardoned if he seeks to avoid the extra labor.

Considering all the above viewpoints it is clear that the conference at the end of this month will have to make a decision from out of a multitude of varying counsel. The unsatisfactory experience with the Luxury Tax and the great expense of collecting the Business Profits Tax will, however, have a strong influence with the Finance Department, urging them to adopt whatever system promises a maximum of revenue from a minimum number of sources.

Seek to Define Correctly The Term "Manufacturer"

Conference of Retail Merchants, Wholesalers And Manufacturers is Held—Present And Proposed Taxation Schemes Are Discussed

TORONTO, March 30.—(Special.)—The joint conference of the Retail Merchants' Association with the Canadian Manufacturers, the Wholesale Grocers' and the Credit Men's Associations, convened in Toronto to-day.

According to the agenda, it is proposed to discuss the definition of the terms: "manufacturer," "wholesaler" and "retailer" as used in the administration of the Special War Revenue Act, 1915, and amendments (tax on sales). The present and proposed forms of Dominion Government taxation will be considered, and finally it is hoped to suggest the best methods to adopt to increase the sale of Canadian made goods so as to overcome the adverse trade balance between Canada and other countries and to provide more work for Canadians.

What Is a Manufacturer?

The exact definition of a manufacturer as distinguished from a wholesaler or a retailer, would, at first thought, occasion little difficulty. Inasmuch, however, as on this definition must rest the taxable liability of many small merchants, such as tailors, tinsmiths, florists, the question requires an exact statement. Under the present definition as set forth by the Finance Department, a manufacturer is one who fabricates anything for sale, and is consequently subject to the sales and manufacturer's tax.

At the advice of their association officials, many of the smaller merchants of the classes as above named, who are primarily retailers, have neglected to make returns of such tax obligations, preferring to await the outcome of the legal actions now in process to test the validity of so wide a classification.

Conference Will Help

It is confidently believed that a conference composed of men of these three branches of industry who have had detailed experience with the varying conditions affecting commerce can be trusted to intelligently decide these intricate classifications. Upon this decision the Finance Department can base the application of the proposed turnover tax with the assurance that it will be received favorably by the business community and will not apply unfairly upon certain branches of trade. Obviously, an individual or small firm who, through a single unit store, sells to the ultimate consumer the products often prepared in the back of the shop, is to all practical intents and purposes a retailer and not a manufacturer. This is one of the problems to be solved by the conference.

Sells From 10 to 12 Cases of Oranges Weekly From Centre Display Table

SELLING from ten to twelve cases of oranges every week during the season that they are most plentiful is the record of Griffith Bros., Weston, Ont. Griffith Bros. sell large quantities of citrus fruits every week, including oranges, grapefruit and lemons. Display is the secret of their heavy sales in these lines. In fact, customers coming into Griffith Bros.' store cannot fail to see before them large quantities of these fruits. In the centre of the store is a large table, specially made to show fruits to advantage.

This table has compartments underneath in which are placed fruits, but in the sections on the top of the table there are always piles of oranges. Mr. Griffith told a representative of Canadian Grocer that he practically sold the same size of an orange all the time. His sales averaged as stated above, but sometimes they totalled more than the dozen cases. His fruit sales are a special feature, but he believes that the display table is the biggest factor in stimulating turnover in oranges, grapefruit and lemons.

"A nice display of oranges will sell them every time," he stated, "and keeping them constantly before the people they buy them as they do staple lines."

The table is an attractive store fixture as well as serving the useful purpose that it does. Entering the door, one walks right into it, and even though customers had no thought of purchasing oranges or grapefruit, they are invited to do so by the display that stares them in the face. The table accounts for sales all the time.

Making Your Income Tax Returns

The Absolute Necessity of Filling in These Papers, Makes it Essential That Every Merchant Should Thoroughly Understand the Procedure—Instructions How to Go About It

Written by G. G. YORKE, of Canadian Grocer staff

IT is important that all should understand there can be no evasion of the income tax law. The income tax papers must be filled in. The tax commissioners have their instructions. It is the desire of Canadian Grocer to aid its readers in their difficulties in this matter. A detailed explanation of the papers to be filled in at this time is therefore interesting.

Obtain three copies of Form T1, fill in on page 1 complete answers to each question except item 6 on list, which a merchant in business on his own account need not fill unless he trades under some name or sign not his own christian and surname.

Now turn to page 4 of returns sheet. You have the option of making a statement of your trading account on your own account sheets or of filling in this page. Whichever way you do it, use the greatest care and regard for accuracy. It is far better to pay a few dollars tax than be pulled up short and fined for making a careless, slipshod or false return.

Page Four of Return Sheet

Total value of merchandise sold during year.

Inventory of stock at cost at beginning of business year.

Add cost of all goods bought for resale, including freight and express charges.

Total.

Total value merchandise in stock at end of business year. Subtract.

Extend this last total to outer column and again subtract, as it will show your gross profits for year 1920. Enter every other kind of income derived from your business, such as cream agency or insurance commission.

Total gross profits.

A knowledge of your total expenses for the following items is absolutely essential. Dig up and total this information:

Wages actually paid to employees, not to proprietor.

Rent of store, stable or garage.

Advertising, depreciation on delivery outfit at 10 per cent.

Horse feed, horse shoeing.

Gasoline, oil and tires for truck.

Cartage when paid to outside firm or teamster.

Telephones, including long-distance calls.

Office supplies, such as books, counter check books, bill heads, files, etc., and postage stamps.

Interest on borrowed capital used in business.

Bank charges and exchange on cheques.

Heating store, lighting store, also water (if any).

Taxes on business premises (not on dwelling).

Business tax. Motor truck license.

Insurance on stock, fixtures, horses, rigs or motor truck.

Depreciation to store equipment and utensils, at 10 per cent.

Cost of wrapping paper, bags and twine, also ice.

Freight and express (outward charges only).

Take a sheet of foolscap paper and make a complete list of the above items. Scrutinize your files and books. Get out the exact cost of each item. Total up the whole expenses cost and subtract from gross profits; this will leave net trading profits for year 1920 and when making the return to your tax commissioner see that a copy of the expenses sheet is securely fastened to the official return sheet, also keep a copy yourself.

Turn Back to Page Two

Leaving page 4 for a few minutes we will turn back to page 2, taking the questions by their own serial number:

No. 1. Many merchants to-day have adopted the sensible plan of paying themselves a wage or salary each month, and paying back into the till for their own groceries, meats, etc. So if you draw a wage from out your business enter total amount here, also any gratuities or pension. If none, say "none."

No. 2. Mark "none" here. This query is for doctors and professional men, not merchants.

No. 3. As you have already shown all your income from commissions on page 4, mark this item "See page 4."

No. 4. Enter here net amount of your trading profits from page 4, which includes the commissions from cream agency, etc.

No. 4. (a) Give actual value of goods drawn from out store and for which you have not paid back cash into the till. See your answer to item No. 1 on this page of return.

No. 5. Enter here the total rent you have collected from your tenants, without deductions, and give location of the properties. If you have none mark "none."

No. 6. Enter the amount of interest or dividends received from investments or stock of Canadian companies. If none, say so, but should you have any and have the share certificates deposited with bank for a loan, deduct carrying charges.

(2) Follow the same course as above in this sub-section. Pay attention to footnote to this item.

No. 7. If you hold any mortgages, notes or debenture bonds or have interest accruing at bank on savings account enter it here.

No. 8. Few merchants hold such positions. There is really no profit and seldom any pay, but should you be deriving any monetary benefits enter here.

No. 9. Income from war bonds, less carrying charges. Make separate entry of 1919 issue, less carrying charges. The latter are not exempt from this tax.

No. 10. Enter here any other source of income, such as "rum running," "bootlegging" or "special license inspector's fees" or any other unlikely occupation for a respectable merchant.

No. 11. Total the column.

Filling Page Three

No. 12. As you have made out a complete list of all your business and trading expenses, it is unnecessary to do more than write "See page 4," or "attached sheet."

No. 13. You have already entered in your expenses account the interest charges on borrowed trading capital, so this item deals only with charges you pay on mortgages on property you own and have rented to a third party, or should you own and not rent your business premises and have money borrowed thereon. Pay attention to footnote to this item.

No. 14. Enter amount of taxes you pay on property you own and have rented to a third party.

(a) Premiums paid for insurance on property you own and have rented to others.

(b) Repairs to your property which you rent to others, but give location and names of persons who received payment for work done.

No. 15. You did not deduct anything for bad debts on page 4 or on attached sheet, so enter here the actual amount you have written off and of which you have ceased to expect payment.

No. 16. It is impossible to get claims accepted for loss on your stock of saleable goods or the house you occupy, but you can claim depreciation on property you own, and have rented to others, i.e. for fair wear and tear, say 5 per cent. on brick and 7½ per cent. on frame properties.

No. 17. Show net income from war bonds which are exempt from income

tax, also under No. 8, on page 2, if any.

No. 18. Contributions to patriotic purposes or in cases where you are contributing towards support of a relative unable to keep himself, or his family, state the case fully and give names, which will be verified by the commissioner of taxation.

No. 19. Total the column.

Assets and Liabilities

When you made up your books at the end of your business year, you quite naturally made a record sheet of these items before opening your books for the new year.

Assets (You Own)

1920 stock on hand.
Cash and balance at bank.
Retail accounts on your books.
Customers' notes you hold.
Value of real estate, buildings.
Value of real estate (land).
Trucks, rigs or tools.
Office furniture and fixtures.
Horses.
Other investments and bonds.

Liabilities (You Owe)

Total of your trading debt.
Notes you have to meet.
Loans on property.
Loans for business only.
Unpaid interest.
Other business debts.
Total both columns.

The last, is the question of what you have to pay to the inspector, if anything. You will enter in space for gross income from foot of page 2 the total of that column and, directly below, the total from page 3, then subtract, which will give the net income.

Your Taxable Income

Now subtract $1,000 if you are unmarried or $2,000 if you are married. This gives the taxable part of your net income, but there is yet to be deducted the normal tax of 4 per cent. on interest on your Victory bonds which are not of 1919 issue. You are also instructed to deduct $200 for each of your children under 18 years.

After deducting every one of above items you will pay to inspetcor 4 per cent. on the net amount, up to and including $5,000. Net incomes over $5,000 are subject to super or surtax graduating from 1 per cent. for the first thousand to 65 per cent. on incomes of one million.

It may be best to enclose a cheque for the full amount due to the department. Otherwise there will be interest at the rate of 5 per cent. on the unpaid balance.

I have endeavored to make the answers to the various questions so plain that every reader can by careful reading and a little thought fully understand. However, to my old friends in the grocery business whom I helped over the fence last year I would express my regrets that we cannot meet like we then did.

Food Regulations Now in Effect

Important Facts in Connection With the Selling of Foods, With Which Every Grocer Should Be Acquainted—A Careful Perusal is Advised

Continued from last week

Glucose Products

1. Starch Sugar (corn sugar, grape sugar) is the solid product made by hydrolyzing starch, or a starch containing substance, until the greater part of the starch is converted into dextrose.

2. Anhydrous Starch Sugar contains not less than ninety-five (95) per cent. of dextrose and not more than eight-tenths (0.8) per cent. of ash.

3. Hydrous Starch Sugar (brewers' sugar, climax sugar, acme sugar, etc.), contains from seventy to eighty (70 to 80) per cent. of dextrose and not more than (2.0) per cent. of ash. When sold under any name which implies a definite percentage of dextrose it must contain at least the stated percentage of that component.

4. Glucose (mixing glucose, confectioners' glucose) is a thick syrupy, nearly colorless, product made by incompletely hydrolyzing starch or starch-containing substance. It varies in density, and is usually sold upon the basis of density.

Upon this basis the maximum of water present is as follows:

For 41° B.	(1.40) at 100 Fah.	22 per cent.
42	(1.41)	20
43	(1.425)	18
44	(1.44)	17
45	(1.46)	15

It contains not more than two (2.0) per cent. of ash.

5. Corn Syrup is a mixture of glucose with a sugar syrup (sugar cane syrup, golden syrup, sorghum syrup, maple syrup, sugar syrup, molasses, refiners' syrup, treacle, etc.), with or without the addition of harmless flavoring substances, and contains not more than thirty-five (35) per cent. of water, and not more than three (3) per cent. of ash.

Grain Products

1. Grain is the fully matured, clean, sound, airdry seed of wheat, maize, rice, oats, rye, buckwheat, barley, sorghum, millet or pelt.

2. Meal is the clean, sound product made by grinding grain.

3. Flour is the fine, clean, sound product made by bolting wheat meal, and contains not more than thirteen and one-half (13.5) per cent. of moisture, not less than one and twenty-five one hundredths (1.25) per cent. of organic nitrogen, nor more than two (2) parts per million of nitrite reacting nitrogen, not more than one (1) per cent. of ash, and not more than fifty one-hundredths (0.50) per cent. of fibre.

4. Bleached flour is flour which has undergone processing for the purpose of making it lighter in colour. The residual nitrite reacting nitrogen must not exceed five (5) parts per million. The presence of more than two (2) parts per million of nitrite reacting nitrogen in flour shall be held to be proof of its having been bleached by oxides of nitrogen.

5. Graham Flour is unbolted wheat meal.

6. (a) Ground Gluten is the clean, sound product made from wheat flour, by removal of starch and contains not more than ten per cent. (10) of moisture, and, calculated on the water-free basis, not less than fourteen and two tenths (14.2) per cent. of nitrogen; not more than fifteen (15) per cent. of nitrogen free extract (using protein factor 5.7) and not more than five and five-tenths (.5) per cent. of starch, as determined by the diastase method.

(b) Gluten Flour is the clean, sound product made from wheat flour by the removal of a large part of the starch, and contains not more than ten (10) per cent. of moisture, and, calculated on the water-free basis, not less than seven and one-tenth (7.1) per cent. of nitrogen, not more than fifty-six per cent. (56) of nitrogen free extract (using the protein factor 5.7) and not more than forty-four per cent. (44) of starch, as determined by the diastase method.

(c) Diabetic foods offered for sale as breads, biscuits, cakes or otherwise, must contain not more than half as much glycognic carbohydrates as the normal food of the same class. Any statement on the label or in advertisement which gives the impression that any single food, in unlimited quantity, is suitable for the diabetic patient, shall be held to be false and misleading.

7. Maize Meal, Corn Meal, Indian Meal is meal made from sound maize grain, and contains not more than fourteen (14) per cent. of moisture, not less than one and twelve one-hundredths (1.12) per cent. of organic nitrogen, and not more than one and six-tenths, (1.6) per cent. of ash.

9. Rice is the hulled, or hulled and polished grain of Oryza Sativa.

9. Rice flour is the clean, sound product made by bolting rice meal, and contains not more than fifteen (15) per cent. of moisture, not less than one (1) per cent. or organic nitrogen, and not more than one (1) per cent. of ash.

10. Oatmeal is meal made from hulled oats and contains not more than twelve (12) per cent. of moisture, not more than one and eight-tenths (1.8) per cent. of crude fibre, not less than two (2.00) per cent. of organic nitrogen, and not more than two and two-tenths (2.2) per cent. of ash.

11. Rye Flour is the fine, clean sound product made by bolting rye meal, and contains not more than thirteen and one-half (13.5) per cent. of moisture, not less than one and thirty-six one-hundredths (1.36) per cent. of organic nitrogen, and not more than one and twenty-five one hundredths (1.25) per cent. of ash.

12. Buckwheat flour is bolted buckwheat meal, and contains not more than twelve (12) per cent. of moisture not less than one and twenty-eight one-hundredths (1.28) per cent. of organic nitrogen, and not more than one and seventy-five one-hundredths (1.75) per cent. of ash.

13. Corn starch is the starch obtained from maize or Indian Corn, (Zea Mais) and contains not less than eighty-four (84) per cent. of actual starch, and not more than thirteen (13) per cent. of water, and not more than one (1) per cent. of ash, and not

more than two (2) per cent. of substances other than starch and water.

Note 1.—Protoids as employed in the foregoing definitions means the product of multiplying organic nitrogen by 6.35.

Note 2.—Nitrites reacting nitrogen is stated as sadium nitrite (No. 2) which for the purposes of this definition is identical with nitrogen.

Note 3.—The Griess—Ilosvay method of determining nitrite nitrogen, described in Sutton's Volumetric Analysis, 8th Edition, p. 488 (J. & A. Churchill, London) is made official.

Honey

Honey is entirely the product of the work of bees operating upon the Nectar of Flowers, and other saccharine exudations of plants; and contains not more than twenty-five (25) per cent. of water; not more than eight (8) per cent. of Sucrose (Cane Sugar); not more than twenty-five hundredths (0.25) of one per cent. of ash; and not less than sixty (60) per cent. of invert sugar.

Maple Products

Maple Sugar shall be entirely the solid product resulting from the evaporation of maple sap, or of maple syrup, and contains not more than ten (10) per cent. of water; and yield not less than six-tenths (0.6) of one per cent. of ash, reckoned on the dry matter of the sugar when incinerated in such a way as to assure the earths being present as salts and not as oxides, and not less than twelve one-hundredths (0.12) of one per cent. of ash, insoluble in water, employed as described in Bulletin 228 and yielding a lead number not less than one and seven-tenths (1.7) when worked by the Canadian method, nor less than one and two-tenths (1.2) when worked by the Winton method.

Minute traces of substances such as gelatine, albumen, insinglass, etc., which may have been employed as refining or clarifying agents in manufacture, shall not be regarded as adulterants.

Maple Syrup

Maple Syrup shall be syrup made by the evaporation of maple sap, or by the solution of maple concrete in water, and contain not more than thirty-five (35) per cent. of water and an imperial gallon of maple syrup, measured at ordinary temperature of the air, shall weigh not less than thirteen pounds, three ounces. The dry substances of maple sugar shall meet all the above stands for maple sugar.

Meat and Meat Products

1. Meat, flesh, is any clean, sound dressed and properly prepared edible part of animals in good health at the time of slaughter, and if it bears a name descriptive of its kind, composition, or origin, it corresponds thereto. The term "animals" as herein used, includes not only mammals, but fish, fowls, crustaceans, molluscs, and all other animals used as food.

2. Fresh meat is meat from animals recently slaughtered and properly cooled until delivered to the consumer.

3. Cold storage meat is meat from animals recently slaughtered and preserved by refrigeration until delivered to the consumer.

4. Salted, pickled, and smoked meats are unmixed meats preserved by salt, sugar, vinegar, spices, or other harmless substances, or smoke, singly or in combination, whether in bulk or in suitable containers.

Note.—Suitable containers for keeping moist food products such as syrups, honcy, condensed milk, soups, meat extracts, manufactured meats and undried fruits and vegetables, and wrappers in contact with food products, contain on their surfaces in contact with the food product, no lead, antimony, arsenic, zinc, or copper or any compounds thereof or any other poisonous or injurious substances. If the containers are made of tin plate, they are outside soldered, or if soldered inside, the solder used shall consist of pure tin only; and the plate in no place contains less than one-hundred and thirteen (113) milligrams of tin on a piece five (5) centimeters square or one and eight-tenths (1.8) grains on a piece two (2) inches square.

This is equivalent to two (2) pounds of tin per base box; but it must be noted that the regulation requires not only a minimum weight of tin per base box, but that this tin shall be evenly distributed over the surfaces of the plate.

The inner coating of the containers is free from pin holes, blisters and cracks.

If the tin plate is lacquered, the lacquer completely covers the tinned surface within the container and yields to the contents of the container no lead, antimony, arsenic, zinc, or copper, or any compounds thereof, or any other poisonous or injurious substance.

5. Oysters.—Water must not be added directly either as such, or in the form of ice, to shucked oysters.

Manufactured Meats

1. Manufactured meats are meats not included in paragraphs 2, 3 and 4 of Section A, whether simple or mixed, whole or comminuted in bulk, or in suitable containers, with or without the addition of salt, sugar, vinegar, spices, or other harmless substances, smoke, oils, or rendered fat. If they bear names descriptive of kind, composition or origin, they correspond thereto, and when bearing such descriptive names, if force or flavoring meats are used, the kind and quantity thereof are made known.

2. Sausage, sausage meat, is a comminuted meat from swine or neat cattle, or a mixture of such meats, either fresh, salted, pickled or smoked, with added salt and spices and with or without the addition of edible animal fats, cereals, blood and sugar, or subsequent smoking. It contains no larger amount of water than the meats from which it is prepared contain, when in their fresh condition, and this must not exceed sixty (60) per cent. and not more than five (5) per cent. of its weight of cereals, and if it bears a name descriptive of kind, composition or origin, it corresponds to such descriptive name. All animal tissues used as containers, such as casings, stomachs, etc., are clean and sound and impart to the content no other substances than salt. Sausage shall not contain any added coloring matter.

3. Blood sausage is sausage to which has been added clean fresh blood from neat cattle or swine in good health at the time of slaughter.

4. Canned meat is the cooked meat of fowls, neat cattle or swine preserved in hermetically sealed packages, and fulfills the conditions defined by the Meat and Canned Foods Act of 1907.

5. Corned or cured meat is meat cured or pickled with dry salt or in brine, with or without the addition of sugar or other harmless substances.

6. Patted meat is comminuted and cooked meat from those parts of the animal ordinarily used for food in the fresh state, with or without salt and spices, and enclosed in suitable containers hermetically sealed.

Cereals, when present, must not exceed five (5) per cent. by weight, unless declared.

7. Meat Loaf is a mixture of comminuted cooked meat, with or without spices, cereals, milk and eggs, and pressed into a loaf. If it bears a descriptive name, it corresponds thereto.

8. Mince, mince meat is a mixture of chopped suet, apple and other fruit, salt and spices, with sugar, syrup or molasses, and with or without vinegar, fresh, concentrated or fermented fruit juices, or spirituous liquors, or cooked comminuted meat.

Meat Extracts, Meat Peptones, Gelatin, Etc.

1. Meat extract is the product obtained by extracting fresh meat with water and concentrating the liquid portion by evaporation after the removal of the fat, and contains not less than seventy-five (75) per cent. of total solids, of which not over twenty-seven (27) per cent. is ash, and not over twelve (12) per cent. is sodium chloride (calculated from the total chlorine present), not over six-tenths (0.6) per cent. is fat and not less than eight (8) per cent. is nitrogen. The nitrogenous compounds contain not less than forty (40) per cent. of meat bases and not less than ten (10) per cent. of kreatin and kreatinin.

2. Fluid meat extract is identical with meat extract except that it is concentrated to a lower degree and contains not more than seventy-five (75) per cent. and not less than fifty (50) per cent. of total solids.

3. Bone extract or stock is the product obtained by extracting clean, fresh, trimmed bones of animals in good health at the time of slaughter, with boiling water and concentrating the liquid portion by evaporation, after removal of the fat, and contains not less than seventy-five (75) per cent. of total solids.

4. Fluid bone extract is identical with bone extract except it is concentrated to a lower degree and contains not more than seventy-five (75) and not less than fifty (50) per cent. of total solids.

5. Meat juice is the fluid portion of muscle fibre, obtained by pressure or otherwise and may be concentrated by evaporation at a temperature below the coagulating point of the soluble proteids. The solids contain not more than fifteen (15) per cent. of ash, not more than two and five-tenths (2.5) per cent. of sodium chloride (calculated from the total chlorine present) not more than four (4) nor less than two (2) per cent. of phosphoric acid (P2O5) not less than twelve (12) per cent. of nitrogen. The nitrogenous bodies contains not less than thirty-five (35) per cent. of coagulable proteins and not more than forty (40) per cent. of meat bases.

6. Peptones are products prepared by the digestion of proteid material by means of enzymes or otherwise, and contain not less than ninety (90) per cent. of proteoses and peptones.

7. Gelatin (edible gelatin) is the purified, dried, inodorous product of the hydrolysis, by treatment with boiling water, of certain tissues, as skin, ligaments, and bones, from sound animals, and contains not more than two (2) per cent. of ash, not less than fifteen (15) per cent. of nitrogen.

Lard

1. Lard is the rendered fat from hogs in good health at the time of slaughter, is clean, free from rancidity and contains necessarily incorporated in the process of rendering, not more than one (1) per cent. of substances other than fatty acids and fat.

2. Leaf Lard is lard rendered at moderately high temperature from the internal fat of the abdomen of the hog, excluding that adherent to the intestines, and has an iodine number not greater than sixty-five (65) and contains not more than one (1) per cent. of substances other than fatty acids and fat.

3. Compound Lard: Lard Compound, etc., is a mixture of animal and vegetable fats and oils. It must be free from rancidity, be made from sound and pure materials, and contain not more than one (1) per cent. of substances other than fatty acids and fat, and at least fifty-one (51) per cent. of actual lard shall be present in the article.

4. Neither Lard, Leaf Lard nor Compound Lard shall contain any added coloring matter.

Metallic Impurities in Food and Drugs

Arsenic (Arsenious acid) as 2 O 3 shall not be present in herein named articles in excess of the following amounts:

Citric Acid	1 part per million
Tartaric Acid	1 part per million
Cream of Tartar	2 parts per million
Bi-Carbonate of Soda	2 parts per million
Phosphoric Acid	5 parts per million
Phosphate of Lime	5 parts per million
Phosphate of Soda	5 parts per million
Boric (Boracic) Acid	4 parts per million
Baking Powders	2 parts per million
Coal Tar Colors	10 parts per million used in food or drugs.

Continued on page 42

Sales of Green Goods are Immense

How One Firm Built Up a Wonderful Business From a Small Beginning—Methods Used in Increasing Turnover—Another Man Has Novel Idea in Hour Sales

By HENRY JOHNSON, Jr.

FOLLOWING my story of last week, this of another merchant seems to fit in, as showing that no special advantage attaches at the start of most successful grocers—they just plunge in, work in conditions as they find them and WIN because they do work "head, heart and hand!"

This firm has the most wonderful food store I know anywhere. It has been built from the beginning on the under-selling idea. It is told that, in the beginning, when the brothers who constitute the firm were working themselves with their sleeves rolled up, they used to sell vast quantities of standard soap at cost, get 5 cents for each empty box and regard that as their profit. I have not analyzed how that would work out in percentage, but it shows on what plan the business was founded.

They are immensely wealthy now, having acquired a big block of downtown property some three years ago, behind which, across the alley, they have built the model food handling building, half block deep, one block long, in which they operate. I was told that their frontage holdings were much larger than they now occupy, and that they are taking over the rest as leases expire. Though the business has developed into various lines of merchandise besides foods, foods make up the main hold yet and perishables are accorded preferred place always.

How big is the green goods business? I have figures that show that sales ran from $8,500 to $15,000 PER DAY in 1917, when prices were high and everybody buying supplies to hoard; and from $6,000 to $11,000 per day in 1918, when conditions were more nearly normal and the Food Administration had begun to function.

Some Wonderful Sales

Some of the sales figures are illuminating. Once they ripened six cars of bananas and priced them at 19 cents the dozen when their neighbors had to pay 25 cents for their supplies. It is not surprising, therefore, that they sold 400 bunches on that Saturday. Three or four years ago they sold them at 15 cents the Saturday before Easter and disposed of a carload in one day.

Their record sale on oranges is 550 boxes in one day; and sales of 400 boxes are not uncommon. Sales will average around 300 boxes oranges a week.

Some other schemes used are hour sales. These are run through different departments, so timed as not to conflict with each other. These are real leader sales, and the idea is to play even or lose a little money to give the people real bargains. Thus lemons which cost actually 14 cents are sold at two dozen for 25 cents, and 288's oranges have been sold for 9 cents, just returning flat cost. Often 50 cases will move in an hour.

They have a potato sale every Wednesday morning. For this sale they put up 4,000 pecks in advance for their cash-and-carry department and 1,000 more for the delivery end of the business. They do a large telephone business, all phone orders being delivered C.O.D. The 4,000 pecks do not end the quantity—that is just a fair reserve. Two men are busy all the time replenishing packages of vegetables as reserves are depleted.

Only Sound Vegetables, Cleaned, Are Sold

One thing is notable. Not a vegetable is sent out that is not thoroughly washed. It is not merely free from the clinging earth, but is ready for immediate immersion in the cooking water, if you like! Thus a woman who gets a bag of carrots or turnips from this store does not have to sweep out her kitchen when she opens the package. Get the idea?

Do you see any special advantage those "boys" had when they started? A little shack of a store, the smallest stock, three stalwart hustlers inside rushing out goods for cash, determined they would get theirs whether the getting was good or not—that is about the gist of this tale.

If others, why not you?

Well, there is a little cash man in the West, who does similar things. His store is only about 22 by 45. In that space he sells around $125,000 a year, with one man during the week and three others—including two women—on Saturdays. His business is cash-and-carry, so he has certain kinds of problems to solve.

For example, he is naturally busy only in the afternoons. Inasmuch as "wimmin folks" have to market and carry their goods home, they like to do their housework in the forenoon and be free from cares in the afternoon, and then they crowd my friend's store. So he has instituted hour sales. They work fine, evening out his day's work. One thing he has observed that may be useful to you also, that Monday sales have a special advantage.

On Mondays the women are busy washing. If he has any special hour sales that forenoon, the customers are men, sent in by their wives to pick up the special offering. "But a man usually won't stop when he has bought the bargain. He seems to sort of feel ashamed just to buy the special and walk out. So he looks around and picks up many other things. That is one great advantage about Monday hour sales!"

See? This Western boy does not need such an awful lot of coaching himself. He has his eyes open to observe things, and the man who observes and acts with diligence on his observations is hard to crimp up.

Sales Ability Works Anywhere

Grocers are prone to think that a "smart man" who operates in some other town may "get away with it" but that "there ain't no chanst in this dead burg f'r nobody t' do nothin'!" I wonder if such men have ever heard the refrain: "It isn't your town—it's you?" For sure as shootin' it is!

Recently a man sat in a meeting of merchants. The speaker dilated on what a difference might be made in sales of lemons by pricing them at 39, 29 and 19 cents the dozen instead of the orthodox "two f'r nickel" or "three f'r ten."

That man has a large store, in which he does $200,000 a year on the credit-service plan, in addition to $80,000 last year in his self-serve basement store. His 300's lemons were 40 cents the dozen upstairs and 30 cents downstairs. It being a Friday night, he got to thinking how opportune it might be to experiment the very next day. So he did it.

He felt that to make a change upstairs would not be a good test, because then all clerks would call customers' attention to the change in price; but down in the self-serve basement there would be no human element except that of the self-serving buyer. So he changed the sign from 30 to 29 cents next morning downstairs.

Sales normally would have been between eight and nine dozen, but they were 27 dozen that Saturday. The turnover was increased by 300 per cent. Did it pay? Do you need to ask or have me tell you? Does it pay to sell 27 dozen rather than nine dozen — of a semi-perishable commodity that it is well to clean up on Saturday night? But look at the figures!

Say the cost was 22 cents. Then the gross margin on a 30-cent price was 8 cents. Figure nine dozen and the gross earnings that day would be 72 cents. Now take off a cent to 29 cents, allowing a gross of 7 cents the dozen. Figure that on 27 dozen and what do you get? You get $1.89—that's all!

Continued on page 43

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

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MONTREAL TORONTO WINNIPEG VANCOUVER

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MISPLACED JUSTICE

THE conviction, recently, of a retail merchant who had in his possession some thirty bags of flour, which upon being weighed, were found to contain a less weight than that marked upon the bags, again brings home the injustice of the Act which places the onus upon the retailer for having a short-weight article in his possession or offering for sale such an article.

It is true that the merchant can make a counter-charge against the manufacturer and in practically every case get recompense in a monetary way, but this does not relieve him from the responsibility in the eyes of the public, nor does it retrieve the stain upon his reputation for selling a short-weight article.

In receiving a shipment of goods, merchants cannot weigh every single package; if they did it would simply add another cost to the article, as merchants would be compelled to hire extra help for that purpose. They are, therefore, placed in such a position that they must take the manufacturers' word that packages contain a certain weight, and if weighed by the Food Inspector and found to be short of the required amount, in justice to all concerned the Act should be amended to place the full responsibility upon the manufacturer or packer.

In another instance a retail merchant was convicted and fined for selling butter under weight. In this case the magistrate dismissed the case, and in so doing said: "The man who originally packed this butter is liable, and to fine the retailer would be a persecution." This case, however, was appealed by the Dominion Department of Agriculture and the judge before whom it was tried found that according to the Act the merchant must be convicted. The judge, in giving his decision, said that he agreed with the magistrate in his sympathy for the merchant who had short-weight butter innocently in his possession, but that the Act gave him no discretion and by it he must find the merchant guilty. Another case of misplaced justice.

FOOD CONTROL DOES NOT HELP BUSINESS

AN evidence that government control does not eliminate the troubles of business is manifest in Newfoundland where the control of sugar is still in force. The Food Control Board took charge of the sugar supply in Newfoundland in May, 1920, and placed the wholesale price of sugar at 28¾ cents per pound. Their reason given for so doing was to the effect that one of the sugar importers had contracted for large quantities of sugar at 34 cents per pound and unless control was put on, the public would be compelled to pay around 40 cents per pound.

Newfoundland purchases part of its sugar supply from the United States and some from Canada. Sugar at that time was selling in the United States around 16 cents per pound. To this price must be added duty, $1.65 per hundred; freight and insurance, $1.50, and exchange, which at that time was around 12 per cent., making sugar laid down in Newfoundland at around 21 or 22 cents per pound. In Canada at the beginning of May, 1920, granulated sugar was selling at $19.00, Montreal basis, which could be laid down in Newfoundland at a lower price than named by the Food Control. At the present time the Food Control has named the wholesale price of sugar at 23¾ cents per pound in spite of the fact that refined sugar can be imported into Newfoundland at around 12 cents per pound.

Government control of foodstuffs during the war period and for war purposes was no doubt a good thing, principally because it diverted goods to the quarters most needed. Outside of war purposes, however, government control of foodstuffs is nothing short of Government interference—it interferes with the functioning of the law of supply and demand, the real safety valve against depressed stocks.

EDITORIALS IN BRIEF

DO NOT overlook the possibilities of selling extras. When you sell crackers the customer may like jam or cheese to go with them. The customer will increase orders when you can show that it is to her advantage to do so.

* * *

MERCHANTS who have marked down their prices, in keeping with declining markets, declare that their volume of turnover has not decreased to any perceptible extent. Careful watching of stocks, too, has resulted in losses being reduced to a minimum.

* * *

SELLING, merchants now realize, is going to be a harder job this year than it was last. Orders are not coming in on a silver platter, but many men in the grocery business have shown in the past three months that the people will buy if given the chance.

* * *

EVEN DURING normal times there are few stores that can afford to overlook the value of the price-card. Right now, when cost is a vital factor and the stimulation of business is the principal object in view, no store that is featuring even the slightest of reductions should fail to make use of this powerful leverage, for it will react in a manner out of all proportion to the time and trouble expended.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

The Kennedy Manufacturing Co., Montreal, have appointed the Continental Sales Co., Toronto, as their Ontario selling agents.

In the issue of Canadian Grocer of February 4 an item stated that W. J. Lafave, representing the W. G. Patrick & Co., Limited, in Montreal, is calling on the retail grocery trade. This should have read that W. J. Lafave is calling on the wholesale grocery trade in that city.

ONTARIO

R. E. Reid, London, Ont., has sold to Chas. W. Desand.

D. J. Lamb, St. Thomas, Ont., has sold to W. J. Webster.

C. R. Ead, London, Ont., has sold to J. J. Williams.

Gammie Dorsyth has opened a grocery store at Port Credit, Ont.

Gilbert Way, Toronto, has sold to Thos. Crossman.

Hay Bros., Ottawa, Ont., have purchased the business of W. A. Gamble.

R. J. Purcell is managing the new grocery store at 964 St. Clair Avenue, Toronto.

R. Lashbrook, formerly of Clinton, Ont., has opened a store at 354 Silverthorn Avenue, Toronto.

G. A. Baster has opened a grocery store at Kingston Road and Woodbine Avenue, Toronto.

Duke and Alexander have acquired the business at Weston, Ont., formerly owned by C. H. Coombs.

D. Harper has purchased the business at 296 Kingston Road, Toronto, formerly owned by Mrs. Colbous.

H. M. Shaw, Perth, Ont., suffered loss by fire last week, when his grocery store was considerably damaged.

W. A. Chadwick, Chadwick & Wright, manufacturers' agents, Toronto, was in Montreal this week on a business trip.

G. S. Robison, representing the Genesee Pure Food Co., with headquarters in Toronto, has left for a two months' business trip to the Maritime Provinces.

W. G. Hutchinson has purchased the grocery business on Dennison Avenue, Weston, Ont., recently owned by Lee Bros.

John Gibbs, the oldest resident of Parkhill, Ont., passed away last week at the age of 86 years. He had lived in Parkhill 59 years and conducted a dry-goods and grocery business. He is survived by his widow and one son, Charles Gibbs.

F. C. Greer, for many years manager of the produce department of the Canadian Packing Co., Ltd., passed away at his residence in Dovercourt Road, Toronto, after a short illness. Death was due to pneumonia. He is survived by his wife, two sons and a sister.

Several stores were recently entered in Lindsay, Ont., also in Omemee. Elliott's, Baker's and Fisher's grocery stores were burglarized in Lindsay, and the stores of T. J. Parsons, grocer, E. Bradley, grocer, and T. C. Quory, general merchant, in Omemee, were also entered.

The death occurred in Sudbury, Ont., of John Price, of Price & Busby, grocers and butchers. He passed away last week, following an illness of some weeks. He was born in Renfrew county sixty years ago and located in Copper Cliff in 1889, opening a general store. In 1905, A. R. McDonald took over his business, Mr. Price retiring. In 1914 Price & Busby joined forces in the business as now established. The late Mr. Price served two years as councillor. He was twice married. He is survived by his wife and a large family.

Ottawa Grocers Discuss the Proposed Turnover Tax

Appoint Representative to Wait on Government and Place Before the Cabinet the Views of the Grocers Upon This Very Important Question.

Ottawa, Ont., March 28.—(Special.)—The election of officers for the grocers' section of the Ottawa Retail Merchants' Association resulted in A. E. Kelly being chosen as the new president; T. C. Kennedy, first vice-president; Basil Bambrick, second vice-president; C. J. Allen, secretary; Duncan Bell, treasurer; M. Ade and L. A. Johnson, auditors; Alex. Phillips, A. S. Moreland and Tom Bowman, trustees. Nine members were nominated for the positions of the executive for five seats, and the decision will be voted upon at the next meeting.

Proposed Turnover Tax.

Two new members were added to the roll of the association. G. B. Crabtree, retiring president, said it was up to the members to say what they thought of the new proposed turnover tax that might come into force at the present session. The proposal to charge grocers one per cent. on turnover meant from $300 to $3,000 to the grocers of Ottawa, of whom some 150 were connected with the association. Stewart McClenaghan had been appointed to wait upon the Government to place before the Cabinet the views of the grocers upon this very important question.

Collection Costly

Mr. Duncan Bell thought it would be very costly to collect the suggested tax, while Mr. Collins pointed out that the poor man with his small purchases would be forced to pay a deal more than the large buyer, as the idea was to charge the one per cent. on all orders of $1 or under.

T. C. Kennedy, Alex. Phillips, A. E. Kelly and A. S. Moreland were appointed a committee to go to Toronto in connection with the meeting of wholesalers, manufacturers and retailers, fixed for this week, when the proposed turnover tax will be discussed.

Mr. Moreland wants every member to work to secure a great success at the Pure Food Show for 1921.

The association secretary will be paid $150 per annum, this sum being fixed at the meeting.

THEFT OF CONDENSED MILK CONSIGNED TO KING GEORGE

New York, March 28.—According to Detective Fallon, of Hoboken, 129 cases of condensed milk stolen from a Hoboken pier February 8 were consigned to King George V.

No explanation as to why the royal purchaser should come as far as the United States for a supply of condensed milk was forthcoming.

The theft was made public following the arrest of two men in Harlem's "Little Italy," after detectives are stated to have found a quantity of the stolen milk in the basements of their shops.

"Watching the Other Fellow too Much"

Vancouver Grocer in Addressing Grocers' Section of R.M.A. Tells the Members That Rather Than Try to Beat Their Competitors' Prices, Strive to Excel Them in Service

By staff correspondent of Canadian Grocer

VANCOUVER, B.C.—(Special.)—"The fault, dear Brutus, is not in our stars, but in ourselves, that we are underlings."

With the above happy quotation as a text, Ernest McTaggart, whose retailing policies have often been reported in Canadian Grocer, addressed a recent meeting of the grocers' section, R.M.A., in Vancouver. His remarks so well express the opinion of the up-and-doing retailer generally that they will be found extremely interesting.

"The self-serve and cash and carry idea has caused a great amount of needless anxiety to the 'retail grocer' throughout the whole country," said Mr. McTaggart. "The legitimate retailer has felt at times, I think, disposed to give up, with the idea that only a few short years intervened between himself and ruination. I frankly confess that we have all felt very discouraged at times, but that variety of talk, if indulged in continuously, would put us all on the scrap heap.

"Personally, I am of the opinion that we retailers devote altogether too much of our time to watching the other fellow. If we spent as much time in perfecting our service and building up a 'quality' reputation as we do watching our competitors, we would soon notice a difference.

"Henry Johnson, Jr., tells us very plainly that if we would put in some effort in picking out the good points in our successful competitor's store and incorporate them into our own, rather than being continually complaining about his success (for that is exactly what it amounts to), we would be the wiser for it. I must state that sometimes I am ashamed of my kind, when I see such a number of dirty stores. I offer no apology at all for my attitude on this matter. The easiest thing in the conduct of a retail store is to keep it clean. After visiting a store last week and seeing the rubbish and litter around the place, I solemnly pledged myself to try at least to keep my own store clean. Yet grocers, with stores just as repellent, sit back and wonder why business goes by the door. I am not a prophet, nor the son of one, but I think I can see a great reaction coming in favor of the legitimate retail grocer.

"Only in the last issue of Canadian Grocer there are several articles which point specifically to that end. The public wants the best goods obtainable (and they are the cheapest), and service second to none. The public is willing to pay the necessary price to get them.

"Fellow grocers, let us keep our stores clean and up-to-date; let us keep ourselves alert and well posted. We can bank on this fact, that business, like life, is pretty much what we make it. Rather than try to beat our competitor's prices, let us try to excel him in service."

Will Institute Standard Grading on Niagara Products

Niagara Fruit Growers' Ltd. Will Make a Number of Changes for the Better Handling of Niagara Fruits—Government Has Been Asked to Recognize Standards

THE recently appointed general manager of the Niagara Fruitgrowers, Ltd., Dr. G. C. Creelman, who has been in England for some time as agent-general for Ontario, sails for Canada on April 1. Dr. Creelman will direct the general policy of the new organization. C. D. Carpenter, a grower, and formerly of C. P. Carpenter & Sons, Hamilton, wholesale fruit merchants, will be general sales manager.

The management committee consists of one representative from each of sixteen districts. A standard grading of all products that will be handled by the association will be instituted by the association. For instance, apples will be graded ones and twos, peaches ones and twos, plums, fancy, ones and twos, that is three grades. Strawberries will grade ones and twos, also pears, raspberries, black and red currants.

The Dominion Government has been asked to recognize these standards, and make them permanent. With the exception of apples there never has been any permanent or understood standards. Under the new arrangement there will be offered to the consumer fixed standards of quality which will command a ready sale.

Standard packages for each type of fruit, and cooling chambers for insuring right conditions for shipping, are matters that will be taken up by the association.

Evaporated Apple Packers Form a New Company

At a largely attended meeting of all evaporated apple packers, held at the King Edward Hotel on March 24, arrangements were completed to take over all the evaporated apples, waste and chop from all packers in Canada by the newly formed company, "Canadian Evaporated Apples, Limited."

A holding company has been formed, and a Dominion charter already secured. The company is capitalized at $150,000.

Officers were appointed as follows: R. I. Graham, Belleville, president; W. H. Millman, Toronto, vice-president; W. H. Benson, Picton, managing director; L. K. Shourds, Wellington, and J. L. Buck, Port Rowan, directors. One of the main objects is to put the business in better shape, have the pack more uniform, and to improve on quality. They have named a low price.

All goods will be inspected by the Government before shipments are made and guaranteed up to grade.

PRUNES A LEADER IN OREGON

"The prune industry is one of the great horticultural industries within the state of Oregon," said Governor Olcott recently. "Nearly 40,000 acres of our finest agricultural lands are planted with prune trees. Last year, despite adverse weather conditions, 30,000,000 pounds of prunes were harvested in the state. Of this number but 8,000,000 have been sold. The 22,000,000 pounds unsold represent an enormous asset to Oregon if they can be moved and placed in the hands of consumers. The fact that they are lying idle jeopardizes this enormous industry. The people of the state of Oregon should give widest co-operation to the prune growers to meet the grave situation."

A. S. Nisbet, representing the W. G. Patrick & Company, Limited, Winnipeg, is on a business trip to the province of Saskatchewan.

NEWS FROM WESTERN CANADA

WESTERN

J. (Dad) Clark, detail salesman, has oined the sales force of H. P. Pennock Co., Ltd., at Winnipeg.

Mr. Wright, of the John Irwin Comany, Limited, Calgary, Alta., was a isitor to Winnipeg last week.

O. D. Gould, of H. P. Pennock & Co., td., Regina, has been transferred to a osition on their head office sales staff.

H. W. Dryden, of H. P. Pennock & Co., td., Winnipeg, has been transferred to position on the sales staff of their askatoon branch.

J. Ryan, formerly manager for Nicholon-Rankin, Ltd., Regina, has accepted similar position with H. P. Pennock & o., Ltd., at Regina.

Nicholson-Rankin, Winnipeg, have een appointed agents for Western Canda for Torbitt & Castleman, Louisville, y. They are dealers in molasses and ave sold their products in Canada for everal years.

The Northwest Ratepayers' Associaion, of Moose Jaw, Sask., passed a esolution asking the city council to close ll stores in the city on Wednesday afteroons with the exceptions of restaurants nd drug stores.

S. K. Murray, of the Gosse-Millerd acking Company, Limited, of Vancouer, was a visitor to Winnipeg this week, alling upon their western representaves, the Donald H. Bain Company.

Lawrence C. Christensen, representg Hard & Rand, of New York, was a isitor in Winnipeg last week to their estern representatives, the Donald H. ain Company.

A new firm, to take over the business f J. E. Loughlin Co., Estevan, Sask., as been formed, composed of Willis ield, for many years a salesman in the oughlin store, and associates. Mr. oughlin has sold to this firm the rocery, shoe and men's furnishing deartments, and Mr. Loughlin will conue to carry on the drygoods and dies' wear departments.

J. D. Score, grocer at 463 Portage venue, Winnipeg, as a result, it is beeved, of having been struck by an autoobile, is suffering from severe bruises his body and head. He was picked insensible on the car tracks near estminster Avenue in Winnipeg. A nashed bicycle was found near where r. Score was lying, and the police beeve that Mr. Score while riding along his bicycle was struck by an autoobile that failed to stop.

The Retail Salesmen's Association of innipeg held a meeting recently when e following officers were elected for e ensuing year: President, A. H. alle; vice-president, Harry Wolseley; secretary-treasurer, Robert Stark; executive, Harold Halpenny, B. Burnett, George Hawker and Stanley Sykes. The association appointed A. H. Galle, Robert Stark and Harold Halpenny a committee to study the early closing by-law and to appoint an organizer.

"Jimmy" Rollo, of the W. L. MacKenzie Company, Regina, Sask., was a visitor in Winnipeg last week, and acted as official referee for the Allan Cup game between Toronto Varsity and Brandon teams, which was played at the Amphitheatre, Winnipeg.

DON FRANCISCO JOINS LORD & THOMAS

Don Francisco, for six years advertising manager of the California Fruit Growers' Exchange, has resigned his position to become co-manager of the Pacific coast office of Lord & Thomas, a national advertising agency. The resignation will take effect about May 1.

SENIOR COUNSELLOR OF ALBERTA TRAVELLERS

Calgary, March 28.—H. Goodland was elected senior counsellor of the United Commercial Travellers of Alberta, Calgary Council No. 304, at the annual meeting of the council held recently. F. V. Truesdale is past senior counsellor. Other officers appointed were: Junior counsellor, J. Maxie; secretary-treasurer, M. F. Ramage; conductor, Mr. Dingle; page, Mr. Kelly; sentinel, Mr. Cameron; chaplain, Mr. Martin.

Executive committee, Paul Naftel and George O'Neil (two-year term), Thos. Loney and Mr. McIntyre (one-year term); representatives to grand council, M. F. Ramage and F. V. Truesdale; auditors, G. Hunter, Mr. Keith and Mr. McIntyre.

Leroy J. Chown was initiated as a new member. A vote of thanks was passed to J. Maxie for his able and untiring efforts in connection with approaching the Alberta legislature with regard to obtaining better hotel and eating house accommodation for commercial travellers. His mission was successfully carried out and immediate action promised by the Government in the matter.

COCOANUT OIL IS PROVING SPLENDID SUBSTITUTE.

For many years past the world's production of animal fats has been steadily diminishing. Lack of such fats spelled famine in Europe during the war, when great quantities of them were withdrawn from human use to make glycerine for high explosives.

Even now, and on this side of the water, there is an insufficiency of animal fats (as indicated by the price of butter), and to make good the shortage, cocoanut oil is being imported in enormous quantities. During the last year 346,737,913 pounds of this oil were brought into the United States.

The oil is largely used in cooking fat, but also in the manufacture of nut butter, candies, soap and cosmetics. It is said to be an excellent substitute for cod liver oil, being highly digestible and with the advantage of an agreeable flavor. At ordinary temperature, cocoanut oil is a white, butter-like solid.

The raw "meats" are dried in the sun before shipment from the tropical countries where cocoanuts are grown. In this shape the material is called copra. The oil is extracted by powerful hydraulic presses, the yield being 65 to 70 per cent. of the weight of the copra.

Foreign Enquiries For Canadian Foodstuffs

Manufacturers desiring names of foreign buyers as referred to below can secure them by writing Canadian Grocer, University Avenue, Toronto, and giving number of enquiry.

2805. Canned fish. — A Cape Town manufacturers' agency, covering the whole South African field, desire to represent Canadian exporters of canned salmon, sardines, etc. Sample labels and prices f.o.b. Atlantic ports should accompany first letter.

2806. Flour.—The London branch of a firm in Smyrna wish to be placed in direct correspondence with Canadian flour mills able to export.

2807. Wheat. — A well-recommended firm of millers in Colombia desire to be placed in communication with exporters of wheat from Canada. Quotations should be on basis of c.i.f. Cartagena.

PROGRESS

A generation ago, when the dinner dishes were washed and put away (only it was "supper" then), dad ranged alongside the big table with his pipe lit and the morning paper to read, ma opposite with her mending (for ma never had time to read except on Sunday afternoon), the boys and girls filled the corners with their home work, and the little ones played on the floor, dreading when the clock should strike eight. Now, when the clock records that hour, all hands are at the neighboring picture house. That is progress of the world.—Portland Oregonian.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

THE striking feature of the grocery markets is the advance of 50 cents per hundred on refined sugar. This increase in prices on sugar did not come as a surprise to the trade, and fairly heavy purchases had been made in anticipation of the advance and there are indications that the higher price will be maintained. There are also rumors that a further advance is coming in view of the strong position in the raw sugar market.

The primary markets for practically all commodities show little change, remaining with the firm tone that has been prevailing for the past few weeks. The observance of the Easter holidays has also had a quietening effect upon the markets, and a slow movement prevailed over the week end under review.

Dried fruits are showing a firmer tone. Prunes and apricots at the Coast are higher and raisins and currants have also a stronger tone. Some heavy export business on prunes has transpired during the week, including 7,000,000 pounds of the smaller sizes to Germany and 680,000 pounds of prunes and apricots to Copenhagen, which is the first instance of any such business with that port from California. This resuming of export business on prunes has greatly strengthened the market. Prices on spot are unchanged at present but a slight increase can be expected.

The production of maple syrup in the Province of Quebec is not turning out as large as at first anticipated. Prices, however, are considerably lower than last year.

Teas, coffees and shelled nuts continue to hold a strong position with spot stocks fairly low. Canned goods generally show little change except in Montreal and Toronto, where apparently there is another wave of price-cutting manifest.

Live hogs on the Toronto and Winnipeg markets are easier and lower, but on the Montreal market hogs are holding a strong position with prices somewhat advanced.

Eggs are weak and lower. Butter is fairly firm although there are indications for easier tendencies in the near future. Cheese continues to rule in a strong market and stocks of old cheese are fast becoming depleted while new cheese is not being made as yet in any large volume.

QUEBEC MARKETS

MONTREAL, March 30.—Without a doubt the most striking feature of the grocery market this week is the advance in the price of sugar to a basis of $11 per cwt., and at that it stands very strong with a hint of further advances. On the other hand molasses is slightly reduced in price by some of the local wholesalers. A price feud in this city on canned goods has resulted, low prices being quoted on canned corn and tomatoes, but these prices will not hold for many days. Some further reductions are quoted on package starches. The cereal market is more quiet but prices are steady. Nuts and dried fruits are firm in price with a good steady demand. There is no change in the tea situation, prices continue fairly steady. The rice market is still in an unsettled condition. There has been a much better movement of spices lately and prices will be more subject to changes in the primary markets. Cream of tartar is a little dearer this week. Washing soda is quoted lower this week. There is less active cereal market with the coming of spring but prices hold steady. The supply of apples is low and higher prices are quoted. Grapefruit is a little lower but oranges are scarce, especially in the larger sizes. Celery is a little easier this week.

Coffee Steady and Firm

Montreal.

COFFEE.—All that can be said about the coffee market is that it is steady with a good demand and a strong primary market backing it up. The coffee dealers here are doing all they can to keep the market on an even basis, in view of the upward tendencies.

Prices Cut on Canned Goods

Montreal.

CANNED GOODS.—There is no actual change in the canned goods market this week, but the price rivalry between a number of local wholesalers has resulted in some radical cuts in the price of tomatoes and canned corn. These prices are not at all stable and change almost daily. At date, one wholesaler is selling corn at a lower figure than it has reached in the last six months, but this is not expected to last more than a day or so on account of the stocks on hand. Prices are sure to come back to a higher level and a more steady basis in the very near future. Naturally the canned goods market is very firm with a strong tendency and present prices quoted locally are only artificial and will result in price cutting among local retailers.

CANNED VEGETABLES		
Asparagus (Amer.)' mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb. doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do, Can. (2s)	....	1 80
Do., California, 2s	8 15	8 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 45	1 50
Do., 2s	....	1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standard	1 80	1 90
Do., early June	....	2 00
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
CANNED FRUITS		
Apricots, 2½-lb. tins	....	6 10
Apples, 2-½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s., doz.	4 00	4 05
Do., gals., doz..	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	2 75	2 85
2½-lb.	4 25	4 35

1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	4 65	4 75
Do., 2-lb.	3 50	3 60
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced), 2½-lb.	5 40	5 80
2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Cereals Quiet But Steady

Montreal.

CEREALS.—The cereal market is quiet with prices unchanged. With the coming of spring there is a tendency on the part of the trade to buy only in quantities sufficient to meet immediate demand. All cereals are quiet with a steady movement, and prices also steady.

Oatmeal, gran., fine standard	....	4 25
Rolled Oats, 90 lbs.	3 55	3 75
Pearl Hominy	....	3 25
Cornmeal, Gold Dust Brand	....	3 25
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25
Beans, Ont.	....	**3 50**
Do., Can.	....	3 30
Lima Beans	....	0 12
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00
Split Peas, per bag	....	5 75

Firm Tone to Dried Fruits

Montreal.

DRIED FRUITS.—About all that can be said this week about dried fruits is that there is a good market at a steady basis, and that the tendency in many lines is upward. Dried apples are very firm and raisins are even stronger than they were a week ago, and an advance in price would not be surpising. There has been a big demand for the new stock of dates and figs which are now on the local market.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 29
Apples (evaporated)	**0 12½**	**0 14**
Peaches (fancy)	....	0 28
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 ozs.	0 21	0 23
Do., 16 ounces	....	0 27¼
California Seedless in bulk	....	0 28
Cluster 20 1-lb. pack	....	6 75
Currants, loose	....	0 30
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.	....	0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	**0 11**
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do, mats	....	3 00
Do., 22-lb. box	....	1 90
Do., (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 27
30-40s	....	0 22
40-50s	....	0 19
50-60s	....	0 18
60-70s	....	0 15
70-80s	....	0 13
80-90s	....	0 11
90-100s	....	0 09

Grapefruit Lower

Montreal.

FRUIT.—The only price change this week in fruit is a reduction of twenty-five cents on Porto Rico grapefruit. They are now selling at $4.50 per case. The supply of apples offered is getting very low, and quotations on Ben Davis and Baldwins are a little higher. There has been such a demand for oranges that the supplies are running low this week and only Californias of the smaller sizes are offered by a number of local dealers. Naturally the prices on oranges are very firm this week.

APPLES—		
Do., Alexander	....	....
Do., Baldwin	9 00	9 50
Do., Ben Davis	7 50	8 00
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Porto Rico	....	4 50
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	7 00
Lemons, Cal., 300-360s	....	5 00
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	5 25	6 25
Do., Florida, 150-216s	4 75	5 00
Do., Blod Oranges, half boxes	....	3 75
Tangerines	....	**4 25**
Pears, Keiffers, per box	....	4 50
Tokay Grapes, per box	....	5 00
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	16 00
Cranberries, per bbl.	....	16 00
Malaga Grapes, per keg	....	10 00

Washing Soda Lower

Montreal.

MISCELLANEOUS.—There is a reduction of seventy-five cents a drum on broken caustic. The 100-pound drums are now selling at $6.50.

Higher Price on Sugar

Montreal.

SUGAR.—Towards the latter part of last week the sugar market strengthened up to an advance of 50 cents per cwt. The price now quoted by all refiners is $11.00 per cwt. for refined granulated. This week the market is very firm with a strong tendency even at the advanced price, and there is some talk of even higher prices being quoted.

Granulated Sugar, per cwt.	....	11 00
Do., barrels	....	11 00
Granulated, gunnies, 20/5	....	11 40
Do., gunnies, 10/10	....	11 50
Do., cases, 20/5-lb. cartons	....	11 60
Do., cases 50/2-lb. cartons	....	11 75
Yellow, light, per cwt.	....	10 60
Do., medium, per cwt.	....	10 60
Do., dark, per cwt.	....	10 40

Lower Prices on Molasses

Montreal.

MOLASSES.—Strange as it may seem, with the higher prices on raw sugar and on granulated, lower quotations are made this week by local wholesalers on molasses. The decline amounts to two and one-half cents per gallon, and the new price is 77½ cents per gallon. There is no change in price this week on corn syrups, and a good demand continues for both lines.

Corn Syrup—	
Barrels, about 700 lbs.	06½
Half barrels, about 350 lbs.	0 06¾
Quarter barrels, about 175 lbs.	0 07¼
2 gal., 25-lb. pails, each	2 25
3 gal., 38½-lb. pails, each	3 25
5 gal., 65-lb. pails, each	5 20
2-lb. tins, per case	4 50
5-lb. tins, per case	5 30
10-lb. tins, per case	5 00
White Corn Syrup—	
2-lb. tins, 2 doz. in case, case	5 10
5-lb. tins, 1 doz. in case, case	5 90
10-lb. tins, ½ doz. in case, case	5 60

	Price for Island of Montreal
Barbadoes Molasses—	
Puncheons	0 77½
Barrels	0 79½
Half barrels	0 79½
Puncheons, outside city	0 72½
Fancy Molasses (in tins)—	
2-lb. tins, 2 doz. in case, case	7 75
3-lb. tins, 2 doz. in case, case	10 75
5-lb. tins, 1 doz. in case, case	8 95
10-lb. tins, ½ doz. in case, case	8 60

Maple Syrup Crop Doubtful

Toronto.

MAPLE SYRUP.—The receipts of the new crop of maple syrup have been a little larger this week, but as they have not been sufficient to meet the requirements of the trade, the tone of the market has proved steady. There is a good demand from retail dealers for supplies, and prices stand at $2.25 per gallon in tins, but some quotations are made as high as $2.50 per gallon. It is not expected that the production will be very much larger than it is at the present time on account of weather conditions.

Teas Unchanged

Montreal.

TEA.—There is little or no change this week in the tea market. Prices remain unchanged, and the demand is little improved for the higher grade tea. Little change can be expected in the tea market until such a time as present stocks on hand are cleaned up and the influences of the primary market are felt more directly. At the present time the primary markets are very firm on Ceylon, but on account of the spot stocks of Ceylon, prices remain unchanged here.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 45
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 53	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 53	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Rice Market Still Weak

Montreal.

RICE.—The rice market continues in its unsettled condition. Quotations vary considerably, and little or no definite statement can be made about prices. The American rices are being unloaded

at sacrifice prices and have affected market conditions here, forcing quotations even lower.

Carolina, extra fancy	....	....
Do., (fancy)	....	0 08
Honduras, fancy	....	0 06
Rangoon "B"	....	0 08
Rangoon "CC"	....	0 05
Broken rice, fine	....	0 05
Texas rice	....	0 05½
Siam	....	0 06
Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras	....	0 07
Siam	....	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Steady Market for Nuts

Montreal.

NUTS.—There is no change this week in the nut market. There has been a good demand for nuts during the past few months, and the walnut market is very firm with small stocks on hand. Prices on all lines of nuts may be expected to at least be firm with, perhaps, an advance on pecans and walnuts.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	....	0 48
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 25
Chestnuts (Italian)	..	0 18
Cocoanut (shredded, bulk)	....	0 25
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 12	0 15
Peanuts, Jumbo	0 16	0 18
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 30
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	0 26	0 28
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 56
Do., Bordeaux	....	0 53
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Cream of Tartar Higher

Montreal.

SPICES.—There are few changes in the spice market, but there is a very good movement. It is expected that in a short time there will be some changes, but for the present quotations are steady. Slightly higher prices are being asked for French and American cream of tartar. The high test American is now quoted at from 75 to 80 cents per pound, and the French from 65 to 70 cents per pound. Spot stocks of cream of tartar are not large.

Allspice	....	0 20
Cassia (pure)	0 32	0 35
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 23
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	0 50	0 55
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 35
Ginger (Cochin)	....	30
Mace, pure, 1-lb. tins	0 60	0 70
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 60
Pepper, black	....	0 30
Do., white	....	0 40
Do., Cayenne	0 35	0 37
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Some Starches Cheaper

Montreal.

PACKAGE GOODS.—There are further changes this week in package starches. Bee starch, reduced 15 cents on the half case lot and is now quoted at $3.25. The full case lots are reduced 50 cents per case and are quoted at $6.25. Chinese starch is reduced 50 cents per case and is quoted at $5.75. Shepp's cocoanut is reduced 3 cents per pound, and the 1-pound package is now selling at 48 cents.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2-oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50	3 65	3 50
Corn Flakes, 36s	....	4 16
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 60
Do., 18s	....	2 00
Oatmeal, fine cut, pkgs., case	....	5 75
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	3 25
Hominy, pearl or granu., 2 doz.	....	3 00
Health bran (20 pkgs.), case	....	2 85
Pancake Flour, case	....	3 60
Do., self-rising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat Flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs	....	6 75
Porridge Wheat, 36s, case	....	6 40
Do., 20s, case	....	6 50
Self-raising Flour (3-lb. pack.) doz.	....	2 90
Do. (6-lb. pack.), doz.	....	5 70
Do., Buckwheat flour, per doz.	....	1 50
Corn Starch (prepared)	....	0 10
Potato Flour	....	0 12½
Starch (laundry)	....	0 08
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Shredded Wheat	....	4 95
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	....
Celluloid Starch, 45 pkgs., case	....	4 15
Package Cornmeal	....	3 00
Malt Breakfast Food (36 pkgs.)	....	9 50
Quaker Two-Minute Oat Food	....	1 80
Puffed Rice Pancake Flour	....	2 90
Egg Noodles, case 24	....	2 65
Macaroni	....	2 65

Florida Celery Easier

Montreal.

VEGETABLES.—There is little or no change this week in the vegetable market. There is a good demand for fresh vegetables, and prices have remained steady during the week. Florida celery is a little cheaper, being quoted this week at $4.75 per crate. Red onions, on the other hand, have advanced 75 cents per cwt. in price, and are now quoted at $2.50, with a very fair demand. New tomatoes seem to be more plentiful, but with the better supply the demand has increased and prices have remained firm.

Beets, per bag	0 75	0 90
New Cabbage, per hamper	....	3 50
Chicory, doz.	....	0 50
Celery, Florida, per crate	4 00	4 75
Do., California	....	11 00
Carrots, per bag	0 75	1 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 10	1 25
Do., sweet, hamper	4 00	5 00
Pumpkins, per doz.	....	2 00
Spinach, box	....	....
Turnips, per bag	0 75	1 00
Spanish Onions, per case	5 00	5 25
Yellow Onions, cwt.	....	2 00
Red Onions, per cwt.	....	2 50
New Tomatoes, per crate	....	9 50

ONTARIO MARKETS

TORONTO, March 30.—The markets are featured this week by the advance in quotations on refined sugar, the outcome of the steadily advancing raw sugar market. The market is still strong and a further advance of possibly the same amount is expected to be announced. Many wholesalers, however, are still selling sugar at the old rate. Dried fruits are unchanged locally but primary markets are firmer with higher prices quoted on prunes and apricots. Teas, coffees and shelled nuts continue in a strong position. Rolled oats have a firmer tone. Package goods are unchanged. Fresh vegetables and fruits from the South are arriving freely and an active demand is noted. Potatoes are easy and lower.

Bean Quotations Unchanged

Toronto.

BEANS.—There is less activity in the bean market than there has been for the past couple of months. Just why this falling off in the demand cannot be ascertained. No doubt the heavy shipments of fresh vegetables arriving almost daily from the south may have something to do with it. The fact remains, however, that beans this season are of better quality and lower than they have been for the past two or three years and should continue to command a ready sale for the next month or two.

Ont., 1-lb. to 2-lb. pickers, bus.	3 00	3 25
Do., hand-picked, bus.	....	3 25
Limas, Calif., per lb.	....	0 10
Madagascars, per lb.	....	0 5¾

Cereals Steady and Quiet

Toronto.

CEREALS.—The demand for cereals is rather quiet with the market generally holding at a steady price basis. Rolled oats although showing no price change has a firm undertone. Cornmeal is quoted in one quarter at $3 per bag, which is 25 cents less than the average quotation.

	F.o.b. Toronto
Barley, pearl, 98s	6 25
Barley, pot, 98s	5 00
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 00
Cornmeal, Golden, 98s	3 25
Oatmeal, 98s	4 90
Corn Flour, 98s	3 75
Rye Flours, 98s	6 00
Rolled Oats, 90s	3 60
Rolled Wheat, 100-lb. bbl.	7 25

Cracked Wheat, bag		5 50
Breakfast Food, No. 1		6 25
Do., No. 2		6 25
Rice Flour, 100 lbs.		10 00
Linseed meal, 98s		6 50
Flaxseed, 98s		7 00
Peas, split, 98s		6 25
Marrowfat green peas	0 05¼	0 06
Graham flour, 98s		5 25
Whole Wheat Flour		5 25
Wheat Kernels, 98s		6 75
Farina, 98s		6 20

Fine Coffees Strong

Toronto.

COFFEES.—The strong tone that has been noted in the coffee market for some time continues in evidence, particularly noticeable on the finer grades. Locally quotations are unchanged, although some roasters are talking of slightly increasing the price on their finest blends.

Java, Private Estate	$ 51	0 53
Bogotas, lb.		0 43
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.		0 24
Santo		0 35

Canned Goods Unchanged

Toronto.

CANNED GOODS. — There is practically no change in the canned goods situation. Jams are still offered at various prices and in some instances far below the manufacturers' list prices. There is a difference of opinion as to the inquiry for jams, some wholesalers report an active demand, while there are others who claim that jams are not selling even at the lower prices. One wholesaler stated that in his opinion this condition was the result of householders being fairly well filled up with preserved fruits and consequently were not buying the manufactured article. However, whatever the reason is, jams are now selling at a lower price than since 1917, when strawberry 4s were quoted at 74 cents each.

Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s		2 50
Choe, 1s, doz.		3 60
Do., ½s, doz.		2 00
Pinks, 1s, doz.		2 10
Lobsters, ½-lb., doz.		3 50
Do., ¼-lb. tins	2 25	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 60	1 85
Peas, Standard, doz.	1 65	1 70
Beets, 2s, doz.	1 45	2 45
Beans, golden wax, doz.		2 20
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn	1 45	1 60
Pumpkin, 2½s, doz.		1 45
Spinach, 2s, doz.		1 95
Pineapples, sliced, 2s, doz.	4 90	5 25
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.		5 00
Apples, gal., doz.		4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each		0 90
Black Currants, 16 oz., doz.		4 60
Do., 4s, each		0 94
Gooseberry, 4s, each		0 89
Do., 16 oz., doz.		4 10
Peach, 4s, each		3 75
Do., 16 oz., doz.		0 83
Red Currants, 16 oz., doz.		4 40
Do., 4s, each		0 94
Raspberries, 16 oz., doz.		4 60
Do., 4s, each		0 94
Strawberries, 16 oz., doz.		4 60

Prunes are Higher

Toronto.

DRIED FRUITS.—According to special despatches from the coast, prunes have a decidedly strong tone with prices advanced from one-quarter to one cent per pound. Heavy export orders have also transpired, including 4,000 tons to Germany, mostly of the smaller sizes, 70/80s and 90/100s. This is practically the first export order of any volume that has materialized this season, and has had the effect of greatly strengthening and stimulating the situation. Apricots are also about two cents per pound higher in primary markets. Stocks of currants on spot are not heavy and primary markets are firmer.

Candied Peels—		
Lemon		0 42
Orange		0 44
Citron		0 72
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 18
Do., Vostizza		0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case		5 25
Dromedary, 3 doz. to case		7 25
Fard, per lb.		0 30
Halowee dates, per lb.	0 12	0 13
Figs—		
Smyrna layers, 4 Crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags		0 10½
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 19
50-60s, 25s		0 16
60-70s, 25s		0 15½
70-80s, 25s		0 11
80-90s, 25s		0 10½
90-100s, 25s		0 09½
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy		0 46
Choice		0 42
Standard		0 34
Raisins—		
California bleached, lb.		0 27½
Seedless, 15-oz. packets		0 29
Seeded, 15-oz. packets		0 28½
Crown Muscatels, No. 1, 25s		0 26
Turkish Sultanas, pkgs.		0 27
Thompsons, Seedless		0 29
Valencia		0 23
Evaporated apples	0 12	0 13½

Fruits Unchanged

Toronto.

FRUIT.—Strawberries from Louisiana are arriving freely, which is about two weeks earlier than usual. Prices on pints are 25 cents to 28 cents and quarts 55 cents. There is little change in quotations on oranges. The larger sizes range from $5.25 to $6.25 per case and the smaller sizes $4.50 to $5 per case. California lemons are selling at $4.25 to $4.75 per case and Messinas at $4.75 per case. Florida oranges are quoted at $5.50 per case. Canadian barrel apples are moving well at unchanged prices. Boxed apples are also in good demand.

Oranges, California Navels—		
126s		6 25
150s		5 50
176s		5 25
200s, 216, 250s	4 75	5 25
288s		4 50
Grapefruit—		
36s, 46s		6 50
54s		6 75
64s		7 00
70s, 80s, 96s	6 75	7 00
Bananas, Port Limons		0 09½
Lemons, Cal., 240s, 270s, 300s		4 75
Do., 360s		4 25
Do., Messinas		4 75
Apples, Ontario—		
Spies, No. 1s		8 00
Do., No. 2s		7 00
Other varieties	6 00	7 00
Box apples, B.C.		3 85
Do., Washington		4 00
Cranberries, half barrels		11 00
Tangerines, Florida	4 50	5 00
Hot House Rhubarb, doz.		1 15
Strawberries, Louisianna, pts.		0 28
Do., qts.		0 55

Flour Market Unchanged

Toronto.

FLOUR.—The flour market is fairly quite with the demand practically regulated by the consumption. Quotations are holding steady although the wheat market during the past week has shown a slightly firmer tone. This condition, however, is not expected to be reflected immediately on flour.

FLOUR—	
Patents Firsts, in jute bags, barrel	10 50
Do., seconds, in jute bags, per barrel	10 00

Millfeeds Steady

Toronto.

MILLFEEDS.—There are no changes in the situation on millfeeds. The market is quiet under a fair demand.

MILLFEEDS—	
Shorts, per ton	36 25
Bran, per ton	36 25
Choice Middlings, ton	41 25

Shelled Nuts Continue Firm

Toronto.

NUTS.—The firm condition of French shelled walnuts continues to be in evidence, and spot stocks show little improvement, although some small shipments arrived during the week. It is also reported that Manchurian walnuts are in a stronger position with prices in primary markets advanced about six cents per pound. Almonds are holding steady. Pecans are strong with tendencies for higher prices. Cocoanut is a trifle lower in primary markets. New Jamaica cocoanuts are quoted at $8 per sack.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.		
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack		8 00
Cocoanut, unsweetened, lb.		0 30
Do., sweetened, lb.		0 35
Do., shred		0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 18	0 20
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 55	0 60
Do., Manchurian		0 50
Peanuts, Spanish, lb.		0 12
Brazil nuts, lb.		0 95
Pecans, lb.		1 30

Package Cereals Unchanged

Toronto.

PACKAGE GOODS. — There are no changes recorded on package cereals, the situation remaining steady under a quiet demand based on immediate requirements.

PACKAGE GOODS

Rolled Oats, 20s, round, case	5 60
Do., 20s, square, case	5 60
Do., 18s, case	2 00
Do., Aluminum Prem., 20s	6 40

Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas., 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 10½
Do., No. 2, lb. cartons	....	0 09
Laundry Starch	....	0 08
Do., in 1-lb. cartons	....	0 08¾
Do., in 6-lb. wood boxes	....	0 11¾
Do., in 6-lb. tin canisters	....	0 12½
Celluloid Starch, case	....	4 15
Potato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	5 75
Cornmeal, 24s	3 00	3 20
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	3 50
Buckwheat flour, 24s	....	4 00
Two-minute Oat Food, 24s	....	1 80
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 00
Do., pearl, case	....	3 00
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65
Puffed Rice Pancake Flour, 24s	....	2 90

Tapioca Quoted Lower

Toronto.

RICES. — Primary rice markets continue to hold a fairly steady basis, and indications point to the steady tone being maintained for some time. Local quotations are unchanged. Tapioca is reduced in price, now quoted at seven cents per pound in single bag lots and a shading less in five-bag lots.

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.	0 07	0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	....	0 07

Syrups are Unchanged

Toronto.

SYRUPS. — The demand for corn syrups has somewhat improved since lower prices were manifest but orders are more or less regulated by the consumptive demand, which is also showing more activity. Molasses continues quiet and unchanged.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case	....	5 10
Cases, 5-lb. tins, white, 1 doz. in case	....	5 90
Cases, 10-lb. tins, white, ½ doz. in case	....	5 60
Cases 2-lb. tins, yellow, 2 doz. in case	....	4 50
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 30
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 00
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 50
Molasses—		
Fancy, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal	....	0 56
Do., half bbls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doze. to case. Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Sugar Up 50 Cents

Toronto.

SUGAR.—An advance of 50 cents per hundred is announced on all refined sugars which took effect on Thursday last. Fairly heavy purchases have been made by the trade in anticipation of this advance and there are rumors that a further advance is coming in view of the stronger and higher prices in the raw sugar market.

St. Lawrence, extra granulated, cwt.	11	34
Atlantic, extra granulated	11	34
Acadia Sugar Refinery, extra granulated	11	34
Dom. Sugar Refinery, extra granulated	11	34
Canada Sugar Refinery, granulated	11	34

Differentials: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c: gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c.

New Maple Syrup Arrives

Toronto.

MAPLE SYRUP.—A shipment of new Quebec maple syrup is due to arrive during the week. The crop this year is not as large as at first expected on account of weather conditions but prices are considerably lower than a year ago. New maple sugar in one-pound blocks is quoted at 21 cents per pound.

8-lb. tins, 10 to case	18	10
5-lb. tins, 12 to case	15	60
Imp. 5 gal. cans, each	13	30
Bottles, 12 to case, case	7	00
2½-lb. tins, 24 to case, case	15	60
10-lb. tins, 6 to case, case	14	25
15-gal. kegs, gal.	2	50
Maple Sugar, 1 lb. blocks, 50-lb. boxes, per lb.	0	21

Ceylon Teas Hold Firm

Toronto.

TEAS.—There are no new developments in the tea situation. Ceylon teas continue with a firm tone while Indias, especially the coarse low grades, continue to show a weakness.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Fresh Vegetables in Demand

Toronto.

VEGETABLES.—Heavy shipments of fresh vegetables from the south are arriving almost daily and have an active demand. Florida tomatoes are easier, now quoted at $8 to $9 per case. New cabbage is lower this week. Texas in bulk are down one-half cent per pound, now selling at four cents per pound, and Florida in hampers is quoted at $2.70, a decline of 30 cents. Spinach is also lower at $2.25 per bushel hamper. Canadian vegetables are slow and show little change in quotations. Potatoes continue dull and easy. Dealers state that potatoes at country points can be purchased at around 40 cents per bag. Freight and handling charges are very high, which bring the price laid down in Toronto at around 70 cents. Dealers' prices to the trade range from 90 cents to $1.10 per bag.

Cabbage, Can., per bbl.	....	1 25
Do., Florida, hamper	....	2 70
Do., Texas, per lb.	....	0 04
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	0 85	0 90
Onions, 100-lb. sack	....	2 00
Do., Spanish, large crate	....	5 50
Potatoes, per bag	....	1 10
Sweet Potatoes, hampers	....	2 75
Mushrooms, 3-lb. basket	....	3 25
Cal. Head Lettuce, 4 doz. crate.	....	6 00
Cauliflower, standard crate	....	6 00
Celery, Cal., crate	....	8 00
Do., Florida	3 75	4 00
Tomatoes, Florida, 6-bkt. crates	8 00	9 00
Peppers, per doz.	....	1 00
Parsley, per doz.	....	1 00
New beets, hamper	....	2 75
New carrots, hamper	....	2 75
New spinach, bushel	....	2 25
Asparagus, Cal., per bunch	....	1 25

WINNIPEG MARKETS

WINNIPEG, March 30.—Business continues to show a slight improvement and staple grocery commodities are slowly coming back to a steadier basis. Sugar advanced, and the tone of the sugar market continues strong with the possibility of another advance. Cloves advanced on the primary market and other spices remain steady. The tea market continues with a firm tone. Package cereals have shown no change. Canned vegetables are held firmly by the packers and they have intimated that there will be no reduction in price on the better grades. Prunes are steady on the primary market. Evaporated apples have a firmer tone and are showing a greater activity. Raisins are holding firm and stocks are not large. Jams are much steadier in sympathy with the advance in sugar. Shelled walnuts continue firm while shelled almonds are slightly easier. Louisiana strawberries are on the market. Vegetables are more active.

Coffee Slightly Higher

Winnipeg.

COFFEE.—There is very little to report on the coffee market this week. During the week the market took a downward trend but the next day it advanced about one cent a pound. The demand locally is very fair and an increased demand is being looked forward to.

COFFEE—		
Rio, lb.	0 18½	0 19½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 27	0 29

Cloves Quoted Higher

Winnipeg.

SPICES.—Cloves on the primary market advanced about 6 cents per pound during the week. Other spices remain steady.

Allspice, Jamaica, best quality, lb.	....	0 2[illegible]
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica, No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, extra large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 40
Do., med. brown, 110 to lb., lb.	....	0 38
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 28

GROUND SPICE		
Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 30
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 65
Do., 2 oz., cartons	....	1 45
Do., 4 oz. cartons	....	2 00

Fine Teas are Firm

Winnipeg.

The primary market is firm on the finer grade of teas. The demand locally has slightly improved.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoes, first quality	0 40	0 48
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken Orange Pekoe, 1st qual.	0 50	0 60
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

Corn Syrups Steady

Winnipeg.

SYRUPS.—Corn syrups are ruling steady. There is no change on cane syrups.

CANE SYRUP—		
No. 2s	....	7 30
No. 5s	....	8 40
No. 10s	....	7 85
No. 20s	....	7 65
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 40
Cases, 5-lb. tins, white, 1 doz. in case	....	6 25
Cases, 10-lb. tins, white, ½ doz. in case	....	6 00
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 00
Cases, 2-lb. tins, yellow, 2 doz. in case	....	4 80
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 65
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 40
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	5 40
MAPLE SYRUP—		
Pure, 2½s, tins, case of 2 doz.	....	24 85
Pure, 5s, per case of 1 doz.	....	22 65
Pure, 10s, per case of ½ doz.	....	21 05
TABLE SYRUP—		
Maple flavor, 2½s, tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 30
3-lb. tins, 2 doz. case	....	11 70
5-lb. tins, 1 doz. case	....	9 50
10-lb. tins, ½ doz. case	....	9 20
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	4 80
2s, 4 doz. in case	....	4 40
2½s, 4 doz. in case	....	4 10
5s, 4 doz. in case	....	4 10
10s, 4 doz. in case	....	4 05

Starches Steady

Winnipeg.

STARCH.—The starch market continues steady with no change in prices.

Cornstarch, 1-lb. pkgs., per lb.	....	0 09
Do., No. 1 quality, 1-lb. pkgs.	....	0 10½
Gloss, 1-lb. pkgs., per lb.	....	0 10¾
Celluloid, 1-lb. pkgs., per case.	....	4 30

Bean Market Firm

Winnipeg.

CEREALS.—The bean market continues steady. Some very fine grades of Western beans are arriving on the market and a good volume of business is being done at the present low prices. The freight on imported beans advanced recently and this no doubt will affect the market to a slight extent. There is no change in the barley situation. Package cereals show no change but the tendency is for easier prices on package oats. Corn flakes remain firm and are expected to maintain present prices throughout the season.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square pkts.	....	4 65
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	3 80
Puffed Wheat, 3 doz. case, case	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case	....	3 75
Cream of Wheat, 3 doz. case, case.	....	9 00
BULK CEREALS		
Rolled Oats, 80s, per bag	....	2 60
Do., 40s, per bag	....	1 33
Do., 20s, per bag	....	0 70
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran., or stand., bag	....	3 50
Wheat Granules, 98s, per bag.	....	6 00
Do., 16-6s, per bale	....	6 75
Peas, whole, green, 100-lb. bag, per bush.	....	4 25
Do., split, yellow, 98s, per bag	....	7 90
Do., split, yellow, 49s, per bag	....	4 00
Do., 24s, per bag	....	0 76
Do., 10-10s, per bale	....	3 65
Buckwheat grits, whole, 98-lb. bags, per bag	8 25	8 75

Canned Vegetables Firm

Winnipeg.

CANNED GOODS.—Canned vegetables are being held firmly by the packers, who have intimated that there will be no reduction in price until the new pack is available. Small quantities of lower grades are on the market at reduced prices. This applies also to canned fruit and reduced quotations are noted. The general lines of salmon such as sockeye, red spring and cohoes remain firm and stocks are limited. Pink salmon is in an uncertain condition due to the fact that if a large export demand comes through the market will show a firmer tone.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Oysters, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case	....	22 00
Do., ½s flat, 8 doz. in case	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case	....	16 25
Cohoe, 1s, tall, 4 doz. case	....	18 00
Do., ½s, flat, 8 doz. case	....	16 00
Pink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case	....	11 00
Humpback, 1s, tall, 4 doz. case	....	8 60
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case.	2 90	3 35
Blueberries, 2s, 2 doz. case	....	7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	6 75	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	....	5 00
Do., Lombard, light syrup, 2s, 2 doz. case	....	4 65
Do., heavy syrup, 2s, 2 doz. case	....	5 95
Raspberries, 2s, 2 doz. case	10 25	10 75
Strawberries, 2s, 2 doz. case	9 00	9 75
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 65
Peaches, 2½s, 2 doz. case	....	12 60
Do., sliced, 1s, 4 doz. case	....	14 50
Do., halved, 1s, 4 doz. case	....	14 50
Do., 2s, 2 doz. case	....	9 75
Pears, 1s, 4 doz. case	....	16 25
Pineapples, sliced, 2s, 2 doz. case	....	8 00
CANNED VEGETABLES		
Asparagus, Tips, 1s, tins, 4 doz. case, per doz.	....	4 75
Beans, Golden Wax, 1s, doz. cs.	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corn, 2s, 2 doz. case	3 30	4 00
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2-½s, 2 doz. case	....	7 00
Pumpkins, 2-½s, 2 doz. case	....	3 00
Sauer Kraut, 2-½s, 2 doz. case	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz, case	3 60	3 85
Spinach, 2-½s, 2 doz. case	6 75	7 25

Dried Fruit Steady

Winnipeg.

DRIED FRUIT.—Prunes are holding steady on the primary market. Peaches are fairly firm. Apricots are weak and lower prices may be looked forward to on the arrival of new shipments, which will be around the last of April. Evaporated apples are firm and it is generally thought that the present prices will be fully maintained due to the small pack last year. Raisins remain firm in the primary markets. Last week large sales have been made of this line at slightly reduced prices by local wholesalers in an effort to reduce their stocks before the warm weather sets in.

DRIED FRUIT		
Evaporated Apples, per lb.	0 12½	0 13
Currants, 90-lb., per lb.	0 20	0 21
Do., 8 oz., pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb.	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt.	....	0 35
Peaches, standard, per lb.	0 21	0 22
Do., choice, per lb.	0 24	0 25
Do., fancy, per lb.	0 28	0 29
Do., Cal., in cartons, per carton	....	1 25
Do., unpitted, per lb.	0 18	0 19
Pears, extra choice, per lb.	....	0 25
Do., Cal., cartons, per carton	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 19
40-50s, 25s, per lb.	....	0 17¼
50-60s, 25s, per lb.	....	0 14½
60-70s, 25s, per lb.	....	0 13
70-80s, 25s, per lb.	....	0 10¾
80-90s, 25s, per lb.	....	0 10
90-100s, 25s, per lb.	....	0 08¾
In 5-lb. cartons, per carton	....	0 80
Raisins—		
Cal., pkg., seeded, 15 oz., fancy,		

3 doz., to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 ozs., 3 doz. to case, per lb.	....	0 23½
Do., bulk, seedless, 25-lb. boxes, per lb.	....	0 27½
Pears, extra choice, per lb.	....	0 30
Apricots, choice, 25s, lb.	....	0 32
Do., 10s, lb.	....	0 34
Do., Standard, 25s, lb.	....	0 28
Do., choice, 10s, lb.	....	0 30
Do., fancy, 25s, lb.	....	0 36
Do., fancy, 10s, lb.	....	0 38

Jams are Steady

Winnipeg.

JAMS.—There is no change in jams since the recent decline. Compound jams have apparently reached the bottom. Manufacturers have recently advised that with the advance in sugar a firmer jam market can be expected.

Eastern		
Strawberry, 4s, per tin	....	0 90
Black Currant, 4s, per tin	....	0 90
Raspberry, 4s, per tin	....	0 90
Apricots, 4s, per tin	....	0 85
Cherry, 4s, per tin	....	0 85
Peach, 4s, per tin	....	0 85
Compound (all flavors), 4s, tin	....	0 55
Western.		
Strawberry, 4s, per tin	....	0 95
Black Currant, 4s, per tin	....	0 95
Raspberry, 4s, per tin	....	0 95
Apricot, 4s, per tin	....	0 90
Cherry, 4s, per tin	....	0 90
Peach, 4s, per tin	....	0 90

Sugar Market Firm

Winnipeg.

SUGAR. — Sugar advanced 50 cents per hundredweight during the week and there are indications for another advance of 50 cents within the next ten days.

Extra granulated, bags, 100 lbs.	....	12 50
Do., gunnies, 5 20 lbs.	....	12 90
Do., gunnies, 10 10 lbs.	....	13 00
Do., cartons, 20/5 lbs.	....	13 10
Do., cartons, 50/2 lbs.	....	13 25
Yellow, No. 1 light, bags, 100 lbs.	....	12 10
Do., golden, bags, 100 lbs.	....	12 00
Powdered Sugar, bbls.	....	12 85
Do., boxes, 50 lbs.	....	13 05
Do., boxes, 25 lbs.	....	13 25
Icing, barrels	....	12 95
Do., boxes, 50 lbs.	....	13 35
Do., boxes, 25 lbs.	....	13 35
LUMP SUGAR		
Soft Lumps, boxes 100 lbs.	....	13 25
Do., boxes, 50 lbs.	....	13 35
Do., 25 lbs.	....	13 55
Do., cases, 20 cartons	....	14 30
Do., cases, 40 half cartons	....	15 05
Small Lump, boxes, 100 lbs.	....	13 15
Do., boxes, 50 lbs.	....	13 25
Do., boxes, 25 lbs.	....	13 45
Do., cartons, 50/2 lbs.	....	14 55
Hard Lump Sugar, barrels	....	13 45
Do., boxes, 100 lbs.	....	13 45
Do., boxes, 50 lbs.	....	13 55
Do., boxes, 25 lbs.	....	13 10

Rice Market Firmer

Winnipeg.

RICE.—The rice market is ruling a little firmer. Better grades are slightly higher than a short time ago and it is not expected that there will be any material change in the market during the next few weeks. There is a noted scarcity of Japan rice on the market. Sago remains firm. Tapioca continues weak and lower prices are expected within the next few weeks.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 07¾
Do., 50-lb. sacks, lb.	....	0 08
Siam, 100-lb. bags	0 05½	0 05¾
Do., 50-lb. bags	....	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 08¾
Do., in less quantities, lb.	....	0 09
Tapioca, pearl, per lb.	....	0 07¾

Shelled Almonds Easier

Winnipeg.

NUTS.—Shelled almonds are reported somewhat easier and attractive prices are being quoted, which are practically back to a pre-war basis. Bordeaux shelled walnuts continue firm and indications are that they will remain so for some time. Practically no spot stocks of these nuts are being carried by any of the merchants. Spanish shelled peanuts are also quoted at attractive figures. Shelled brazils are quoted at much lower prices for May to December delivery. Shelled pecans are very hard to obtain and prices continue very high.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, per lb.	....	0 12½
Pecans, per lb.	....	1 30
Walnuts, per lb.	....	0 45
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 25

Strawberries Arrive

Winnipeg.

FRUITS.—Louisiana strawberries are now on the market and are quoted at $7 per crate. Pineapples are arriving in small quantities and are selling at $15 per case. The demand for new cocoanuts is reported good and they are bringing $1.50 per dozen or $11 per sack. Oranges are a little higher in price and are quoted at $4.75 to $7 per case. Grapefruit is selling freely at $6.50 to $8. There is no change in the price of lemons and they are quoted at $5.25 to $6. Bananas show no change and remain firm at 14 cents per pound.

Flour Unchanged

Winnipeg.

FLOUR.—There is no change in the flour situation and buyers are still continuing to buy only what they require. No. 1 Manitoba flour in cotton bags is quoted at $10.85 per barrel; jute bags, $10.65.

Vegetables in Better Demand

Winnipeg.

VEGETABLES. — Green onions are now on the market and are being offered to the trade at 60 cents per dozen. California rhubarb is in good demand and is quoted at 20 cents per pound. Florida tomatoes are selling readily at $15 to $16 per case. The demand for other lines of vegetables has shown a slight improvement during the week with no change in prices.

Potatoes, per bushel	....	1 00
Carrots, per cwt.	....	3 00
Turnips, per cwt.	....	2 00
Parsnips, per cwt.	....	4 00
Beets, per cwt.	....	2 00
Cabbage, per cwt.	....	3 00
Peppers, per basket	....	1 60
Celery (Cal.), per case	8 50	9 00
Hed Lettuce (Cal.), per case	5 00	5 50
Cauliflower (Cal.), per case	....	4 00
Cucumbers, per case	5 50	6 00
Tomatoes (Florida), per case	14 00	15 00

FOOD REGULATIONS NOW IN EFFECT

Zinc in Foods

Zinc shall not be present in foods in excess of the following amounts:

Dried Egg Products..150 parts per millio

The above named articles shall be d clared to be adulterated when found contain metallic impurities in excess of t amounts above mentioned.

Milk and its Products
(Milk, Natural Milk)

Unless otherwise specified, is the fres clean product obtained by the complete, u interrupted milking, under proper sanita conditions, of one or more healthy cow properly fed and kept; excluding that o tained within two weeks before and o week after calving; and contains not le than three and one-quarter (3.25) per ce of milk fat, and not less than eleven a three-quarters (11.75) per cent. of tot milk solids, and must contain nothing fo eign to natural milk.

Sub-Standard Milk

It is not forbidden to sell sub-standa milk; but milk of this character must n be sold as Milk but must be plainly labell Sub-Standard Milk; and its content in f and one-fat solids must appear on the lab in conspicuous characters. Such label mu be affixed to every container in which su standard milk is delivered to the consume

Re-Made, Etc., Milk

Is milk which has been reconstitut from the essential components of mil namely, milk fat, non-fat, solids, and pu water, by the agency of suitable machiner It must contain not less than three a one-quarter (3.25) per cent. of milk f and not less than eleven and three-quarte (11.75) per cent. of total milk solids; a must contain nothing foreign to natur milk.

Skimmed or Decreamed Milk, Separat Milk, Machine Skimmed Milk, any Other term describing Skimmed Milk

Is milk from which a part, or all of t milk fat has been removed. It contains n less than eight and one-half (8.50) per ce of non-fat solids. When machine skimm milk, either normal or condensed, or drie is described as Separated Milk, Centrifu Milk, or by any term involving the name the machine employed in its preparatio the word Machine Skimmed must be em ployed as a synonym in the same kind type in which the word "Separated" etc., printed, and the term skimmed milk sha always appear in naming decreamed mi or any product thereof, no matter by wh process the removal of cream may ha been effected.

Pasteurized Milk

Is milk that has been heated to a tem perature of between one hundred and for (140) degrees Fahrenheit and one hundr and forty-five (145) degrees Fahrenheit, an held at this temperature under agitatio for a period of from twenty (20) to thir (30) minutes, and then immediately cool to forty-five (45) degrees Fahrenheit, lower, and shall have a temperature n above fifty-five (55) Fahrenheit, when d livered to the consumer, at which time shall not contain more than one hundre thousand (100,000) bacteria per cubic cen timetre.

Sterilized Milk

Is milk that has been heated without co centration or appreciable loss of volum to the temperature of boiling water, above this temperature, for a length of tim sufficient to kill all organisms present an must be delivered to the consumer in ste ile condition. Sterilized milk shall not co tain less than three and one-quarter (3.25 per cent. of milk fat, and not less than el ven and three-quarters (11.75) per cent. total milk solids and the label shall bea the words: "This milk is not a concentrate product but has only the food value o normal milk." Sterilized milk shall not b sold or offered for sale except in herm tically sealed containers, bearing the words "This milk should be used within twelv hours after opening the container."

(The balance of these regulations wil be given in next week's issue.)

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C., March 30.—Business continues to shape up in good form. Louisiana strawberries are quoted at $6.50. California rhubarb is selling at 15 cents per pound. Victoria leaf lettuce is quoted at $1.50. Mexican tomatoes are in demand at $6.50 per lug. Oranges and apples are moving freely at unchanged prices, with indications of firming up. Eggs are selling at 35 cents per dozen.

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., March 30.—Sugar advanced 50 cents per hundred. Eggs are slightly higher, as the supply is not equal to the demand. Lard 3s is quoted at $13.20 per case. Standard corn is quoted at $3.70 to $3.85 per case. American pack standard peas are quoted at $3.90 to $4.10. Kootenashi beans are selling at $5.20 to $5.75. Japan rice is easier at $6.90 to $7.50. Strawberry jam 4s is quoted at $10.50 to $11.00 per case. Carton rolled oats are offered at $4.50 to $5.00 per case. Local potatoes are lower at $30.00 to $32.00 per ton.

Beans, B.C., per hundred	5 30	6 25
Rolled oats, 80s	....	2 50
Rice, Siam	....	6 00
Japan, No. 1	6 90	7 00
Tapioca	6 90	7 25
Sago	....	7 50
Sugar, pure cane, gran., cwt.	....	13 27
Cheese, No. 1, Ont., large	0 34	0 35
Alberta cheese, twins	....	0 30
Do., large	....	0 29
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s	....	13 20
Eggs, new laid, local, case	9 00	9 50
Corn, 2s, case	3 70	3 80
Peas, 2s, standard, case	3 90	4 10
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14¾	0 16
Do., 25s, lb.	0 15½	0 17½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08½	0 10
Do., 70-80s	0 11	0 13
Do., 60-70s	0 12¾	0 14
Potatoes, local, ton	30 00	32 00

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N. S., March 30.—Merchants report Easter business slightly in advance of last year. There are few price changes noted this week, the markets generally remain fairly firm. Eggs have reached a low level of 35 cents per dozen. Molasses is quoted at 72 cents per gallon. Tapioca is reduced to $10.00. Canned corn advanced to $1.85 per dozen.

Flour, No. 1 patents, bbl.	....	13 75
Cornmeal, bags	....	3 25
Rolled oats, per bag	....	4 10
Rice, Siam, per 100 lbs.	0 07½	0 10
Tapioca, 100 lbs.	....	10 00
Sugar, standard, granulated	....	11 10
Do., No. 1, yellow	....	10 60
Molasses, gal.	....	0 72
Cheese, Ont., twins	....	0 34
Eggs, fresh, doz.	....	0 35
Lard, compound	....	0 16
Do., pure, lb.	....	0 21
American clear pork, per bbl.	....	40 00
Tomatoes, 2½s, standard, doz.	....	2 12½
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 38
Do., aver. 12-18 lbs.	....	0 38
Do., aver. 18-25 lbs.	....	0 37
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 60
Do., dairy	....	0 50
Raspberries, 2s, Ont., doz.	....	4 95
Peaches, 2s, standard, doz.	....	3 45
Corn, 2s, standard, doz.	....	1 85
Peas, standard, doz.	....	1 97
Strawberries, 2s, Ont., doz.	....	4 60
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 14½
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	1 50
Beans, white	....	3 65
Do., yellow eye	....	7 50
Bananas, lb.	0 09½	0 10½
Lemons, Cal.	....	6 00
Oranges, all sizes	6 00	7 00
Grapefruit, Florida, case	....	7 00
Do., Jamaica	....	5 50
Apples—		
Spys, No. 1	....	8 00
Do., No. 3	....	4 50
Oats, per bush.	....	0 92

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., March 30. — Easter business reported generally active and prices experienced only few changes. All sugars advanced 50 cents per hundred. Eggs are easier at 35 to 40 cents per dozen. Another cut of $3.00 was made on American clear pork. Dairy butter shows an increase in quotations, now offered at 56 to 60 cents per pound. Fruit prices are firmer. California oranges are quoted at $5.50 to $7.00 per case. Bananas are steady at 11 cents per pound.

Flour, No. 1 patents, bbls., Man.	....	12 75
Cornmeal, gran., bags	3 90	4 00
Do., ordinary	....	3 75
Rolled oats	....	9 00
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	12 00	14 00
Molasses	0 70	0 75
Sugar—		
Standard, granulated	....	11 10
No. 1, yellow	....	10 60
Cheese, N.B.	0 32	0 33
Eggs, fresh, doz.	0 37	0 40
Lard, pure, lb.	0 19½	0 20
Do., compound	0 15	0 15½
American clear pork	38 00	41 00
Tomatoes, 2½s, standard case	....	4 40
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	....	0 63
Do., dairy	0 56	0 60
Do., tub	0 52	0 54
Potatoes, per bbl.	2 25	2 75
Corn, 2s, standard, case	....	3 85
Peas, standard, case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	6 00	6 50
Oranges, Florida	6 50	7 50
Do., California	5 50	7 00
Bananas, lb.	....	0 11
Grapefruit, case	6 50	7 50

SALES OF GREEN GOODS ARE IMMENSE

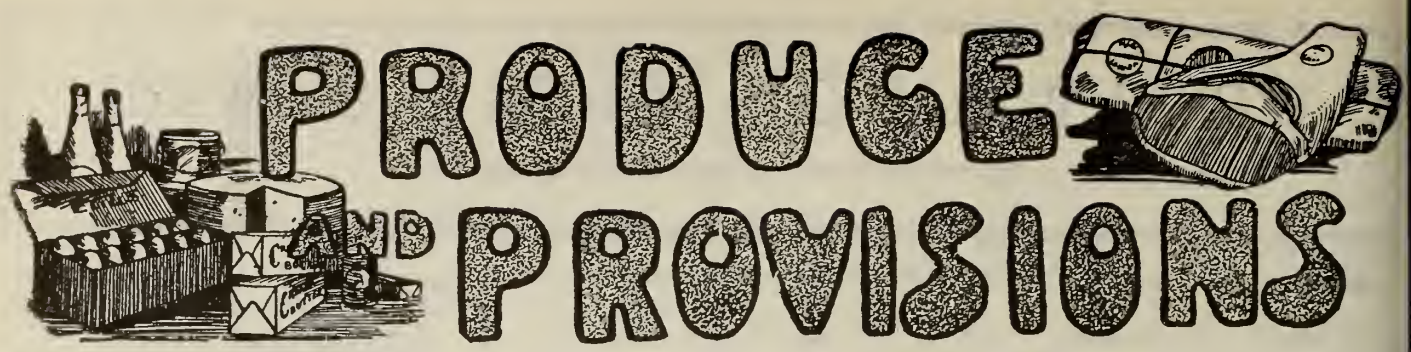
Continued from page 31

Figure it another way. Play you sell $8 worth of goods at 40 per cent. margin. You make $3.20 gross. Now sell $27 worth at 25 per cent. margin, and what do you make? You make a gross of $6.75. Rapid turnover, enlarged sales pay, even at a lower average margin, and since increases usually result from narrowed margins, maybe you better study these rather diligently.

But for the man who has some "git up and git" in his system there is always inspiration, pointed hints that he can use, in any story of what real men actually have accomplished. And if ever you incline to think that "We don't want to know about such firms as these I have mentioned—they're nothin' but price cutters!" turn around and think this way:

That such men do not succeed just because they are price cutters. Look around at the failures on every hand and you will find the fellows whose record is just one long cutting of prices. No. These men succeed because they are merchandisers. They know just what to do and when to do it to keep their sales running full blast all the time, to keep their men on their toes every minute of the day, to get full value out of their floor space and their help.

And they are successful men! Get that? Successful men are the men you can afford to study ALWAYS. This not always to imitate them; but always and ever to learn from them. Then you can shape the lessons to your own advantage. Try it and see.



A Fresh Meat Department Is a Valuable Adjunct to a Grocery

Management of The Oak Bay Grocery, Victoria, B.C., Believes That Both the Grocery and Meats Departments Gain Immensely by Sharing the Same Store

By Staff Correspondent of Canadian Grocer

VANCOUVER, B.C., March 21.—The manager of the Oak Bay Grocery, Victoria, B.C., is one of the coast grocers who thinks that a fresh meat department is a good adjunct to the business, and he stated that both a grocery store and a butcher shop gain immensely by sharing the same store. Each should be run independently, he stated, and each will ring up more sales in a day than either would do on its own.

This grocer lays great stress on window dressing and interior display. A supporting pillar situated near the front of the store is entirely concealed by an artistic display of canned goods.

Speaking of the cash and carry business, which causes as much discussion in Victoria as elsewhere, this merchant said, "There will always be a large number of customers who want service and are ready to pay for it. We permit some of our better known customers a charge account. This is merely a convenience and is not a necessity. The outside terms given to any one are thirty days. These terms are carefully explained at the start and we never hesitate to tell a customer that our rules are strict in this regard."

A Unique Service

Borrowman's, Ltd., 1199 Newport Street, Victoria, B.C., gives a unique service to their customers in the Oak Bay district. They buy fresh caught salmon from the Indian fishermen, and slice and retail it to their customers. A sign that a Canadian Grocer representative saw in this window said: "This fish was swimming yesterday."

Refrigerator Counter Doubles Sales of Meats in This Store

Griffin Bros., in Brampton, Ont., Increase Their Turnover in Bacon and Cooked Meats By the Installation of Modern Equipment—Slicer Also Facilitates Service

"THAT refrigerator counter has just doubled my sales of meats," remarked Wm. Griffin, of Griffin Bros., Brampton, Ont., to a representative of Canadian Grocer the other day, in speaking of his trade in smoked and cooked meats. "Before we installed that counter, our sales of cooked meats were a negligible quantity. It is two years now since we installed it, and sales of both bacon and cooked meats have shown a steady and very gratifying increase."

The counter referred to is not a large one, but one in which there are compartments for meats and produce, with a central compartment for the ice. In Griffin Bros.' store it stands along the rear end, but in such a position as to be sure to attract the customer as she enters the store. "Its advantages of display make it a profitable investment," continued Mr. Griffin. "I very often have two or three pieces of bacon in it. A customer wants a certain one, perhaps not too fat. She looks in the counter, and knows which one she desires. There is no handling of the bacon. The meats are kept in the proper temperature, and at the same time can be attractively displayed."

Griffin Bros. sell two brands of bacon both of which they believe are worthy of recommendation. Sales of bacon in the Griffin store average about eight sides per week, and in the summer months Griffin Bros. dispose of about 75 pounds of cooked meats in the same period.

Facilitates Service.

A modern slicing machine is close to the counter, and Mr. Griffin declares that it has more than paid for itself in the service that it has rendered. "Besides permitting people to have their meats at a desired thickness, it is a great time-saver, and eliminates waste," stated Mr. Griffin. "We sell a lot of cooked meats between five and six o'clock in the evenings, and with the slicer we can serve people much more quickly, slicing up the meats rapidly, evenly and more to the customer's liking. In this way the slicer is worth a great deal to us and has certainly stimulated our sales."

Stocks of Butter, Eggs and Cheese On March First

Ottawa, March 29.—The Internal Trade Division of the Dominion Bureau of Statistics publishes the following report concerning stocks of food in cold storage and in process of cure on March 1, 1921:

The butter in storage on March 1 amounted to 5,671,449 pounds of creamery and 589,702 pounds of dairy.

The oleomargarine in storage amounts to 333,394 pounds, showing a decline of 53.78 per cent. from last year, and of 26.53 per cent. from last month.

2,408,074 Pounds

The cheese in storage amounts to 2,408,074 pounds, a decrease of 78.29 from last year and of 49.93 per cent. from last month.

The eggs in cold storage amount to 73,167 dozen; other than cold storage 182,471 dozen, and 720,082 pounds of frozen. Cold storage stocks of eggs are very low, showing a decrease of 66⅔ per cent. from last year, and 74 1-3 per cent. from last month.

The pork stocks are 11,116,517 pounds of fresh frozen, 2,604,009 pounds fresh unfrozen, 1,743,164 pounds of dry salted, 12,817,773 pounds of sweet pickled, and 8,702,613 pounds in process of cure.

The beef stocks amount to 18,632,536 pounds of fresh frozen, 4,360,363 pounds of fresh unfrozen.

Stocks of mutton and lamb amount to 7,345,170 pounds, of which 7,267,676 pounds are frozen and 77,494 pounds unfrozen.

Total stocks of poultry are 3,410,786 pounds. There is a decrease in poultry stocks of 4.83 per cent. as compared with last year, and of 18.06 per cent. from last month.

Fish stocks total 18,739,057 pounds, an increase of cold storage stocks of 42.96 per cent. from last year.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, March 30.—The feature of the produce market is the strength of the Montreal hog market in view of a weakness in other markets throughout Canada. The big demand for pork and the limited offerings have resulted in an advance of 25 and 50 cents per cwt. Smoked, cooked and barrelled meats are unchanged in price, although there is a big demand for smoked meats. The continuing large offerings of fresh eggs have resulted in a further decline in price. The unusually mild weather is partly responsible for a bigger supply of milk which has increased the production of creamery and dairy butter which has resulted in a weaker market with a decline on creamery. There is no change in the cheese market. Lard is still in an unsettled condition with only a limited demand.

Butter Market Easier

Montreal.

BUTTER.—On account of the continued favorable weather prevailing throughout the country the butter factories in many sections have commenced operations for the season of 1921. The flow of milk is steadily increasing owing to the fact that farmers are not feeding their calves on account of the low prices offered for them as compared with a year ago and in consequence of which quite a little new milk butter has already been made. Prices quoted on this range from 54½ to 56½ cents per pound at country points. Coupled with this is the continued liberal supplies of old make butter, which has a depressing influence on the market, resulting in a decline of 1½ to 2 cents per pound on creamery butter. Slightly lower prices are quoted this week throughout the butter market.

BUTTER—		
Creamery, prints, qual., new..	0 56	0 57½
Do., solids, quality, new	0 54	0 56
Dairy, in tubs, choice	0 49	0 50
Do., prints	....	0 50

Cheese Market Steady

Montreal.

CHEESE.—Although more favorable conditions for new make of cheese are evident throughout the country it has not had any effect on the cheese market as yet and prices are holding firm with a good demand. Unlike butter the cheese market is not so quickly affected by the supplies of milk in the country and stocks in the city are limited and the demand is sufficient to retain what stocks there are for the local trade.

CHEESE—		
New, large, per lb.	0 29	0 29½
Twins, per lb.	0 29	0 29½
Triplets, per lb.	0 29	0 29½
Stilton, per lb.	....	0 40
Fancy, old cheese, per lb.....	0 35	0 37
Quebec	0 30	0 32

No Change in Cooked Meats

Montreal.

COOKED MEATS. — There is no change in the market for cooked meats this week. There is only a fair demand for supplies and prices are steady.

Jellied pork tongues	....	0 40
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 33
Hams, cooked	0 61	0 68
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 63
Do., 6-lb. tins, per lb.....	....	0 16
Do., 25-lb. pails, per lb.	....	0 15

Eggs Drop Five Cents

Montreal.

FRESH EGGS.—Although there has been a very good demand for fresh eggs during the past week the supply from the country has more than met the demand and still lower quotations are recorded. There has been a drop of from 4 to 5 cents per dozen in the past week and quotations now stand at from 36 to 38 cents per dozen in a jobbing way. Some dealers still look for lower prices and it is stated by some that the price will go as low as 25 cents per dozen at country points in Ontario. The wholesale dealers state that they are not yet packing eggs on account of the expectation of still lower prices.

EGGS—		
Strictly fresh	0 36	0 38

Fish Prices Steady

Montreal.

FRESH FISH.—There are no changes in quotations of note this week. The demand for fish is not as large as it has been but there is a steady call for supplies to meet local requirements. The supplies arriving are very good and prices are steady.

FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 7½	0 8½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11
Doree	0 12	0 13
Whitefish	0 16	0 17
Smelts	0 15	0 20
Grass Pike	0 10	0 11
Round Pike	0 08	0 09
SALTED FISH		
Codfish, large, bbls., 200 lbs.....	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20
SMOKED		
Chicken Haddies, 15-lb. box....	....	0 07
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box	....	0 17
Boneless Herring, per box	....	1 60
Smoked Herrings	....	0 21
Kippers, new, per box	....	2 75
Bloaters, new, per box	....	2 50
Smoked Salmon	....	0 35
BULK OYSTERS		
Standard, No. 1	....	3 25
Do., No. 3, can	....	9 50
Selects, No. 1, can	....	3 75
Selects, No. 3, can	....	11 00
Jars, 1 doz. box	....	6 50
Do., 2 doz. box	....	12 50

Barrel Meats Unchanged

Montreal.

BARRELLED MEATS.—There is no change in the market for barrelled meats this week. The demand is only fair for both local and export trade.

BARRELLED MEATS		
Barrel Pork—		
Canadian shot cut (bbl.), 30-40 pieces	24 00	45 00
Clear fat backs (bbl.), 40-50 pieces	....	39 00
Heavy mess pork (bbl.)	....	37 50
Plate beef	....	30 00

Live Hogs Higher

Montreal.

FRESH MEATS.—Unlike other hog markets throughout Canada this market stood firm throughout the week and has strengthened up to a higher price on account of smaller offerings and an unusually keen demand for supplies. Prices have advanced 25 to 50 cents per hundredweight on live hogs weighed off cars and the price now quoted is from $16 to $16.25 per hundredweight. There is, however, a weaker feeling on cattle and calves.

FRESH MEATS		
Hogs, live (selected off cars)	16 00	16 25
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 22½	0 23
Fresh Pork—		
Legs of pork (foot on)	....	0 30½
Loins (trimmed)	....	0 35
Bone trimmings	....	....
Trimmed shoulders	0 24	0 26
Untrimmed	....	0 24
Pork sausage (pure)	....	0 25

(Cows)		(Steers)
$0 16 $0 23	..Hind quarters..	$0 18 $0 25
0 09 0 13	..Front quarters..	0 11 0 15

Fresh Beef—

0 33 0 38	..... Loins	0 40 0 44

Do., 14-20	....	0 35
Do., 20-25	....	0 33
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

Limited Movement of Lard

Montreal.

LARD.—The demand for lard is small on account of the buyers generally looking for lower quotations. And the demand is only for immediate supplies. The quotations on lard are unchanged this week.

LARD—		
Tierces, 360 lbs.	0 18	0 19
Tubs, 60 lbs.	0 18½	0 19½
Pails, 20 lbs.	0 19	0 20
Bricks	0 23	0 24

Poultry Prices Steady

Montreal.

POULTRY.—There is no change in the poultry market this week. Prices are holding firm at the high level with only small offerings of fresh killed.

POULTRY—		
Turkeys, per lb.	0 54	0 60
Chickens	0 40	0 42
Fowl	0 30	0 35
Ducks	0 33	0 40
Geese	0 30	0 34
.... 0 20 ..... Hips	0 18	0 23
0 15 0 23 ..... Ribs	0 16	0 26
0 09 0 11 .... Chucks	0 10	0 14
Farmer sausage	....	0 20
Spring lamb, carcass	0 24	0 30
Fresh sheep, carcass	0 16	0 18
Calves (as to grade)	0 15	0 24

Smoked Meats Hold Firm

Montreal.

SMOKED MEATS.—There is no actual change in the condition of the market for smoked meats this week, prices generally holding firm on account of the stronger feeling in hogs and the continued good demand for supplies for local and country buyers. A very active trade continued through Easter week and with the bigger consumption of meat followig the demand is keeping up.

BACON—		
Breakfast, best	0 38	0 43
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 36
Picnic Hams	....	0 32
Wiltshire	0 42	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 35	0 37

ONTARIO MARKETS

TORONTO, March 30.—Live hogs declined during the week with the market continuing unsettled at the lower price basis. Hams and bacon are holding fairly steady. Dressed meats are unchanged. Butter is firm with a scarcity noted on the finest quality. The egg market is weak, with lower prices and indications for further declines. Lard and shortening are easy with a likelihood of slight reductions, according to predictions in some quarters. The cheese situation is unchanged, remaining in a strong position with stocks fast becoming depleted. Receipts of live and fresh killed poultry are small with prices steady to firm.

Butter Market Steady

Toronto.

BUTTER.—The butter market is ruling fairly steady with no change in quotations. There appears to be large quantities of lower grade butter that can be purchased at a range of prices. No. 2 grade is bringing from 53 to 56 cents per pound. No. 1 grade at 60 to 64 cents per pound. The latter price is on fresh made, for which there is a ready demand with a limited supply.

BUTTER—		
Creamery prints, No. 1	0 60	0 64
Do., No. 2	0 53	0 56

Cheese Market Strong

Toronto.

CHEESE.—There is no improvement in the cheese situation, in fact if anything the market has a slightly stronger tone as stocks are fast becoming diminished. Large old cheese is quoted at 34 cents per pound and new at practically the same price. Stilton cheese is also scarce as a very small quantity was made during the past season. Stilton cheese is bringing 36 cents per pound.

CHEESE—		
Large, per lb	....	0 34
Stilton, per lb.	....	0 36

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Cooked Meats Unchanged

Toronto.

COOKED MEATS.—There are no price changes on cooked meats. The market is fairly steady under a seasonable demand.

Boiled hams, lb.	0 52	0 56
Boiled shoulders, lb.	....	0 45
Head cheese, 6s, lb.	....	0 15
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 56
Bologna	0 17	0 20

Above prices subject to daily fluctuations of the market.

Egg Market Weak

Toronto.

EGGS.—There is evidence that the prices on eggs will continue with a downward trend for some time to come, or at least until they reach a level more in accordance with export prices. Storage operations have not yet commenced to any great extent as packers believe that present prices are not low enough to make the investment profitable in spite of the fact that eggs are now about 15 cents per dozen less than last year during the packing season. As we go to press eggs are quoted by the dealers at 35 cents per dozen and are selling at country points at around 25 cents per dozen.

EGGS—		
New laid	....	0 35
New laid in cartons	....	0 38

Prices shown are subject to daily fluctuations of the market.

Live Hogs Drop $1.00

Toronto.

FRESH MEATS.—The hog market when we went to press last week was ruling fairly firm but towards the end of the week packers commenced to offer 75 cents to $1 lower, with the result that a large number of sales were made on that basis. The market continues unsettled at the lower price basis. In spite of the light receipts of cattle, values were easier. A few spring lambs are arriving but the majority are of indifferent quality. Quotations on dressed meats are practically unchanged.

Hogs—		
Dressed, 70-100 lbs., per cwt.	20 00	22 00
Live, off cars, per cwt.	15 00	15 25
Live, fed and watered, per cwt.	14 75	15 00
Live, f.o.b., per cwt.	13 75	14 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 30
Loins of pork, lb.	....	0 35
Fresh hams, lb.	....	0 32
Tenderloins, lb.	....	0 62
Spare ribs, lb.	....	0 20
Picnics, lb.	....	0 19
New York shoulders, lb.	....	0 23
Montreal shoulders, lb.	....	0 23
Boston butts, lb.	....	0 27
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 20	0 23
Front quarters, lb.	0 10	0 13
Ribs, lb.	0 18	0 25
Chucks, lb.	0 10	0 12
Loins, whole, lb.	0 22	0 35
Hips, lb.	0 15	0 18
Cow beef quotations about 2c per pound below above quotations.		
Calves, lb.	0 19	0 22
Spring lamb, each	13 00	16 00
Yearling lamb, lb.	0 28	0 32
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Fish Quotations Unchanged

Toronto.

FISH.—Despite the mild weather, fish dealers report business for Good Friday as one of the best they ever had. The demand this week, however, is rather quiet. There is nothing new developed in market conditions and prices are ruling fairly steady.

FRESH SEA FISH		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 14	0 15
Do., medium	0 21	0 23
Fresh Whitefish	0 13	0 14
Fresh Herring	0 08	0 09
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 17	0 18
Fall Salmon	0 09	0 10
Oysters—		
No. 1 tins	....	4 20
No. 3 tins	....	12 30
No. 5 tins	....	20 00
Glass jars, doz.	....	6 50
Shell Oysters—		
600 count, per bbl.	....	20 00
800 count, per bbl.	....	18 00
FROZEN FISH		
Halibut, medium	0 21	0 23
Do., Qualla	0 10	0 11
Flounders	0 10	0 11
Pike, round	0 06	0 07
Do., headless and dressed	....	0 08
Salmon, Cohoe	0 20	0 21
Do., Red Spring	....	0 25
Sea Herring	0 07½	0 08
Brill	0 10	0 11
Smelts—		
Extras, per lb.	....	0 25
No. 1, per lb.	....	0 17
No. 2, per lb.	....	0 11
SMOKED FISH		
Haddies, lb.	0 11	0 12
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	....	2 00
Bundles, Digby	....	1 20
Ciscoes, lbs.	....	0 22
PICKLED FISH		
Salmon Snacks, lb.	....	0 24
Labrador Herrings, kegs, 100 lbs.	....	6 25
Do., bbls., 200 lbs.	....	11 75
Do., pails, 20 lbs.	....	2 00

DAVIES

Pork and Beans

With Tomato Sauce

Dealers will be glad to know that we are again able to offer them our high grade Canned Pork and Beans, and the same will be obtainable with Tomato Sauce in sizes 1's, 2's and 3's, with a limited quantity of size 2's with plain sauce. These Beans are quite in keeping with our former high grade standard, which met with such a favorable reception last Fall.

It is unfortunate that, owing to our inability to secure suitable containers, just at present we cannot supply size 1½. This is particularly regrettable, since the 16-ounce tin is the one which comes in for the greatest demand.

The prices for Davies Pork and Beans, 1's, 2's and 3's, are very reasonable, and we solicit your enquiries for prices and particulars.

Other Lines of Davies Canned Foods

Davies Corned Beef, 1's, 2's, and 6's
Davies Roast Beef, 1's, and 2's.
Davies Lunch Tongue, 1's.
Davies Cambridge Sausage, 1's.
Davies Corned Beef Hash, 1's.
Davies' Oxford Sausage, 1's.

Ask our Salesman for our prices, or, if he is not in your vicinity, write us direct. Special attention given to orders by mail.

THE WILLIAM DAVIES COMPANY LIMITED

TORONTO

Montreal **Sydney, N.S.** **Hamilton**

Salt Mackerel, 20-lb. kit		3 00
Holland Herrings, Milchers		1 30
Do., mixed		1 20

Lard Prices Unchanged

Toronto.

LARD.—The market is unchanged but in some quarters lower prices are predicted.

LARD—	
1-lb. prints	0 21
1-lb. tierces, 400 lbs.	0 17½

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Smoked Meats Steady

Toronto.

PROVISIONS.—Packers report business for the Easter trade as well up to normal, comparing very favorably with last year. This week's business is also coming in with the usual sized orders, which would indicate that retail merchants have had satisfactory sales on these lines. Quotations are unchanged.

Hams—		
Small, 6 to 12 lbs.		0 36
Medium, 12 to 20 lbs.		0 36
Large, 20 to 35 lbs. each, lb.	0 31	0 35
Heavy, 35 lbs. and upwards		0 30
Backs—		
Boneless, per lb.	0 52	0 57
Rolled, per lb.		0 62
Bacon—		
Breakfast, ordinary, per lb.	0 38	0 47
Breakfast, special trim		0 53
Roll, per lb.		0 32½
Wiltshire (smoked sides), lb.		0 33
Do., three-quarter cut		0 37
Do., middle		0 40
Dry Salt Meats—		
Long clear bacon, av., 50-70 lbs.		0 22
Do., av., 80-90 lbs.		0 19½
Clear bellies, 15-30 lbs.	0 24	0 25
Fat backs, 10-12 lbs.	0 19	0 21

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork, 200 lbs.		38 00
Short cut backs, 200 lbs.		42 00
Pickled rolls, bbl., 200 lbs.—		
Lightweight		51 00
Heavy		44 00

Above prices subject to daily fluctuations of the market.

Poultry Prices Steady

Toronto.

POULTRY.—The steady tone that has marked the poultry market for several weeks past continues to be in evidence. Fresh killed and live poultry are in light supply and the business that is passing is mostly with storage stocks, which are bringing practically the same prices as the fresh killed.

Prices Paid by Dealers.	Live	Dressed
Turkeys	0 40- 0 45	0 50- 0 58
Chickens, spring	- 0 35	- 0 58
Roosters	- 0 25	- 0 28
Fowl, over 5 lbs.	- 0 34	- 0 34
Fowl, 4 to 5 lbs.	- 0 32	- 0 32
Fowl, under 4 lbs.	- 0 25	- 0 28
Ducklings	- 0 35	- 0 35
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live.	0 25- 0 32	0 30- 0 38
Geese	- 0 22	- 0 30

Prices quoted to retail trade:	Dressed	
Turkeys	0 60	0 63
Geese	0 35	0 40
Hens, heavy		0 35
Do., light	0 30	0 33
Ducklings	0 45	0 45

Shortening Prices Steady

Toronto.

SHORTENING.—There are no changes in quotations. The situation continues to be an easy one.

Toronto.

SHORTENING—	
1-lb. prints	0 14½
Tierces, 400 lbs.	0 12 0 12½

In 60-lb. tubs, ½ cent higher than tierces, and in 20-lb. pails, ¾ cent. higher than tierces.

WINNIPEG MARKETS

WINNIPEG, March 30.—Creamery butter continues very firm. Cheese is scarce and higher in price. Eggs are dropping and lower prices are expected during the week. Lard and shortening show no change. Live selected hogs are higher. Cooked meats are showing greater activity. Ham and bacon have shown no change during the week but from now on an increased demand is expected. The poultry market is quiet under a light demand. Fish is ruling steady with fair business.

Butter Market Steady

Winnipeg.

BUTTER—The butter market continues very firm and finest creamery prints are quoted at 60 cents per pound. Dairy butter declined in price and is now quoted at 28 to 29 cents.

BUTTER—		
Creamery, best table grade		0 60
Dairy, best table grade	0 28	0 29
Margarine	0 28	0 32

Cooked Meats Unchanged

Winnipeg.

COOKED MEATS—There is no change in cooked meats this week with the exception of roast shoulders which have advanced 1½ cents per pound and are now quoted at 47½ cents. The demand for cooked meats has been fairly good and it is expected that this line will show a marked improvement from now on.

HAMS—	
Best quality, skinned, 8-13 lbs.	0 56
Do., 13-16 lbs.	0 53
Roast Ham, lb.	0 59
Roast shoulders, lb.	0 47½
Head Cheese, 1-lb. tins	0 17
Jellied Ox Tongues, lb.	0 60
Pork Tongues, lb.	0 60
Luncheon Cooked Meats, lb.	0 25

Cheese Market Firm

Winnipeg.

CHEESE.—The cheese market is quiet with prices ruling very firm. Stocks are reported low. Large Ontario cheese is quoted at 32 cents per pound and twins at 33 cents per pound. Stiltons advanced during the week and are now quoted at 36 cents per pound.

CHEESE—	
Ont., large, lb.	0 32
Ont., twins, lb.	0 33
Ont., triplets, lb.	0 33½
Man. cheese, large, lb.	0 36

Egg Prices Lower

Winnipeg.

EGGS.—The egg market continues weak and prices are farther reduced. The prospects are that there will be a still further decline owing to the fact that large supplies are arriving. The quotation as we go to press is 26 cents per doz.

Lard Unchanged

Winnipeg.

LARD.—There is no change in quotations on lard or shortening this week, the market is steady.

Pure lard, No. 1 quality, per lb. (in tierces of 400 pounds).	0 21
Do., wooden pails, 20-lb. pails	4 70
Shortening (wooden pails), 20-lb. pails), per pail	3 40
Shortening, tierces of 400 lbs. per lb.	0 14½

Smoked Meats Firm

Winnipeg.

PROVISIONS.—There is no actual change in the local market for smoked meats but the undertone is firm on account of the higher prices paid for live hogs. Belly bacon is up one cent per pound and is now quoted at 41½ cents.

Hams—	
8 to 16 lbs., per lb.	0 44
16 to 20 lbs., per lb.	0 43
Boneless, 8-16 lbs., per lb.	0 48
Skinned, 14-18 lbs., per lb.	0 45
Skinned, 18-22 lbs., per lb.	0 44
Bacon—	
Sliced, 6 to 10 lbs., lb.	0 59
Cottage Rolls, boneless	0 32
Bellies, 6 to 10 lbs., per lb.	0 41½

Poultry Holds Firm

Winnipeg.

POULTRY.—Receipts of fresh poultry are very light and prices are fully maintained.

D. P. Chickens, 3½ lbs. and under		0 36
Do., 3½ lbs. and over		0 39
D. P. Fowl, 3½ lbs. and under		0 32
Do., 3½ lbs. and over		0 34
Turkeys, mixed weights	0 48	0 50

Hog Prices Advance

Winnipeg.

FRESH MEATS.—There has been a decidedly strong tone in the hog market and selected live hogs have advanced, now quoted at $14.00 per cwt. Trading was very slow on the cattle market which was due to a lack of quality among the offerings and the poor demand for heavy killing steers among the local packers. Best quality steers topped the market at $9.50. Bulk butchered steers sold from $7.50 to $8.50 with a few common selling from $6.00 to $7.25. Heifers were decidedly slow and a few changed hands at prices from $6.00 to $7.50 for the good kind and $5.00 to $6.00 for the common kind. Choice veals were in good demand and sold generally from $10.00 to $11.00. Very few sheep and lambs are offered in the market.

Fresh Shad Arriving

Winnipeg.

FISH.—Business is reported fairly good by the fish dealers. Fresh shad has arrived on the market and is being quoted at 23 cents per lb. Fresh halibut is in good demand and is ranging around 21 cents per pound. Oysters, both bulk and shell, are off the market as the season is practically finished. Boiled crabs are arriving freely and lobsters are quoted at 75 cents per pound.

HENRY WRIGHT, PRES & GEN'L MGR
R. T. MACDONALD, SEC. TREAS

MacLaren-Wright Limited
Manufacturers & Agents
Grocers Specialties

CABLE ADDRESS "MACRITE"
A.B.C. CODE 4TH 5TH & 6TH EDN.

Toronto
Canada

March 28, 1921

TO THE CANADIAN GROCERY TRADE.

We beg to advise you that we have sold our interests in the Jar and Package Cheese business under the name of the MacLaren Imperial Cheese Co. Limited, which will be continued by our successors on the same high standard as we have always endeavored to maintain.

Under the name of MacLaren-Wright, Limited, we shall continue all other features of our business including the manufacture of:

MacLaren's Peanut Butter
" Imperial Olives
" Prepared Mustard
Imperial Dessert Jelly Powder, etc.

We shall also continue and considerably extend our business as Manufacturers' Agents in several lines of food products and grocers' sundries.

Assuring you of our appreciation of your confidence and support in the past and soliciting a continuation of your business in the lines we are retaining,

We are gentlemen,

Yours very truly,

MACLAREN-WRIGHT LIMITED

H. Wright
PRES & GEN. MGR.

Brunswick Brand Sea Foods are always reliable

You can stake your reputation on these high standard sea food products and rest assured that they will win supreme customer-satisfaction.

Brunswick Brand quality has never failed to please the most fastidious customers, and the profit margin they offer on each sale makes them worthy of the front ranks in your displays.

Order from your nearest wholesaler.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Connors Bros., Limited

BLACK'S HARBOR, N.B.

Winnipeg Representatives:
Chas. Duncan & Son, Winnipeg, Man.

Purity TABLE SALT

Recommend "Purity" Salt

There is a continual call for salt. It is a necessity in every household. When customers ask for salt give them "Purity."

Made in the most sanitary and up-to-date Canadian plant. Your customers may have the choice of the free-flowing table salt in cartons or that put up in bags.

Order "Purity" Salt to-day.

THE WESTERN SALT CO., LIMITED
COURTRIGHT, ONT.

For Years—

in fact, from the time they started in 1815, one ideal has always been held paramount by

Stickney & Poor Quality

is an everlasting watch-word in the production of Mustards, Spices and Seasonings that come to you and your customers, bearing the trademark of

Your co-operating servant,
MUSTARDPOT.

Stock EXTRA FINE MUSTARD *now*
before the big spring demand comes.

STICKNEY & POOR SPICE COMPANY
1815 Century old - - Century honored 1921
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Mustards - Spices - Seasonings

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Two "guaranteed" products that are popular sellers

Schneider's "Pure Meat" Sausage

is made from only the best of meat, with just the right amount of seasoning to give them an exquisite "want more" flavor that spells steady repeat orders.

You'll find them popular sellers.

Schneider's Guaranteed Bacon

And Schneider's guaranteed Ham are cured to perfection and their flavor is unusually fine. They're guaranteed to make good, and they've never yet failed.

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J. M. Schneider & Son, Ltd.
KITCHENER, ONTARIO

Drop us a Card for Sausage and Smoked Meat Quotations
Satisfaction guaranteed on all mail orders

"EASIFIRST"

Put the Package Where it can be seen

Seeing Means Selling
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The more they want"

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A
Pure Tomato Catsup

The Catsup Season Is Here
Order Now

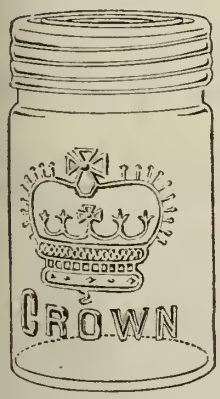
In Glass and Stone Jugs
1 Gal.—4 to Crate

DOMINION CANNERS LIMITED
HAMILTON, CANADA

In Glass Bottles
8 oz., 12 oz., 17 oz.
2 doz. to Case

NOW IS THE TIME TO ORDER
FRUIT JARS

The Reduced Cost of Sugar Will Stimulate the Demand.



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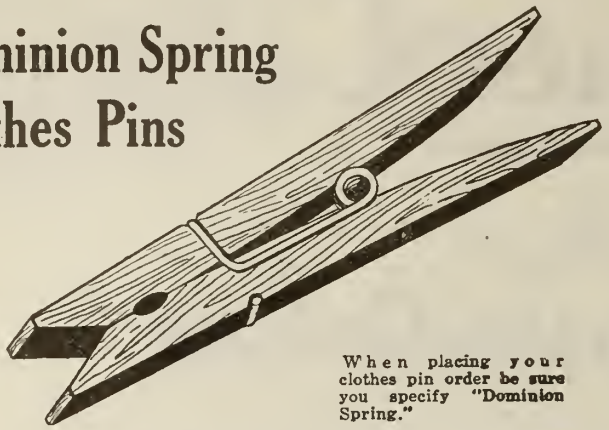
ORDER THROUGH YOUR JOBBER

BUY WHILE THE JAR ASSORTMENT IS COMPLETE.

DOMINION GLASS COMPANY, LIMITED
MANUFACTURERS

Dominion Spring Clothes Pins



When placing your clothes pin order **be sure** you specify "**Dominion Spring.**"

There's Greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

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244 St. Paul St. West, Montreal

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Marsh's Grape Juice
Unfermented Port
Black Cherry Wine
Raspberry Vinegar
Marsh's Pure Apple Cider

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Co. Limited
Toronto and Montreal

Oriole Rice

MOUNT ROYAL MILLS
Oriole
RICE
EAT RICE EVERY DAY - YOU WILL ENJOY IT
Eat it as you do potatoes with gravy or butter on it. Eat it as a vegetable with meat, fish or poultry
D. W. ROSS CO. AGENTS
MONTREAL

To create a demand for "Oriole" Rice and make known its advantages to the consumer, we are advertising it extensively.

"Oriole" Rice is one of the few foods carried by the grocery trade that is not perishable.

You can safely stock "Oriole" Rice now, knowing that it will not deteriorate and that there is an increasing demand for it.

"Oriole" Rice is sold in 5-lb. bags.

Mount Royal Milling & Mfg. Co.
LIMITED

D. W. ROSS CO. Agents: Montreal, P. Q.

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Easter Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can.; J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST. W., MONTREAL

Genuine Italian Olive Oil

at Greatly Reduced Prices

A Special Offer to re-introduce "PURITY" Italian Olive Oil — absent from the market since the early part of the Great War which made it impossible to import further supplies until recently. An opportunity for YOU to replenish your stocks at BARGAIN PRICES. We have received a complete assortment of sizes, namely, 6 gal., 1's, ½'s, ¼'s, ⅛'s, and 1-16 gal. tins.

Advise us promptly as to your needs and we will quote you.

P. Pastene & Co., Limited

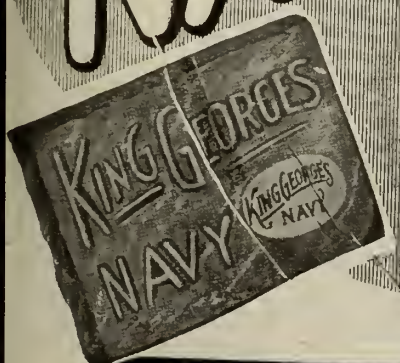
340 St. Antoine Street, Montreal

Why You Should Feature KING GEORGE'S NAVY

Will win you increased business prestige

By getting you the good-will of the men, King George's Navy will increase your prestige and your profits, too. Get a man coming to your store for this delightful chew and you'll hold his custom right along.

Show King George's Navy now.



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Barr Registers Limited

Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?
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IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. *Write us and let us demonstrate.*

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Self-Raising Flour at the present time

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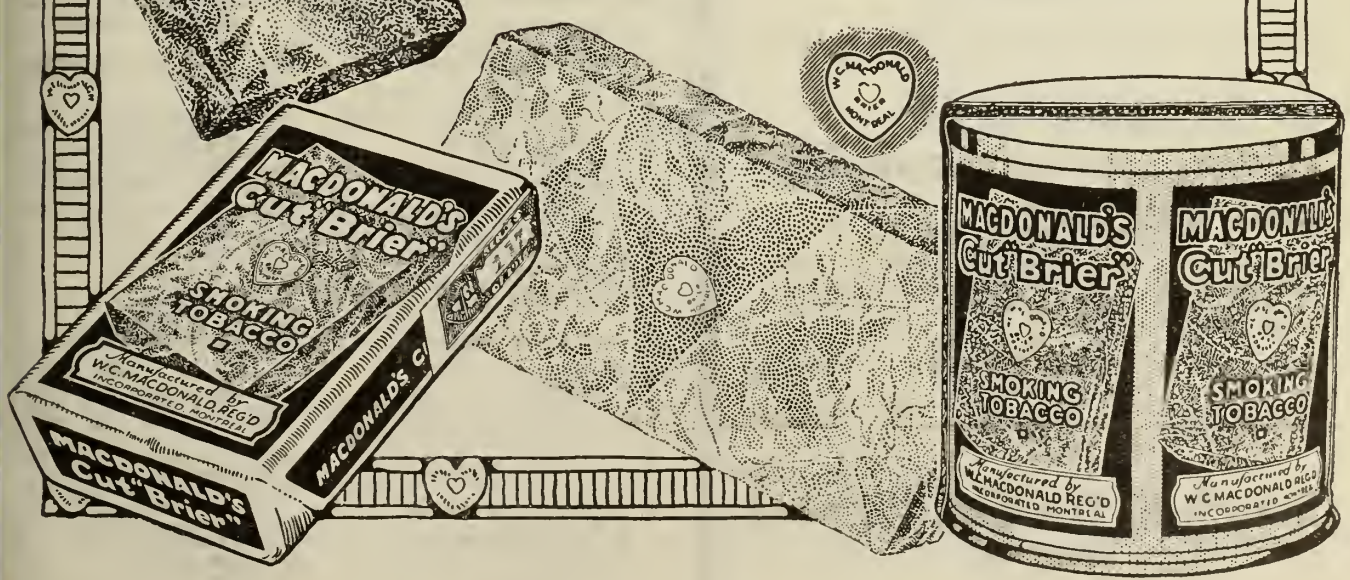
Do You Buy Good-Will?

THE important part of a sale is not the exchange of values—coinage and commodity. If is the "good-will" that you have gained by the transaction. For if you would sell goods, you must buy good-will.

Since 1858 Macdonald's Tobaccos have held the confidence of Canadian smokers. Unquestionable as to quality, unsurpassed for value, Macdonald's comes to you with a host of friends whose good-will has been won long ago by the tobacco with a heart.

You will find it easy to sell Macdonald's. You will find it easy to buy good-will with Macdonald's. Above all, you will find it immensely profitable to push Macdonald's.

"The Tobacco with a Heart"



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A firm favorite with Canadian housewives because of its proven purity, its snowy whiteness and its economy. Well advertised. More and more people are asking for "Century."

SIFTO SALT

Here's the nicest thing in table salt—SIFTO, "it flows." Comes in a handsome dust-proof carton, and "as welcome as the flowers in May" to the table where clogged salt shakers are a bugbear. Your customers want it.

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If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you

DOMINION SALT CO., Limited, SARNIA, Canada

Manufacturers and Shippers

Sal Soda

in the handy 2½ lb. carton—saves wrapping and weighing . . . . . .

Don't waste time, paper and twine weighing out and packaging Sal Soda when you can give your customers Arm and Hammer, the strongest and best, in handy 2 1-2 lb. cartons.

There are 36 of these 2 1-2 lb. packages to a box.

Church & Dwight, Limited
Montreal

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.
180 St. Paul St. West, Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each, 48 cans	$11 50
Reindeer Brand, each 48 cans	11 00
Silver Cow, each 48 cans	10 60
Gold Seal, Purity, ea. 48 cans	10 45
Mayflower Brand, ea. 48 cans	10 45
Challenge Clover Brand, each 48 cans	9 85

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	$7 25
Jersey Brand, Hotel, each 48 cans	7 25
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 00
Jersey Brand, Family, each 48 cans	6 00
Peerless Brand, Family, each 48 cans	6 00
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 00
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.,
Toronto, Ontario.

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	$4 80

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
4-lb. Canada Laundry	$0 08
100-lb. kegs, No. 1, white..	0 08½
200-lb. bbls., No. 1 white..	0 08½
40-lb. Edwardsburg Silver Gloss 1 lb. chromo pkgs.	0 10¼
Celluloid, 45 cartons, case..	4 15

Culinary Starch
(Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½

(20-lb. boxes ¼c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 10
40 lbs. Canada Corn Starch, 1 lb. packages, per lb..	0 08½
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 08½
40 lbs. Argo Corn Starch, 1 lb. packages	0 09
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., 1 lb. packages	0 08½

(20 lb. boxes ¼c higher, except Potato Flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5
5-lb. tins, 1 doz. in case	5
10-lb. tins, ½ doz. in case	5

KARO

24—2-lb. tins, per case	4
12—5-lb. tins, per case	5
6—10-lb. tins, per case	5

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	4
5-lb. tins, 1 doz. in case	5
10-lb. tins, ½ doz. in case	5

(5, 10, and 20-lb. tins have wire handles.)

MAZOLA

	Per case
No. 1, 24 tins, 1 lb	$ 7
No. 2, 12 tins, 2 lbs.	7
No. 4, 12 tins, 4 lbs.	13
No. 8, 6 tins, 8 lbs.	12

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1

MAGOR, SON & CO., LTD.
INFANTS' FOOD

	Doz.
Robinson's Patent Barley—	
1-lb.	
½-lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODUCTS, LIMITED
Ontario Prices.

KLIM

8 oz. tins, 4 dozen per case	$11
16 oz. tins, 2 dozen per case	10
10 lb. tins, 6 tins per case	23

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tin
D.S.K., ¼ lb.	
D.S.F., ½ lb.	
D.C.F., 1 lb.	
F.D., ¼ lb.	

	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

Keen's Oxford, per lb.	0
In cases, 12 12-lb. bxs. to case	0

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1
White Cleaner (liquid)	$2
Card Outfits — Black, Tan, Toney Red, Dark Brown	4
Metal Outfits — Black, Tan, Toney Red, Dark Brown	6

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1
Bobs, 12s	1
Currency, 12s	1
Stag Bar, 9s, boxes, 6 lb.	1
Pay Roll, thick bars	1
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1
Forest and Stream, tins, 9s, 2-lb. cartons	1
Forest and Stream, ¼s, ½s, and 1-lb. tins	1
Master Workman, 2 lbs.	1
Master Workman, 4 lbs.	1
Derby, 9s, 4-lb. boxes	1
Old Virginia, 12s	1
Old Kentucky (bars), 8s, boxes, 5 lbs.	1

Extraordinary Value on Small Size Navels

Weather conditions in California this year are responsible for a large percentage of small size Oranges. Thus desirable purchases can be made in straight car lots of small sizes. On account of low price per dozen these Oranges are selling the demand has been greatly stimulated. Last week the market advanced under the heavy demand for these sizes. We were fortunate to get three cars out before the market reached its highest last week. These we offer at attractive prices. See our Price-List. We expect to clean out fast. The sizes are: 216—252—288—324.

Remember, these are high color, sweet and seedless, full of juice and flavor, and at this time of the year you get the Navel at its best. Pick your sizes, and send along your order. It will prove profitable.

"The House of Quality"

HUGH WALKER & SON, LTD.

GUELPH ONTARIO

"The Firm for Service"

Sixty-Five Years' Experience

When you buy a Taylor Safe you get the benefit of our 65 years' experience in Safe building.

A Taylor Safe represents the most advanced scientific methods of fire construction.

It provides a repository—for your documents and other valuables—that resists the hottest fire and greatest fall.

Taylor Safes are made in 40 different sizes.

Write for quotations on Taylor Safes and Steel Cabinets

J. & J. TAYLOR LIMITED

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Branches: MONTREAL WINNIPEG VANCOUVER

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & CO.

Hamilton and Winnipeg

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FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

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GEORGE MASON & CO., LTD., LONDON, ENGLAND

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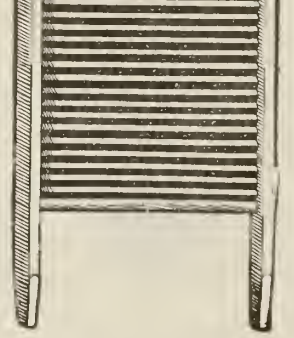
Your Customers Know

No "talking up" is ever required to sell a customer an Eddy product.

If it's a match order, one of the thirty to forty different brands of Eddy's is certain to satisfy in every particular. Even where the customer doesn't specifically ask for Eddy's you can take it for granted that Eddy's is expected, for with most people, to think of **good** matches, is to think of Eddy's.

The same holds good where Indurated Fibreware is concerned. These handy, light and durable utensils are made under the self-same standards of manufacture that have made Eddy's Matches famous. They never bulge, leak or fall apart and are ideally suited for household or farm use.

Eddy Products are Made-in-Canada—by Canadians—for Canadians.



The E. B. Eddy Co., Limited

HULL, CANADA

THE COWAN CO., LTD.,

Sterling Road, Toronto, Ont.

COCOA AND CHOCOLAT COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz...	$5 60
Perfection, ¼-lb tins, doz. .	1 55
Perfection, ½-lb. tins, doz..	2 85
Perfection, 10s size, doz. ..	1 10
Perfection, 5-lb. tins, per lb.	0 41

UNSWEETENED CHOCOLATE

Supreme Chocolate, 6-lb. boxes, per lb.	0 40
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 00
Perfection Chocolate, 10c size, 2 doz. in box, per box....	1 80

SWEET CHOCOLATE

Eagle Chocolate, ½s, 6 lbs. in box, per lb.	0 32
Eagle Chocolate, 10c size, 2 doz in box, per box.....	1 80
Diamond Chocolate, 10c size, 2 doz. in box, per box	1 80
Diamond Chocolate, 5c cakes, 20 cakes in box, per box..	0 75

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb...	0 42
Milk Croquettes, 5-lb. boxes.	0 40
No. 1 Milk Wafers, 5-lb boxes, 30 boxes in case, per lb. ...	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 39
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.....	0 39
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 39
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 39
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	$2 15
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 00
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 40

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.....	5 75
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	3 15
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	6 00
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 25
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 00
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	1 90
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	1 90
Triumph Chocolate. ½-lb. cakes, 4 lbs., 36 boxes in case, per box	1 90
Chocolate Cent Sticks, ½ gr. boxes; 30 gr. in case, per gross	1 10

20—1c Milk Chocolate Sticks,

BRODIE & HARVIE, Ltd.

14 Bleury St., Montreal.

XXX Self-Raising Flour, 6 lbs. packages, doz.	$5
Do., 3 lbs.	2
Superb Self-Raising Flour, 6 lbs.	5
Do., 3 lbs.	2
Crescent Self-Raising Flour, 6 lbs.	5
Do., 3 lbs.	2
Buckwheat, Self-Raising, 1½ lbs.	1
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1

SMALL'S LIMITED, MONTREA

FOREST CREAM MAPLE SYRU

Price Delivered	F.o.b. Factory	Ont. Mari
36—10 ozs., bottles..	$ 8 10	$ 9
24—16 ozs., bottles..	7 75	8
12—32 ozs., bottles...	6 95	7
24—28 ozs., tins	9 90	10
12—80 ozs., tins	14 25	15
6—160 ozs., tins ...	13 85	14
1—5 gall. tins	13 50	14
In barrels, per gal. .	1 50	2

FOREST CREAM PURE SYRUP

36—10 ozs., bottles...	$ 6 65	$ 7
24—16 ozs., bottles..	6 15	6
12—32 ozs., bottles..	5 35	6
24—28 ozs., tins	7 10	7
12—80 ozs., tins	10 30	11
6—160 ozs., tins ...	9 80	10
1—5 gal. tin	9 50	10
In barrel, per gal. ..	1 70	1

STANDARD SUGAR SYRUP

36—10 ozs., bottles..	$ 5 75	$ 6
24—16 ozs., bottles..	5 25	6
12—32 ozs., bottles..	4 45	5
24—28 ozs., tins	5 45	6
12—80 ozs., tins	7 95	8
6—160 ozs., tins....	7 50	8
1—5 gal. tin	7 05	8
In barrel, per gal. ..	1 20	1

FOREST CREAM MAPLE BUTTER

24—13½ ozs., tins ..	$ 4 65	$ 4
24—2½ lbs,. tins	11 75	12
1—30 lbs., pail	4 80	...
2—30 lbs., pails ...	9 80	10
In barrel, per lb. ...	0 14	0 15

FOREST CREAM AMBER HONE

48—No. 1 Tumblers..	$ 6 40	$ 6
24—No. 3 Tumblers..	6 90	7
24—2½ lbs., tins ...	19 75	20

FOREST CREAM PEANUT BUTTER

48—No. 1 Tumblers..	$ 5 30	$ 5
24—No. 3 Tumblers..	4 75	5
24—2 lbs., tins	11 80	12
1—24 lbs., pail	4 55	...
2—24 lbs., pails ...	9 75	10
In barrel, per lb....	0 17½	0 1

FOREST CREAM SALTED PEANUTS

1—15 lbs., pail ...	$ 2 75	$ ...
2—15 lbs., pails ..	6 05	6
In bags of 85 lbs...	13 15	14
In barrel, per lb. ...	0 16¼	0 1

FOREST CREAM PEANUTS, MAPLE SUGAR COATED

72—5c packages	$ 2 40	$ 2
48—No. 1 Tumblers..	4 95	5
24—No. 3 Tumblers..	4 45	4
24—1 lb., tins	8 45	8
1—12 lbs., pail	3 85	....
2—12 lbs., pails ...	8 20	8

FOREST CREAM SALTED PEANUTS (BLANCHED)

72—5c packages ...	$ 2 40	$ 2
48—No. 1 Tumblers..	4 40	4
24—No. 3 Tumblers..	3 60	4
24—1¼ lbs., tins ...	8 50	9
1—15 lbs., pail	3 10	....
2—15 lbs., pails....	6 50	7

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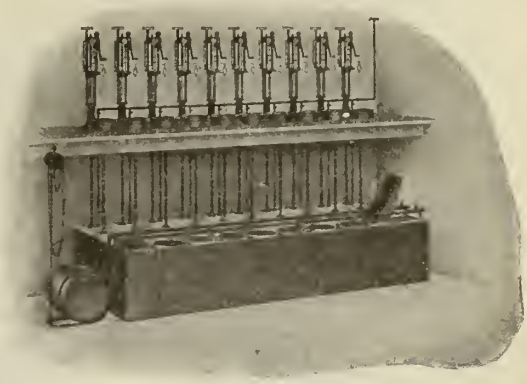
ESTABLISHED 1885

Oil Storage Efficiency

For cleanliness; safety, speed and accuracy in operation, and for business-promoting equipment—Bowser stands unsurpassed.

Systems made for oils, gasoline, kerosene, etc., protect you from losses and at the same time make satisfied customers.

Figure 41, as shown on the left, can be used for gasoline when connected with an underground tank; for kerosene and other oils the pump is connected with tanks in the basement.



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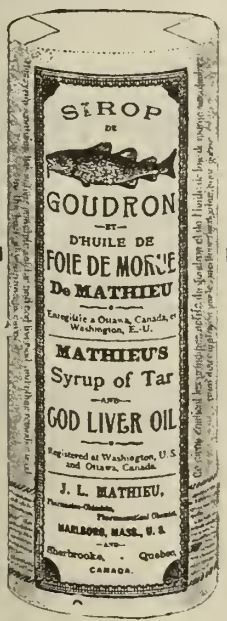
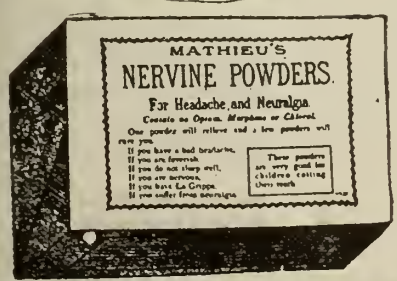
Branch Offices in all Centres

Representatives Everywhere





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MATHIEU'S NERVINE POWDERS

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

These two popular Mathieu Remedies will earn you mighty fine profits this spring if you properly feature and suggest them to customers.

Both are guaranteed to contain only the purest ingredients (no habit-forming or injurious drugs) and their action is natural and effective. You can recommend them with absolute assurance that they will win satisfaction.

Order a trial supply.

J. L. MATHIEU COMPANY

PROPRIETORS

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Yellow — Red — White

ONION SETTS

Mr. Retailer—

You know, goods bought right, in quality and price, are already half sold.

Last year, long after we had sold out, we were receiving repeat orders.

You can sell our Onion Setts right, *because* we sell them to you right.

Write for Prices—
Samples on request

H. J. ASH

Commission Merchant

44-46 Church St., TORONTO

FRESH STRAWBERRIES

Tomatoes
Cucumbers
New Cabbage
Celery
Cauliflower

Stripes Brand Grape Fruit
(None better)

Pet Brand Sunkist Navels

WHITE & CO., LTD.

Wholesale Fruits of Quality

TORONTO

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BUYERS' MARKET GUIDE
Latest Editorial Market News

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Best English Malt Vinegar
QUALITY VINEGAR
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BAIRD & CO., Merchants, St. John's, Nfld.

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the dustless sweeping compound
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Order your Maple Syrup Barrels and Kegs Now.
Prompt Shipments
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

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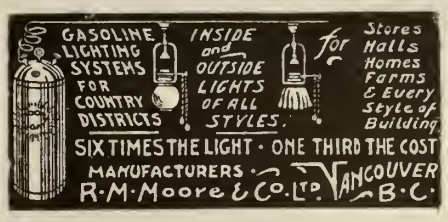
SOUTHERN RICES MAY BE HIGHER

The Salinger Brokerage Co. of St. Louis writes: "Rice has had an abnormal readjustment. The price is below pre-war levels. It is doubtful if present prices represent labor cost alone connected with harvesting and milling. The natural market movement, after such a drastic decline, would be to rebound. The tariff bill, which is likely to be enacted at the extra session of Congress, will carry a duty of at least 2c per pound on rice. Therefore there is in prospect, first, a natural advance due; second, an advance due to decreased production; third, an advance due to tariff legislation. In our opinion these advances may total 2c or 3c per pound by September 1."

These one-inch spaces only $2.20 per insertion if used each issue in the year.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INSIDE and OUTSIDE LIGHTS OF ALL STYLES
for Stores Halls Homes Farms & Every Style of Building
SIX TIMES THE LIGHT · ONE THIRD THE COST
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30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON · ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

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Sticky Fly Paper, Sticky Fly Ribbon, Tree Tanglefoot, Roach and Ant Powder.
THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

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The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—BEST EQUIPPED GROCERY, PROvision, and meat store, in Western Ontario, doing a turnover from $10,000 to $12,000 per month, situated in a thriving city, population 20,000. Owner retiring. Apply Box 530, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—CANNING PLANT LOCATED IN the centre of Prince Edward County, on main highway, with C.N.R. siding, Hydro power and light. Drainage and water supply the best. Now taking fruit and vegetable contracts for 1921 pack. Good reason for selling. Address Box 534, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE — GROCERY AND PROVISION store in thriving Ontario village, 60 miles west of Ottawa; brick building; well-equipped; stock and fixtures about $3,500. Doing $28,000 a year. Hustler could do $35,000. No expense. A bargain. Apply Box 540, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITION WANTED

POSITION AS TRAVELLING SALESMAN wanted by successful grocer, married, 20 years' retail experience. Wholesale groceries or biscuits and confectionery preferred, District north of Guelph. References. Box 4, Canadian Grocer, 153 University Ave., Toronto, Ont.

GROCER REQUIRES POSITION ON OR about May 1st. Practical experience in both wholesale and retail covers five years. Knowledge of French. Age 26. Apply Box 622, Canadian Grocer, 153 University Ave., Toronto.

MANAGER OF LARGE GENERAL BUSINESS, wishing to broaden experience in Canadian commercial life, desires change, during May or June. A position with opportunities to show ability and initiative required. Age 28. Ten years' experience in management, salesmanship and accounting. Apply Box 428, Canadian Grocer, 153 University Ave., Toronto.

SITUATION WANTED AS GROCERY CLERK or traveller, 15 years' experience retail grocery trade, knowledge of provisions, fruits, etc., references. Apply Box 6, Canadian Grocer, 153 University Ave., Toronto.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

RID-OF-RATS

Patented, is Non-Poisonous and can be used anywhere without risk of killing house pets or injuring human beings. Eight years on the market. If your dealer doesn't carry it, send direct to the manufacturers

THE BERG &BEARD MFG. CO., 100 Emerson Place, Brooklyn, N.Y.

Price $1.80 per doz. boxes; $1.00 per lb. (Discount quoted upon request)

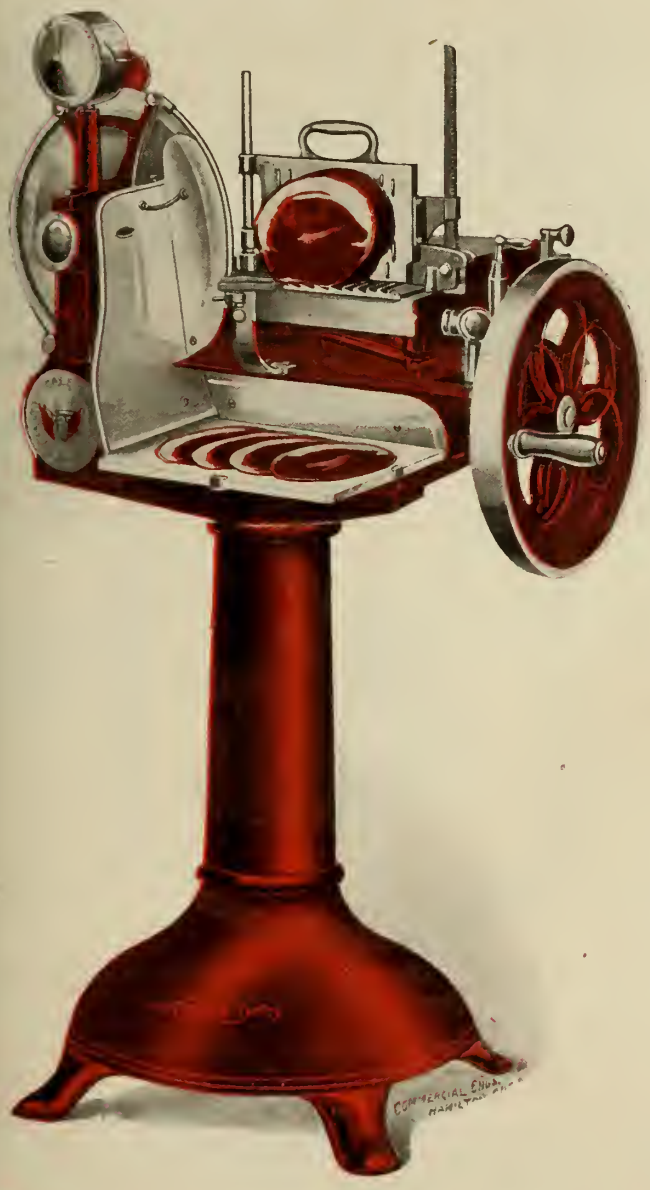
We also manufacture a very effective Gopher Exterminator

When Answering Advertisements Kindly Mention this Paper

THE RED BIRD

The Best Meat Slicer on Earth

MADE IN CANADA



Something to Crow About

Don't forget that if we had to add Duty and Exchange the price would have to be

$150 More

By buying at home you save this and keep your money in Canada, where it belongs.

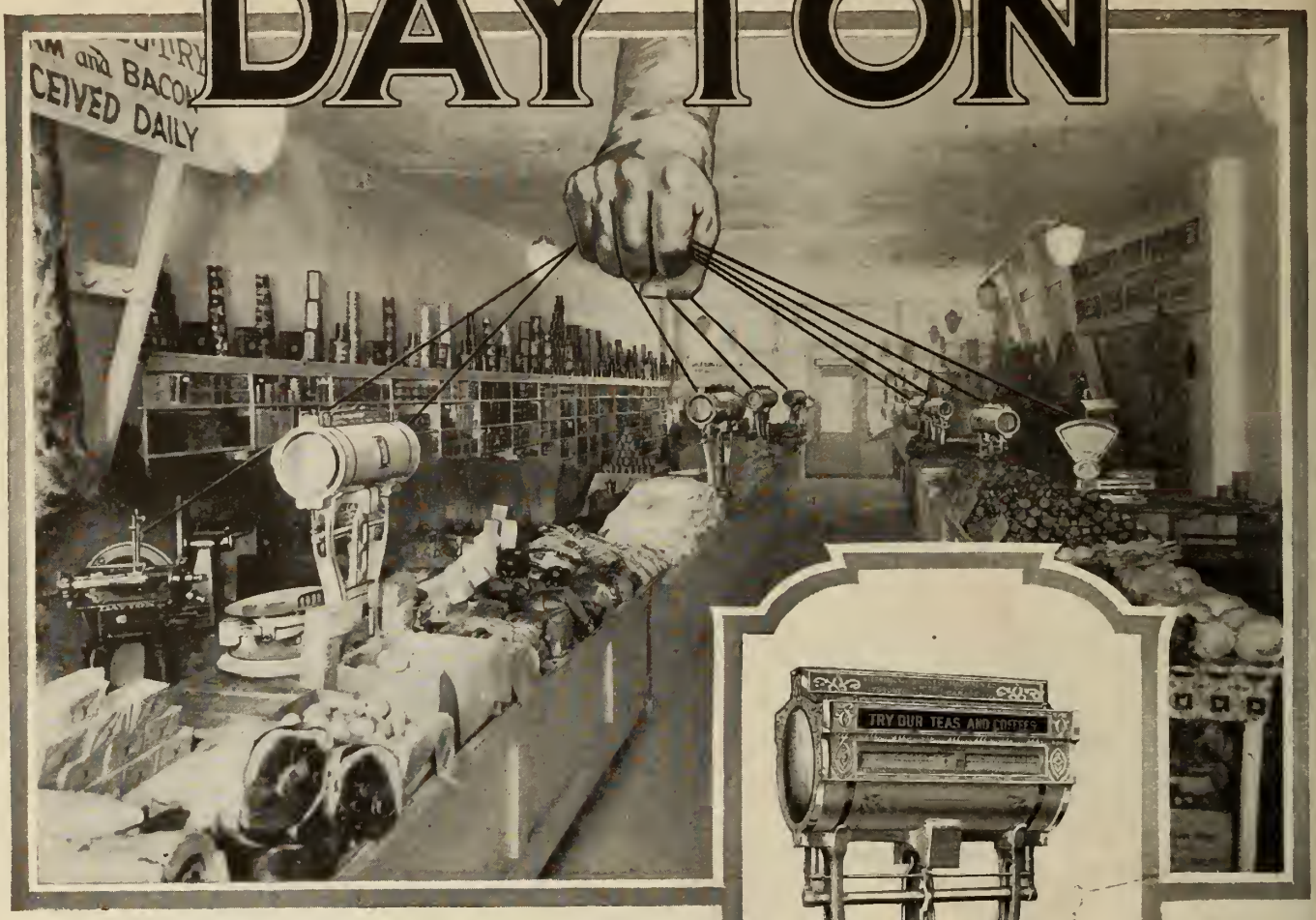
We will gladly give a demonstration in competition with any make of machine.

Write for prices and terms.

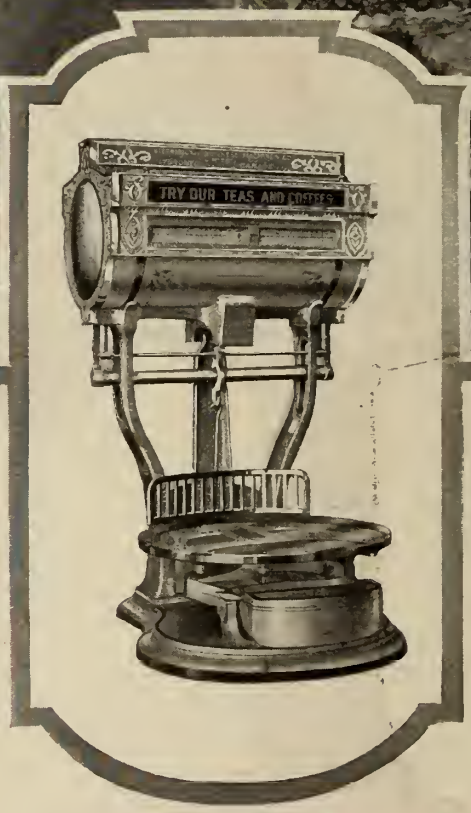
The Canada Scale & Slicer Co., Limited

Bowmanville, Ontario

DAYTON



Interior of a modern provision store (The Progress Market, Calgary) showing equipment of Dayton Service-givers. No delays even at the peak of the rush hour.



MADE IN CANADA

The Pulling Power In a Million Stores

The store with the pulling power is the store which is equipped to give prompt, efficient, satisfying service.

The store with the pulling power is always equipped with modern, mechanical service-givers—and plenty of them.

The merchant who keeps his customers waiting at the counter is frittering away his big opportunity of exerting pulling power. The difference between Satisfied Customers and Dissatisfied Customers may lie in the lack, perhaps, of only one, extra International Dayton Scale—The greatest of speedy, accurate service-givers in the modern store.

The progressive merchant with a sufficient number of Daytons on his counters is the merchant with the irresistible pulling-power when the heads of a family are choosing their grocer.

The merchant who protects his customer with Dayton Weights, protects at the same time himself. Dayton Weights mean immediate destruction for these old-time foes of store Efficiency: Time Losses, Profit Losses and Good-will Losses.

Why the Customer Chooses the Store With Dayton Service.

1.—PROMPT WEIGHTS — The guarantee against unnecessary waste of time.

2.—ACCURATE WEIGHTS — The guarantee against the mistakes inseparable from the use of the old-time Scale.

3.—VISIBLE WEIGHTS — The guarantee of full value which is backed by 30,000 instantaneous price calculations.

International Business Machines Co., Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory: 300-350 Campbell Ave., Toronto

For your convenience we have Service and Sales Offices in

Vancouver, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal
Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters

IN THIS ISSUE—TURNOVER TAX DISCUSSED

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE: TORONTO, APRIL 8, 1921 No. 14

CASCADE SALMON

For Spring and Summer Selling

The excellent flavor and fine, firm textured meat of CASCADE "pink" SALMON will win steady repeat orders from your customers once they try it.

CASCADE SALMON is a good line to feature in your Spring and Summer displays. It offers an excellent profit and it never fails to please. Packed in pound and half pound tins, and guaranteed.

BRITISH COLUMBIA FISHING AND PACKING COMPANY

VANCOUVER, B.C.

"The Pink of Perfection"

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

Where Quality Counts

Furniture polish is used on some of the most prized possessions of the housewife: her Piano, her Phonograph, her Buffet, her Mahogany Picture Frames. The Dealer, therefore, assumes a certain responsibility in selling furniture polish. That is why so many Merchants—having investigated O-Cedar and found it all we claim—refuse to recommend any polish in which they cannot place that same reliance.

O-Cedar Polish has never been known to shirk the responsibility placed on it by either dealer or public. It never fails to live up to the expectations of the housewife.

Extensive Advertising is creating a bigger demand than ever.

O-Cedar Products—Mop and Polish—constantly make new friends; never lose old ones.

CHANNELL LIMITED
TORONTO

Clark's Tomato Ketchup

Mr. Grocer, makes a good feature line at this Season. During the warm months your Customers naturally eat more of the foods that are usually accompanied by a "relish." Suggest **Clark's Tomato Ketchup** to them. It means sales---and repeat orders.

Clark's Spaghetti

With Tomato Sauce and Cheese

is another front line Seller. Deliciously prepared, cooked and put up in convenient and attractive containers it is one of the most popular "light meal" dishes.

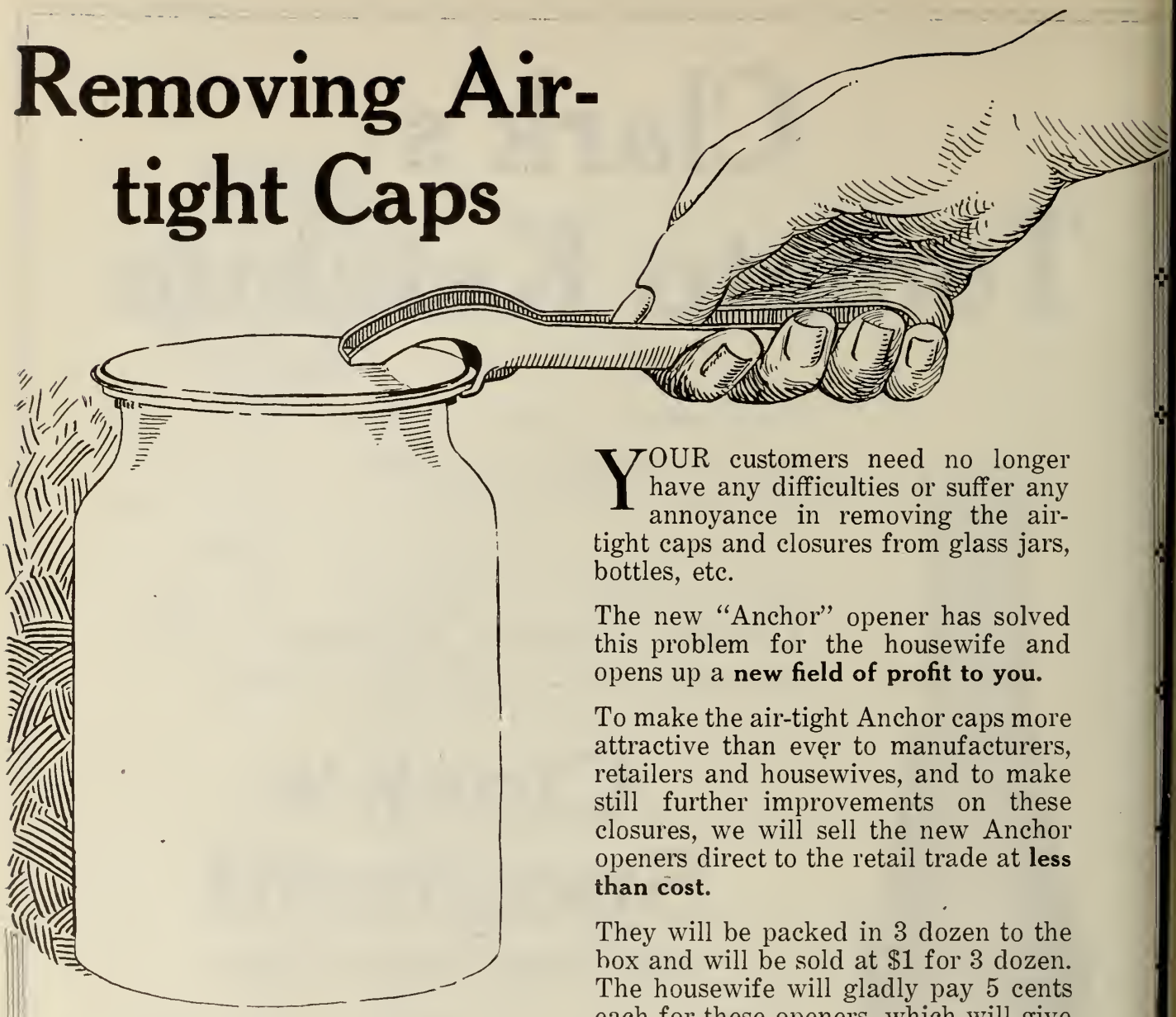
Made in Canada From Canadian Products

By a Canadian Owned Company

Employing Canadian "Capital" and Canadian "Labour."

W. Clark, Limited, Montreal

Removing Air-tight Caps



YOUR customers need no longer have any difficulties or suffer any annoyance in removing the air-tight caps and closures from glass jars, bottles, etc.

The new "Anchor" opener has solved this problem for the housewife and opens up a **new field of profit to you.**

To make the air-tight Anchor caps more attractive than ever to manufacturers, retailers and housewives, and to make still further improvements on these closures, we will sell the new Anchor openers direct to the retail trade at **less than cost.**

They will be packed in 3 dozen to the box and will be sold at $1 for 3 dozen. The housewife will gladly pay 5 cents each for these openers, which will give you a 44% profit on the selling price.

When you sell a product with a patent Anchor cap you can make a profit not only on that product but an additional 44% profit on the opener.

Displaying the openers on the counter and in your window and drawing your customers' attention to this necessary article will suggest sales on products which are packed with the patented Anchor caps and closures.

Just send in your name and address and $1.00 and we will mail you at once 3 dozen of the new profit-making "Anchor" openers.

Write to-day and be the first merchant in your town to have the new openers.

Anchor Cap & Closure Corporation
OF CANADA, LIMITED

Wallace Ave. **TORONTO**

Every "Anchor" product is guaranteed to meet the requirements for which it is suggested.

Langley, Harris & Co., Limited
TORONTO
Montreal Winnipeg

"Fray Bentos" Canned Beef

Warning—"FRAY BENTOS" Beef is not for sale in Canada under any other brand

"QUALITY SELLS, QUANTITY"

LONG experience has demonstrated that "Fray Bentos" has no competition in quality. No effort is required to sell it because its superior quality has created a spontaneous demand.

Leadership and permanence of demand can only be established through quality. Lower prices may sometimes secure a temporary advantage for any commodity but in the end quality is supreme.

"FRAY BENTOS" is different and is incomparably superior to other kinds of canned meats and the prices are sometimes higher and sometimes lower than those of other kinds, but we always endeavor to provide the lowest possible prices, for the highest possible quality.

"FRAY BENTOS" helps any merchant to secure a reputation for selling the "best" instead of the "just as good."

"FRAY BENTOS" is king of Canned Meats.

For the convenience of our customers ample stocks are carried at Halifax, St. John, Montreal, Ottawa, Toronto, Hamilton, London, Winnipeg, Calgary, Vancouver, and at St. John's, Newfoundland.

OXO LIMITED, London, England. Canadian Offices: Montreal, Toronto and Winnipeg

Count on these three for profit and customer satisfaction

Made-in-Canada By An All-Canadian Condensed Milk Company

Malcolm Milk Products are so delicious and so wholesome that you can safely recommend them to even the most critical.

Their goodness is not surpassed by the most widely advertised imported lines, and Malcolm's are strictly Canadian-made.

We'll send you a 5-case lot or more and prepay freight up to 50c per 100 lbs., provided your store is situated in either Ontario, Quebec or the Maritime Provinces.

THE MALCOLM CONDENSING CO., LIMITED

An All-Canadian Condensed Milk Company

ST. GEORGE, ONT.

A Generous Profit On Every Bottle of ENO You Sell

Every time you pass a bottle of ENO over your counter you put a fair profit in the till.

The persistent and vigorous ENO national advertising is rapidly getting into full stride, and the steadily increasing demand for this unrivalled Health Drink proves that ENO is supported by the unwavering confidence of *satisfied* customers.

Summer time is ENO time—and the next few months will witness an enormous increase in ENO Sales. Are YOU ready to participate in the profits *created for you* by this growing volume of ENO business?

ENO'S FRUIT SALT

Brings Health to Your Customers and Profit to Your Business

The words "Fruit Salt" are our registered Trade Mark, and have been known for half-a-century to mean the preparation of J. C. ENO, LTD., "Fruit Salt" Works, London, E.C.

Agents for North America:

HAROLD F. RITCHIE & CO., Ltd., 10 McCaul St., TORONTO

171 Madison Ave., New York City

Genuine Italian Olive Oil

at Greatly Reduced Prices

A Special Offer to re-introduce "PURITY" Italian Olive Oil — absent from the market since the early part of the Great War which made it impossible to import further supplies until recently. An opportunity for YOU to replenish your stocks at BARGAIN PRICES. We have received a complete assortment of sizes, namely, 6 gal., 1's, ½'s, ¼'s, ⅛'s, and 1-16 gal. tins.

Advise us promptly as to your needs and we will quote you.

P. Pastene & Co., Limited

340 St. Antoine Street, Montreal

PURITY

At Your Counter

When you Display Old Colony Maple Syrup

"Is this Maple Syrup pure?"
"Yes, Madam!"
"Are you sure?"
"Yes, Madam, absolutely—It is guaranteed by the Manufacturer and by Government tests."

Old Colony Maple Syrup

If you want sales and repeat sales, sell Old Colony Maple Syrup. Made from the best quality, first run of sap; strained and clarified until its sparkling color and delicious Maple flavor testify to its purity. It has no equal for superior quality and delicious flavor.

OUR MAPLE SUGAR—is made from the same selected sap, boiled to the exact degree where it retains enough of the syrup to keep it moist. All orders given immediate attention.

Write for Prices.

All orders billed through jobbers.

CANADIAN MAPLE PRODUCTS
LIMITED

250 Van Horne St., Toronto

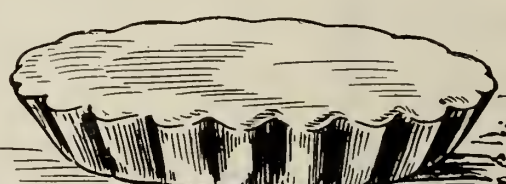
Representatives:

Man., Sask. and Alberta
W. H. Escott Co., Ltd.,
Winnipeg, Man.

Quebec
A. Dumoulin & Co.,
157 Commissioners St. E.,
Montreal, Que.

British Columbia
Johnston-Lieber Mercantile Co., Vancouver, B.C.

Maritime Provinces
Supplies Limited
Kentville, N.S.



"Canada's Most Famous Dessert"

JELL-O

Where demand pulls so strongly no pushing is required.

The Genesee Pure Food Company of Canada, Ltd.

Two Factories

LeRoy, N.Y. *Bridgeburg, Ont.*

MAN! MAN! MAN!

Where is that man you need so badly?

Well, no use grouching, is there? Best thing to do is to advertise for the man you want. Use CANADIAN GROCER as the best and cheapest medium. Use dailies if you think they're better. It's up to you.

All we know is that you get to a sifted class when you use CANADIAN GROCER. The replies you will get will be from men **now in jobs**—not slackers nor idlers, not job-chasers. It will cost you three cents a word first insertion to use CANADIAN GROCER, and you may have to use several issues before the right man puts himself on your hook. Nobody knows in advance just how much you'll have to advertise. But we all know good men are scarce and don't have to look for jobs. You'll have to do some inducing, perhaps, to tempt the man you want to leave his present employer.

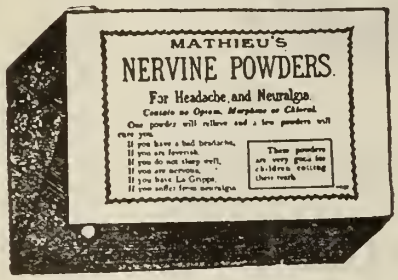
But you never can tell who's open for your proposal. Climate, inclination, the boss's bad temper, a fancied slight, desire to get into a new field — all these are explanations of why men change; all these are pegs on which you can hang your hopes.

So send along your advertisement. Better order it to run "until forbid." It will be cheap enough if you find the right man; and anyhow, there's no other cheaper or better way of finding your man.

Three cents a word for the first insertion, two cents a word for each insertion after. Five cents extra per insertion if addressed to Box Number. **Payable in advance.**

Address: **CANADIAN GROCER WANT ADS.**
153 University Avenue - - Toronto, Ont.

Mathieu's Remedies Have Proven Their Efficiency

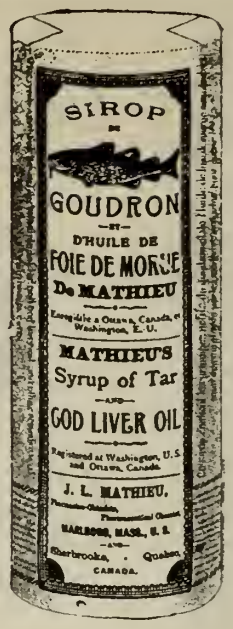


Mathieu's Syrup of Tar and Cod Liver Oil should be recommended to your customers during the Spring Season for coughs, colds, etc. It is a ready and constant relief for Influenza, La Grippe, etc., and at the same time has an excellent tonic effect on the system.

Mathieu's Nervine Powders are excellent for Nervousness, Fevers, Neuralgia, Headaches, etc., and should not be missing from your stock.

Try selling them once and you will always keep them in stock.

Order a supply to-day.



J. L. MATHIEU COMPANY

PROPRIETORS

SHERBROOKE, QUE.

Marsh's Grape Juice

Marsh's Grape Juice
Unfermented Port
Black Cherry Wine
Raspberry Vinegar
Marsh's Pure Apple Cider

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Co. Limited
Toronto and Montreal

Y & S STICK LICORICE

in 10c Cartons

Everything in Licorice for Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario

Eureka Refrigeration Equipment

This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.

Head Office and Factories:
OWEN SOUND, ONTARIO

Feature "King Oscar" Sardines during the social season and suggest them for making delicious, appetizing, dainty sandwiches for afternoon teas, etc. It will pay you well.

KING OSCAR SARDINES

The finest flavored, highest grade sardines on the market. They are packed in pure olive oil from the best, selected bristlings caught in the cool waters of Norway.

You can highly recommend them to your better class of trade and know that their tempting, wholesome flavor and quality will always insure repeat orders.

YOUR DEALER CAN SUPPLY YOU

Canadian Agents:

John W. Bickle & Greening

Hamilton, Ontario

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax, N.S.
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J. W. Gorham & Co.

ERUSTO

The New Discovery for Removing Rust Stains

From all kinds of silks, cottons, woollens, colored goods, etc., without injury to the most delicate fabric.

ERUSTO is a long felt want in every household. Here is your chance to supply your trade with this wonderful discovery. Guaranteed to do the work instantly and satisfactorily.

We require representatives in every province—"write us"

National Specialty Company

95 Canning Street, Montreal

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & CO.

Hamilton and Winnipeg

IF NOT YET WHY?

Perfect Jelly Powder

A goodly number of your friends have already written for our Special

One Gross Offer

of

Bee Brand Jellies

Retails 3 for 25 cents and pays you the profit

Write to-day to the

Bee Starch Co., Limited

291 St. Paul St. West

MONTREAL

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Johnson-Lieber Mercantile Co.
of Canada, Ltd.
MANUFACTURERS' AGENTS
Calling on Grocers, Confectioners, Hardware, Stationers, and Ship Chandlery in British Columbia.
850 Hastings St. West, VANCOUVER, B.C.

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Western Transfer & Storage, Ltd.
OFFICIAL CARTERS FOR
C.N.R., C.P.R., E.D. & B.C., Can. Central G.T.P. and A.& G.W.
DISTRIBUTION—STORAGE—CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

"EXTRA FINE" In Name

"EXTRA FINE" In Quality

Stickney & Poor's Extra Fine Mustard

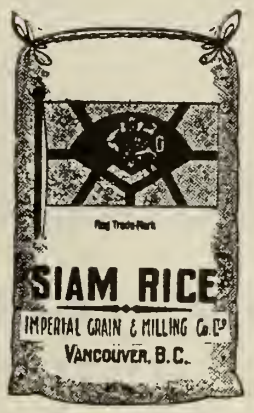
satisfies the most particular trade. Absolutely pure — full strength and fine color. Ground from selected seed in our own mill. It reaches the consumer fresh and in excellent condition. Every can you sell makes a "come-back customer" for you.

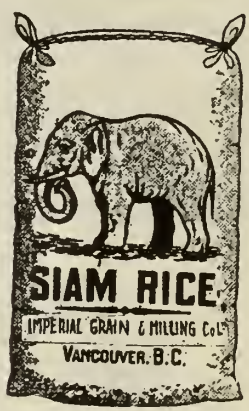
Your co-operating servant,
MUSTARDPOT

STICKNEY & POOR SPICE COMPANY
1815 Century old Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

WALLACE'S HERRINGS

Like Wallace's Salmon and Pilchards, Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

Geo. W. Griffiths & Co., Ltd.
246 Princess Street
Winnipeg, Manitoba
Selling Agents and Brokers
Grocery Specialties, Druggists' Sundries
Pipes, Cigarettes, Tobaccos and Smokers' Sundries

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

GIBSON-PATERSON-BROWN LIMITED
Grocery Brokers and Manufacturers' Agents
WINNIPEG : CALGARY : VANCOUVER

DOES ADVERTISING PAY?
USE THIS SPACE AND SEE

These facts will interest Manufacturers and Shippers

To Manufacturers and Shippers of quality lines, desiring to enter new products or increase their present sales in the rich Western provinces, our selling organization offers what you desire.

Our years of experience and intimate knowledge of the West, our peerless selling staff, and six large warehouses strategically located in the big selling centres from Winnipeg to Vancouver, form a strong combination that never fails to put things across in a big way.

Get in touch with us and let us tell you how we can help you.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

A SILENT SALESMAN

A Silent Salesman illustrated in the Arnett catalog which shows a range of styles to suit every purpose.

Make your whole store do saleswork by installing Arnett Silent Salesman

Write for this Catalog

THOMAS LEWIS ARNETT
SOURIS MAN.

ARNETTIZE YOUR STORE

3

When Writing to Advertisers Kindly Mention This Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

18 Years of Successful Marketing Service

It will pay you to investigate the "Scott-Bathgate" Selling Organization before you assign your product for marketing in the West. Our 18-year-old organization includes a staff of 14 detail men calling on retail and wholesale trade.

Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

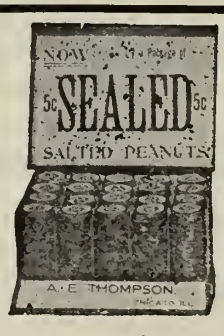
WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea.
The Codville Co. Ltd.

7



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Read This

Pete Filiatrau, the guide and sportsman, knows the haunts of black bass and dore in the Jesus River better than anyone.

The other day he walked through the town of St. Rose, with a full basket of live and kicking black bass, the smallest one a three-pounder. This trophy made him as proud as if he had located an oil gusher.

No one in the place dared challenge him but the mayor of the town, a big portly gentleman, also an enthusiast of the rod.

The mayor asked Pete where he got these beauties. Pete replied, "I'll tell you, Mr. Mayor, but nobody else.

"This morning when I got up, looking over the river, I saw something strange in the branches of the willow trees just above the water's edge at Paulhus Island. It intrigued me very much, but you know Pete is a sport; I immediately jumped in my boat, and when nearing the spot, guess what it was, Mr. Mayor?

"The water had receded a little since yesterday, and upon every bough of the willow trees was perched one or two fishes. I quietly got close by and with a vigorous shake of the branches I filled up this basket.

"Believe me, Mr. Mayor, there were enough Black Bass there to fill a hundred baskets like this."

The Mayor of St. Rose, though he is a big man, is also kind and good-natured. He drew a long breath, his bulging eyes got nearer his nose, and his mustache bristled up to his forehead. "Look here, Pete! Who the devil would believe such a crazy story? Go on with that silly stuff; I know where you got this; at the old and reliable headquarters, 6 to 22 Bonsecours St., Montreal. That's the place to get the best and the most fish for your money."

D. Hatton Company

Established 1874

Montreal

Watch for our advertisement in the Spring Number of CANADIAN GROCER, May 6th.

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV. TORONTO, APRIL 8, 1921 No. 14

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Take a Tip from This Grocer Who Makes His Windows Sell Red Rose

Mr. George R. Stevenson, of St. Thomas, Ont., is one of those good merchants who believe in making every inch of the display space in their stores work for them every minute of the day. Clever windows are his specialty, and they say in St. Thomas he rarely disappoints the eye.

Recently Mr. Stevenson, who always sells a lot of Red Rose Tea, wanted to stimulate sales, so he did the natural thing—dressed his window as shown in the accompanying cut. T-E-A in this case surely spelled success.

Busy as he is with his store, Mr. Stevenson still finds time for other things, and is president of the St. Thomas Retail Grocers' Association, showing that he is as popular as he is enterprising.

Two Big, Profitable Sellers

QUALITY ROLLED OATS AND RAINBOW FLOUR

are two products that you can absolutely rely on to sell well and win satisfaction and good profits. You take no chances when you say to your wholesaler, "Quality Oats" and "Rainbow Flour." They've proven their rapid selling ability to thousands of Canadian grocers.

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These reliable Mustards have a reputation that cannot be equalled.

Mustard is really a necessary article for your customers' kitchen cabinets, as it is indispensable at Meals where meats are served. It also adds zest to Salad Dressings.

Every sale of these Brands means a satisfied customer.

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TORONTO
30 Church Street

MORE THAN **520,000** POUNDS

INCREASE

in our sales during the *first three months* of this year compared with the corresponding three months of last year.

"SALADA"

has won the public confidence by its consistent good quality. Salada has a larger sale than any other tea on this continent and ever grows in favour. This remarkable *increase* registered during the first 13 weeks of this year is proof positive of its popularity.

Why worry with the uncertain? If your stock is "Salada" the profit is sure and frequent.

The Salada Tea Co. of Canada, Ltd.
Toronto

CANADIAN GROCER

VOL. XXXV. TORONTO, APRIL 8, 1921 No. 14

Watch the Losses in Broken Packages

Shipments That Arrive at Grocer's Door in Broken or Damaged Condition Must be Checked Up Closely if Loss is to be Avoided —Claims Should Always be Made on Transportation Companies Promptly

SHIPMENTS of various commodities arriving at the grocer's door in a damaged and otherwise broken condition are a source of more or less concern to the average merchant. Meeting loss thus incurred is not always the easiest thing possible. The placing of the responsibility for the rough handling, the filing of claims and various other details that have to be accounted for, all take a good deal of time, and the delay frequently runs into weeks before the merchant receives an amount sufficient to cover his loss.

Canadian Grocer, interviewing a number of merchants in various parts of the Dominion, in regard to this question, and also that of pilferage, learned, almost without exception, that merchants are continuously experiencing losses of this kind. In some instances there is a tendency to overlook them, passing them up as it were, the complaints being almost general that carrying companies are slow to make amends and in meeting charges of this nature.

Rough Handling at Station

"I have noticed very rough handling of freight at the station," remarked a retail grocer in Western Ontario when spoken to in regard to this matter. "That is one of the worst features," he added. "The railroad is always ready to adjust claims, but take a long time to make the settlement. I have been in business twenty-four years, but my losses in this respect have been nearly always met. I notify the agent at once, get the shipping bill, invoice and waybill. I make out an invoice of my loss and give it to the agent."

"The wholesaler in most cases repudiates any responsibility in the way of shipments arriving in broken condition," a retailer in Prince Edward Island writes Canadian Grocer. "The wholesaler places the entire responsibility on the carrier. The chief difficulty in adjusting these claims is the excessive delay. After filing a claim it is necessary to keep right after the transportation company if a settlement is to be reached. Little attention is paid to small claims, but the merchant's only safeguard is to bill the freight or express companies for all losses of this kind."

Check Up Promptly

"The retailer can avoid much loss," remarked a grocer in Niagara Falls, Ont., "if he is very careful in his checking of all shipments as they come in. I have always made it a point to be extremely cautious in this regard. The small losses go to make up the big ones, and it is in the strict marking, measuring and weighing of all consignments that the grocer can guard his profits. Being prompt in checking goods will frequently save the grocer a good deal, and for any damage that has occurred in transportation the merchant should see to it that his claim is met. My experience has always been one of difficulty in securing the settlement of losses by damage in carrying. The transportation companies are responsible and although slow are usually willing to meet their obligations."

Stolen in Transit

A merchant in Millbrook told Canadian Grocer that on four different occasions last year losses of fairly large amounts were experienced as a result of goods being stolen while in transit. "We always make claims to the railway company or the express company as the case may be, but there is, of course, a great deal of delay," he states. "We take the matter up with the local agent and the claim is adjusted through him, but the delay has more than once extended over six months."

Speaking of petty thieving and pilferage in the store this merchant states that it is chiefly during the Christmas shopping season that losses of this kind are noticed, it being practically impossible to watch everyone in the store at such a busy time.

Watch Your Shipments

A merchant in St. Catharines, Ont., who believes it is a prime essential that the grocer watch with the strictest care all shipments that come to his store, and see to it that they are as ordered, declares that he has no losses of this kind. "We have quite a number of shipments arrive in the course of a year in a damaged state. Checking them up promptly, we make claim at once to the carrying companies, and we find our claims are settled in fairly good time. When a shipment reaches us showing evidence of pilferage, we sign for it in that condition. We then telephone the agent at the railway company or the express company and he comes down at once. He goes over the shipment with us, and sees just what the shortage or damage is. We then file our claim in the regular way. We never charge these losses back to the wholesaler, because he is not to blame. We make our claims and collect them ourselves. We have little if any loss from pilferage in our store by our customers."

Hard to Place Blame

"We find that in the course of a year a good many shipments come to us showing broken and damaged goods," stated a grocer in Calgary, Alta., in answer to the inquiry of Canadian Grocer. "Particularly is this true of eggs," he states. "A good many arrive broken, but it is usually pretty hard to place the blame on the right party, as very often they take out the second filler, and rather than take up the matter we let the matter drop. There is usually a good deal of delay, in our experience, in the way of getting claims settled by the railways or express companies."

A large grocery firm carrying on business in Medicine Hat, Alta., state that they get very satisfactory settlements in the way of claims made on transportation companies for losses incurred because of damaged or broken goods. "In some cases where we find the wholesaler can get the claim adjusted more satisfactorily, we turn it over to him," remarked the manager of this concern. "However, in most cases, we make the claim ourselves."

A Summary of the Turnover Tax

Joint Conference of Manufacturers, Wholesalers and Retailers Results in the Passing of Important Resolutions—Some of the Advantages to be Gained by a Turnover Tax

By Austen Campbell of Financial Post Staff

DESPITE the many conflicting viewpoints and opposing opinions expressed at the recent joint tax conference of the manufacturers, wholesalers and retailers, three satisfactory resolutions were prepared and were finally accorded unanimous approval.

Resolved that:—

1. The Business Profits Tax be not re-enacted.
2. The Income Tax, in so far as it applies to corporations, be repealed.
3. The present Sales Tax system be adjusted to produce the required Dominion Government revenue.

The curious anomaly was witnessed of a conference unanimously agreed on the last resolution as worded, but widely divided upon the application and interpretation of such resolution.

Tax Should Be Extended

The cleavage lay between the manufacturers and the retailers, the former claiming that the sales tax should be extended—as is proposed in the United States—so as to be paid and collected by manufacturers, wholesalers and retailers alike. The retailers hold—and they are supported therein by the wholesalers—that the tax should be collected "at the source,"—that is from manufacturers and importers only. The retailers did not thus seek to avoid their tax liability. They frankly proposed that though the tax be collected in the above manner, it be passed on down to them either directly on invoices or in any manner suitable to the manufacturers and importers.

Notwithstanding this interpretation, the manufacturers were unable to embody a "method of application" in their resolution.

Some Fundamental Facts

The final decision as to operation rests then with the Finance Department. Having the necessary statistics of internal trade and commerce available, it is obviously the function of the Government tax experts to decide upon ways and means. There are, however, a number of fundamental facts governing the problem, which, if fully understood, will, it is felt, indicate that the points of disagreement between the various sections of the conference are not serious. The following statement details these facts briefly:

First—It is proposed that the business profits tax be not re-enacted and that the income tax on corporations be repealed.

Figures prepared by competent authorities on conditions in England, United States and Canada indicate that the elimination of the above taxes will remove an average of 20 per cent. from the present prices of commodities. To be conservative then let us accept that a net saving of 5 per cent. on a broad range of all cost of living would be thus effected. This is almost too evident to admit of dispute.

Second—The total percentage impost involved in any sales or turnover tax has never been found to exceed 3¾ per cent. The average in fact has always been shown to be nearer 2½ per cent. Consequently the saving effected by the abolition of the two first above mentioned taxes should permit us to pay the percentage of sales tax charges—and have a comfortable margin over.

Third—The present sales tax, with its minimum impost of 2 per cent., applied as it is on a very small proportion of Canada's commerce, together with the manufacturer's tax, is yielding revenue at the rate of $100,000,000 per year.

Fourth—The revenue required from the present system of taxes, and which would necessarily be expected from any new system of taxation, has been calculated at $200,000,000.

Fifth—The total yield from a broad sales tax at 1 per cent. has been variously estimated at from $180,000,000 to nearly $500,000,000.

From the above facts and figures, the following conclusions are necessary and evident.

Exempt Raw Materials

1. All original raw material products of forest, fishing, agriculture and mine, whether used for consumption by individuals or as raw materials for manufacture, should be exempt from sales tax.

2. The income tax must be applied on all non-sales tax paying companies or individuals to a large enough extent to equalize any competitive disadvantages.

3. The required revenue can be produced either by doubling the present 2 per cent. minimum of the sales tax or by doubling the extent of its application on commerce.

4. Cancelling the present tax system will effect sufficient economy to pay the necessary sales tax impost.

5. The sales tax will permit a general reduction in commodity prices, and will lessen the load on the consuming public.

Obvious Advantages

The above statements are made less to reiterate the business-like value of a sales tax than to provide figures to disprove certain objections that have been honestly raised against the proposition.

Its advantages are obvious:

It will be cheaply and easily collected.

It will yield the required revenue, promptly and regularly.

It will bear equally and in proportion on all the people.

It will emancipate commerce at a crucial time in the nation's industrial health.

It is the final modern system of business taxation.

Sales of Early Fresh Vegetables Are a Feature in This Store

MAKING a feature of early spring vegetables at the week-end is proving profitable for a good many grocers. Dawson & Co., Brampton, Ont., for some time past have sold large quantities of Southern fruits and vegetables in the winter months, and until such time as they can be secured from domestic grocers. For a town the size of Brampton, sales of fruits and vegetables, that is of early varieties now available, in the Dawson store are in fairly large quantities.

"On the Saturday before Easter, our combined sales of lettuce, celery, cauliflower, cucumbers, asparagus and carrots totalled more than one hundred dollars," Mr. Dawson told a representative of Canadian Grocer the other day. "We sold twenty-one dozen of leaf lettuce," he stated, "as well as a case of head lettuce. Representing a quick turnover, I have found fruits and vegetables profitable. They also make attractive displays, and one window I use almost altogether for fruits and vegetables. I will from now on, at any rate. Display is important in promoting their sale. A display of fresh vegetables in good condition will dispose of them quickly, and very often sell other lines as well. It will bring people into the store and, when in, sales of additional goods frequently result."

Good Quality Broom Corn Becoming Scarcer

Market is Firmer With Some Advances—No Lower Prices on Good Brooms This Year—Information on New Crop Not Available Until October First

"So far as the broom corn situation is concerned it is becoming more apparent all the time that the quantity of first-class corn is limited," stated M. S. Snyder, of the Waterloo Broom & Brush Co., Ltd., Waterloo, Ont., in an interview with Canadian Grocer. "As time goes on the quality of broom corn that will be classed as the best will gradually be poorer, simply because the better grades are constantly picked over, and even though there may be no change in the price of what is considered the best quality, yet the selection becomes poorer, which is in itself equal to an advance in price. Then as to the poorer grades of broom corn there appears to be sufficient of this for all requirements, and prices are holding their own, in fact there has been a gradual firming of the market on all stock of late with actual advances in some cases.

"A great deal of damaged broom corn is still making its appearance on the market. This corn, of course, can be bought at almost any price, but on account of the premium on American funds and the freight it makes it cost a good deal more than it is worth. The quality of this corn is not worth considering as it simply has no life to it, and when made up into a broom it will not stand the wear.

"So far as broom sales are concerned, these have been gradually improving and should continue to improve as the retail merchants and the public become aware of the fact that the class of stock that will make good brooms is limited this year and as a result has remained high in price, and for this reason they cannot expect good quality brooms to be cheaper until we have another crop. What will happen then will depend altogether upon the weather conditions prevailing throughout the broom corn growing districts and also to the amount of acreage put into broom corn this year. We can expect, however, nothing definite that would affect prices on the new crop until at least the first of October."

Trend in Coffee Is Now Towards Higher Levels

"The depreciation of other commodities has naturally caused coffee to be lower and depressed, more so than probably any other line," stated Lawrence C. Christensen, of Hard & Rand, coffee merchants, New York, in an interview with Canadian Grocer. "The tendency of the market, however, is upward. It is purely a matter of finance, not a question of supply and demand, which under normal conditions will regulate prices as Brazil has placed their loan at $30,000,000. Of this amount $20,000,000 is coming from the United States and $10,000,000 from Europe. This will undoubtedly advance Brazilian exchange, which will naturally have its effect upon prices of coffee. Freight rates from Brazil have also advanced from 40 cents per bag to 80 cents per bag. Brazil will in all probability add a surtax on all exports, covering cost of the loan, but of which details have not as yet been given out. It is estimated that the present crop of Santos will reach approximately 9,000,000 bags; Rio about 3,000,000 bags. The estimates on the growing crop, which comes in around the first of July, are about 1,500,000 bags less than last year."

HEAVY OUTPUT OF PEANUT PRODUCTS IN CANTON, CHINA

It is reported that peanut products in Canton amount to two hundred thousand tons annually, out of which 50 per cent. are used for food, 5 per cent. for sugar biscuits, 6 per cent. exported to foreign countries and the 30 per cent. are sold to the mills for oil at half price because of its poor quality. Canton peanuts rank in the first class for oil, Honan peanuts in the second, Chihli peanuts and Shantung products the third. Siam's peanuts are very poor. Only a small quantity of oil can be extracted. Most of the oil pressers in China prefer to use Chinese peanuts. In the year 1913, 4,894 tons of shelled peanuts were exported to foreign countries which amounted to more than $245,000, in 1918 376 tons were exported which amounted to more than $30,000, in 1919 350 tons were exported, amounting to only $31,000.

Stimulating Sales of Canned Fish by Splendid Window Display

Window display by the A and C Grocery, Vancouver, B.C., winner of the first prize in a local contest. This is a splendid window and shows what can be done to stimulate sales on canned fish. Note the plate showing the contents of a can.

Tells the Court of Special Discounts

Evidence Proceeds in Case of Attorney-General of Ontario Against the Canadian Wholesale Grocers' Association and Certain Manufacturers—Hearing is Resumed After Lapse of One Month

By Staff Correspondent Canadian Grocer.

TORONTO, April 7.—The hearing of the action of the Attorney-General of Ontario against the Canadian Wholesale Grocers' Association, alleging a combine, was resumed before Mr. Justice Orde in the non-jury court on Monday of this week. It will be remembered that the case was adjourned a month ago, after practically all the evidence for the plaintiff had been heard. Monday was taken with the evidence of the remaining witnesses for the plaintiff. A number of retail grocers were called who told of receiving a five per cent. discount on purchases of five case lots of E. W. Gillett goods.

W. F. Morley, Toronto, who testified in the previous hearing, was the first witness called this week. He stated in answer to Robert McKay, counsel for the association, when asked as to whether he handled goods through storage warehouses, that he handled goods in a strictly wholesale way. Pressed for a direct answer, he replied that he carried goods in storage warehouses, and that he did not have a warehouse of his own.

"As I understand it, Mr. Morley, even on proprietary articles, you believe the man who buys in large quantities should have a better price than the man who buys in small lots?" Mr. McKay asked.

"Yes, I have a quantity price. Most wholesalers have," Mr. Morley replied.

"Am I overstating it when I say that in a previous hearing you testified that this method of buying would result in the survival of the fittest?"

"You certainly are."

"Just how am I overstating it? Did you not infer that the little retailer would be eliminated?"

"It was in connection with the wholesale trade I was speaking. I did not specifically speak of the retail trade."

"Supposing a number of these small retailers have to go out of business are not the wholesalers going to lose heavily?" Mr. McKay asked.

"It would have some effect, no doubt, on the wholesale trade," Mr. Morley replied.

Just here the witness remarked that the reason he never made application to the association for membership again is that the first time he did he considered it was treated with contempt. He received no answer either in refusal or acceptance.

"Has Good Neighbors"

To Mr. Roebuck, witness stated that his warehouse as well as his office were at 65 Front St. E. It was a storage warehouse for groceries chiefly. Speaking of quantity buying, he said that the association is trying to eliminate the quantity price and have one price to all.

Replying to Mr. McKay, he stated that he handled principally staple lines, but he could fill general orders. "I have good neighbors," he added.

Henry Rowntree, of Wm. Rowntree & Sons, retail grocers, in West Toronto, was the next witness. He stated that they handled Gillett lines, Canada Starch and W. C. Macdonald tobaccos.

Questioned as to prices on Gillett goods, he said:

"I think it is general that all grocers receive a discount on list price."

"Do you receive a rebate?" Mr. Roebuck next asked.

"A rebate—you mean a discount," said his Lordship.

"In the case of Gillett goods we usually get a discount from the wholesale house," witness replied.

The witness was then questioned re a pencil he produced, which he said was one of a certain number delivered with different sized orders of Gillett goods.

"How many pencils do you get at a time?" asked his Lordship.

Witness could not say. He was allowed to leave the box, and instructed to bring certain invoices, credit slips, etc., in the afternoon.

Did Not Care to Give Names

Wilfred Scott, of J. and W. R. Scott, retail grocers, Toronto, was next called.

"In the case of Gillett's goods," he stated, "they are purchased at list price on invoice less discount, from the wholesaler. We received a discount on a number of occasions at the end of the month. I do not remember receiving it in the past year."

"In what form has it come?" he was asked.

"Sometimes it was a credit arrangement and sometimes a cash return."

"What is the amount of a cash discount?" Mr. Roebuck next asked.

"Five per cent."

"When was it you received this?"

"It was in the last three years."

"Who was it gave you the discount?" asked His Lordship. "I don't like to ask it."

Witness stated that he did not wish to divulge the name. It might prejudice his buying.

Mr. Roebuck refused to take the responsibility of the question, but His Lordship insisted that if he chose to start this examination, the question must be answered. He adjourned the court in order to give Mr. Roebuck an opportunity to consult the Attorney-General in regard to the matter.

No Alternative

His Lordship said there was no alternative but to answer it, if his evidence was to stand.

When court resumed in the afternoon of Monday, Mr. Roebuck stated that consulting with the Attorney-General, the latter had instructed him to ascertain the names of the wholesalers allowing the discount referred to by Mr. Scott. Mr. Scott was not immediately called but was heard later.

Milton Corke Testifies

Milton Corke, of the Loblaw Groceteria Co., Toronto, was the next witness. This company has six stores in Toronto. He did the buying for these stores.

Questioned as to the buying of Gillett goods, he stated that he got a five per cent. discount off the invoice price. He had bought Gillett goods from five wholesalers, and received the discounts as stated.

"Have you received reductions in goods bought from wholesalers because you bought Gillett's goods?

Objection was made to this question, but the witness replied that it had never happened, but the suggestion had been made to him.

He mentioned the names James Lumbers, John Sloan, Groceries Limited, and Medland Bros., before the latter were cut off, as wholesalers who had allowed the discount on Gillett lines.

"How about starch? Do you buy it at the list price?"

"No, I buy it at from 8 to 10 per cent. off."

"You have had it from more than one?"

"Yes, from three."

Asked to name them, witness objected to do so. He declared that he had given his word of honor not to do so. His Lordship declared that there was no alternative but to answer. If he refused he must be committed for contempt of court. The witness asked to have until morning to think it over and to consult his lawyer. The Court granted his request, but stated that if the Attorney-General wanted the information he must have it, no matter what his solicitor advised.

Tells the Name

Wilfred Scott, recalled, stated that he had not in the last fifteen months received any rebates. The discount he referred to came through J. C. Knowles, of the Canada Brokerage. He had no agree-

ment nor understanding that he would receive a rebate.

"Do I understand this cash rebate was received from Mr. Knowles, of Canada Brokerage, only?" Mr. McKay asked.

"Yes."

"The incident you have in mind about this discount is all in regard to a transaction with Mr. Knowles and him alone?"

"Yes."

Should Be No Fixed Prices

Thomas Cleaves, retail grocer at 1862 Queen St. E., asked about buying E. W. Gillett goods, stated that he used to get five per cent. discount when he bought five cases. He does not get it now as he buys less. There were several lines a few years ago on which there was a discount of five per cent. but not so now. As to Canada Starch, he did not get a discount, but on purchases of ten case lots he got a slight reduction. Ten years ago when he started in business there were certain well-known lines on which he got five per cent.

"There should be an open market to everything," witness interjected. "There should be no fixed prices. If the man around the corner wants to sell at only a cent profit, that is his business."

H. A. Campbell, retail grocer at 679 St. Clair Avenue W., was called. He buys Gillett goods and in five case lots. He gets a five per cent. discount.

J. F. Dove, 379 Gerrard E., stated that he had had no credit notes from wholesalers on Gillett goods. He had a discount off the invoice price.

Mr. Galbraith, traveller for James Lumbers Co., was called. He sells Gillett goods at the list price, and he added that he could not recall ever having sold under the list price.

"Has your firm ever given rebates on Gillett goods, in the way of credit notes, lower prices on other goods, or such like?"

"Not that I know of."

"Have you anything in your mind as to ever having done this?" His Lordship asked.

"I have no specific case."

Receives as Much as Eight Per Cent. Discount on Some Lines

Milton Cork of Loblaw Groceterias, Tells of Discounts He Receives in Making Certain Purchases—Rountree & Sons, West Toronto, Also Testifies

WHEN the court opened on Tuesday morning Henry Rowntree was again called to the stand. At the Monday sitting he was given time to produce certain invoices. He here produced an invoice from the Canada Brokerage Co., showing purchases of Gillett goods on which he had received a 5 per cent. discount on purchases of five or more cases. He also showed a credit note. Questioned as to the purchase of Canada starch, witness stated that he got a discount on purchases but he could not produce the invoice as he was not aware that it was required.

"Have you bought shredded wheat at a lower price than listed?" Mr. Roebuck asked.

"Can you give us the full particulars as to when, where and from whom you bought these goods, also the quantities?" asked His Lordship. His Lordship would not admit the question unless witness could give all the particulars. The question was therefore ruled out.

"Do you ever find yourself overstocked?" Mr. Hellmuth asked witness in beginning his cross-examination.

"No."

"You never have an overstock or an understock?" Mr. Hellmuth repeated.

"No."

"You always have just the right amount of stock of each line?"

"Yes."

"Are there many merchants like that?"

"I think so."

Takes a Loss

"Can you say that you have no stock on your shelves that you could now buy lower to-day than what you paid for it?"

"Our stock is very light."

"That is not an answer." Mr. Hellmuth pressed his question.

"Yes, I have."

"Then you are in that position of being overstocked?"

"What do you do with these goods bought at a high price? Do you sell them at original price?"

"No, we take a loss."

"You can understand, Mr. Rowntree, that the manufacturer of any given article has from time to time to revise his list?"

"Yes."

"Gillett's, for instance, put out their price list at beginning of year. During the year certain costs decline, and the price is lowered. On the other hand, increases are made as costs advance. There is nothing dishonest about that, is there?"

"No. That is the way it operates," replied Mr. Rowntree.

"The grocer who buys stock after it goes up is entitled to sell it at that price, plus a reasonable profit, isn't he?"

"He can use his own judgment."

"I am not asking you that. I want to know if he is not entitled to this price plus a profit."

"I don't know."

Milton Cork Again Heard

Milton Cork, recalled, was again questioned re the purchase of starch. Since last October he had been allowed discounts on list prices from S. P. Wilson, Medland Bros. and W. F. Morley. It was named on the invoice and deducted in settlement.

"In the case of shredded wheat have you bought it from a wholesaler at less than list price?" asked Mr. Roebuck.

"I bought some from Morley last summer at a discount of 8 per cent. Prior to June last the discount was 7½ per cent."

"What about corn flakes?"

"I bought corn flakes too from W. F. Morley at less than list price."

"Have you bought other goods?"

"Rolled oats, corn starch and syrups. I bought them from W. F. Morley too, at the same discount."

"What would be the effects on the consumer if you did not get that 8 per cent.?"

"We could not sell as cheap."

"You are very keenly alive as to any unfairness in a selling price to you, are you not? If the department store offers an article lower than you can, it hurts your business?" began Mr. McKay.

Small Grocer Will Survive

"Doesn't it follow that losses in business have to be taken care of?" interjected His Lordship.

"My losses have never interfered with my success in business," rejoined the witness.

Mr. Cork here expressed the opinion that the small grocer would always exist.

"The corner grocery will only persist because people will be willing to pay him higher prices while they know they can purchase cheaper elsewhere. Is that it, Mr. Cork?" Mr. McKay asked.

"Yes."

"The man who buys in large quantities will always get a better price?"

"That is the way it has always happened and always will happen," Mr. Cork responded.

"The man who buys 500 cases should have a better price than the man who buys 100 cases?"

"A wholesaler might question the wisdom of selling that much."

"I was just using those figures as an illustration."

"Service is what the people want, isn't it?"

"They get too much waiting on."

"Don't you think that the man who is giving service should be entitled to as fair a price as the man who is able to buy in larger quantities?"

"No, not necessarily so."

A. C. Pyke, secretary of the association, at the request of Mr. Roebuck went into the box and gave to the court an application form and declaration for membership in the wholesalers' association.

See page 26

Counsel For Defendants Asks For A Non-Suit But Are Refused

Defendants' Counsel Asks for Dismissal on Grounds of No Evidence of Undue Fixing of Prices on the Part of Wholesale Grocers

THE evidence of the attorney-general having been all completed at noon on Tuesday, when court resumed in the afternoon, Mr. McKay on behalf of the Canadian Wholesale Grocers' Association asked for a non-suit, pointing out that there had been no evidence produced to show that any effort had been made to fix prices on the part of the wholesalers, nor was there any evidence of a combination for the purpose of unduly interfering with trade. His clients, he pointed out, had acted freely and what they had done had been done openly. He declared that they had done nothing in contradiction of the law. He thought that the matter had been settled before the Board of Commerce, and he asked for a dismissal of the case.

Prices Not Unreasonable

Mr. Hellmuth on behalf of his clients, the E. W. Gillett Co., W. C. Macdonald, Reg'd, the Canada Starch Co. and the St. Lawrence Starch Co., also asked for a non-suit. "There is no reason whatever," he said, "why the Gillett Co. should not enter into agreements with wholesalers, providing their prices are reasonable. I have yet to see it proved that their prices were unreasonable or unjust. There has been no undue enhancement of prices. It is obvious that the manufacturer does not consult the wholesaler as to what his prices are going to be. Because some grocers have been able to get an extra 5 per cent. in the way of discounts it does not mean that others are conspiring to hold up prices. The evidence shows that this discount was received from W. F. Morley, and there has been nothing stated here to indicate that Mr. Morley was not overstocked, and perhaps gave special inducements in order to unload."

His Lordship stated that in any event he would have to reserve judgment, even in the matter of a non-suit. On that account it was agreed to hear evidence for the defendants.

Hugh Blain Testifies

Hugh Blain, president of the Canadian Wholesale Grocers' Association, was first called for the defendants.

"In dealing with the distribution of goods is the wholesaler a factor?" Mr. McKay asked.

"He is an economic factor. He secures the goods from all parts of the world in such quantities as to be able to distribute them to the retail trade as they require them," Mr. Blain replied.

"What do you say as to the necessity of this system?"

"I do not know a more direct or more economical distribution than through the wholesale trade."

"What do you say about certain manufactured lines being sold through the wholesale trade?"

"These lines are not regular wholesale lines. They could be distributed by the manufacturer, but through the wholesale trade they can be distributed cheaper."

Mr. Blain here spoke of some of the accomplishments of the association, what it has done in the interest of the trade and of the ultimate consumer.

Never Try to Fix Prices

"As an association we have never endeavored to fix any price," he added.

"Have you endeavored to exclude competition?"

"No. I have always maintained that the manufacturer has a right to fix his price, but as an association we have never taken any part in the fixing of prices."

"Have you combined to prevent other wholesalers from purchasing goods?"

"No."

The statement is made that you have unduly limited the facilities for manufacture, storing and dealing in commodities? Have you done this?"

"No."

"What would be the effects of the chain store on the wholesale trade if the former continues to carry on?"

"If the chain store developed to the extent that it eliminated the small country store it would result in a monopoly."

Questioned by K. F. Mackenzie, associated with Mr. Roebuck, as to whether it was not a fact that sugar was not a profitable line, Mr. Blain said:

"Take a dollar's worth of sugar. The retailer gets from 8 to 10 cents out of that dollar and the wholesaler gets 4½ cents. We carry it because our customers have got to have it."

"Those who have been opposed to the Wholesalers' Association have held that the manufacturers had no right to name resale prices, and that the association was responsible for this action," Mr. Blain continued. "It is unfair to the wholesale grocer who has to sell to the retail trade for the manufacturer to sell to the retail trade at the same price as to the wholesaler."

Profits on Net Sales 2.12 Per Cent.

Mr. Blain stated that in his own wholesale business, in the past ten years, the company's profits on net sales had been 2.12 per cent., without allowing interest on capital invested. Allowing interest of 7 per cent. on capital, profits were reduced to decimal 44 or 44-100 of one per cent.

"What would be the result if the large retailer is allowed to buy direct?" Mr. McKay asked Mr. Blain.

"It means simply holding an umbrella over the heads of the large retailers, or, in other words, allowing them to do business at the expense of others."

To Mr. Mackenzie Mr. Blain stated that his firm's cost of doing business was between 10 and 11 per cent. on the annual turnover. Stock was turned about seven times a year.

Says Wholesalers Throw Away Profits

Secretary of a Southern Association Contends That Unfair Competition is a Big Cause of Losses And Not So Much Size of Discounts—Urges Taking Proper Margins

R. J. MACDONALD, secretary of the Georgia Wholesale Grocers' Association, is putting out some pretty hot circulars, which attract attention, says the New York Journal of Commerce, but the one he issues on the subject of the jobber's need for an increased profit "is the climax of frankness, evidently based on the idea that the remedy lies within quite as much as outwardly."

"One of the main reasons," he says, "that so many wholesale grocers find that they are not meeting actual expenses is on account of the uneconomic situation of unfair competition that they have themselves created. If this could be done away with, then the basis of profit on which the business is to-day conducted might be amply sufficient.

"Because practically every wholesale grocer finds that he is unable to make his profits meet his expenses of doing business, the cry is being made by many wholesale grocers throughout the country that they will refuse to handle certain articles unless the percentage margin for resale is very materially advanced. Wholesale grocers' associations throughout the country are also encouraging this attitude instead of advising a study of the situation to find out whether increased profit on resale is necessary.

Reasons for Losses

"Naturally, when we find that our business is unprofitable, and the same condition exists with practically every one else in the same line of business, we come to the conclusion that it is because we are not getting a sufficient

margin from the resale of the merchandise we handle. But this is not necessarily the case. In fact, in our opinion, in many cases it is not.

"If all wholesale grocers were taking the profit that they are entitled to; if all wholesale grocers were selling all of their customers on the same price basis, playing no favorites to whom they allowed special concessions; if all wholesale grocers were selling drop shipments of tobaccos, snuffs, cigarettes, soaps, etc., without rebating 5 per cent. or sometimes 10 per cent. of their profit; if all wholesale grocers made such items as sugar carry their fair share of the overhead cost of doing business, and then found that they were not meeting expenses, there might be some excuse for asking the manufacturer to raise his resale price. But, until the wholesale grocer has demonstrated that he cannot do business profitably on the profit already allowed him, he is butting his head up against a stone wall when he demands further margins of profits.

Too Many in Business

"Every increase in margin is just another club to the chain store with which to hit the wholesale grocer, and the retail grocer, over the head. Every increase in margin is just another inducement for some one else to enter the wholesale grocery business, a business in which there are far too many already. Every increase in profit is just an additional argument against the economic necessity of the wholesale grocer, and a further argument in favor of the manufacturer becoming his own distributor.

"What is needed is not increased margins of profit, but the absolute necessity of taking the profit that the wholesale grocer is entitled to. What is wanted is a comprehensive study of the whole situation, a thorough analysis of the distribution of foodstuffs, to find out conclusively where waste can be eliminated. What is required is the elimination of unnecessary duplication of effort and by elimination of unnecessary wholesale grocers and the combination of others effect savings which will permit of the business being conducted on the present margins."

The Income Tax Returns of Partners

The Case of the Merchant Who Gives Goods in Payment for Produce Purchased From Farmers Is Also Dealt With—The Man Who Has Sold Out Must Make Returns for Last Year

Article No. 2, by G. G. YORKE

IN CONTINUING the advice on income tax, I desire to remove all possible obstacles from our readers' path, and while this contribution will deal to large degree with the returns of partners in business I wish to digress for a few minutes in order to deal with produce bought by our readers in rural districts fom their farmer customers and on which the storekeeper makes next to no profit. If he breaks even after allowing for lost egg cases, breakages, and Spring market changes, without counting the time of himself and clerks, he does fine.

Open Produce Account

In most cases produce is taken in for goods traded out. Should there be a few dollars coming to the farmer's wife, the merchant pays out the difference in cash. Now where does he get off at in making his income tax return if he shows his total purchases of produce in detail as goods bought for re-sale, and enters into daily cash sales the amounts of cheques he receives from the wholesale produce firms, and which go into his annual sales, but, on which he makes no profit whatever?

The one best way is to set aside in a separate drawer, or open a new account at your bank, name it "Produce Account," sufficient funds to take care of your purchases for two weeks, say $500.00. Pay from it for all produce bought, and pay into it all cheques received from your wholesale produce firms. It involves very little time or labor, and will save a world of trouble when making your returns, for it is purely an exchange account, and can be ignored altogether when making the income tax return, except you will enter the sum involved in the assets column on page 4 as "cash in hand or at bank."

Two Classes of Partnership

There are two classes of partnerships, active and sleeping. The active partner participates in managing or other active direction of the business and takes his share of the net profits derived from it. He is entitled to a "tax free" income of $1,000.00 if unmarried, also the usual allowances on tax free Victory Bonds. If he be married, his "tax free" income is $2,000.00, the usual allowance of $200 for each child under 18 years, and rebate on tax free Victory Bonds.

Each partner will make out and sign identically similar returns, but showing at foot of page 4 his own share of the net profits, deducting his own personal allowances and enclosing his own cheque to the inspector of taxation. Partners will of course observe last week's instruction regarding pages 2 and 3; where other items enter into their individual cases, they must show every source of income and expenditure required by the department.

A sleeping partner, that is, a person having an investment in a business at a fixed rate of interest, and who receives it regardless of how much or little the store is making in profits, need not make a return of the expenses account. He will show profits, or interest, derived from the business, and state rate of interest thereon—upon page 2 of his income tax return sheet.

Must Still Make Returns

A few days ago a merchant sold out his business. After doing so he asked me if he would be required to make a return of his trading account for last year? I answered yes, just as correctly as if he held the business to-day, for this return deals exclusively with trading in 1920, and does not take into consideration the development of the present year which will require a separate return a year hence.

Real merchants, those who keep common sense books and make their periodical stock-takings, will easily make the grade. But the slipshod, rule of thumb fellow, who guesses everything, including his profits, will receive a rude jolt at the hands of the Inspector of Taxation this year.

FLOUR BUSINESS IN CHINA PROSPEROUS

In recent years the flour business in China has been prosperous. There are more than twenty large flour mills in Shanghai which produce on an average of about 46,000 bags daily. Last year the total output amounted to about 17,000,000 bags. Each week about ten thousand bags are exported to Great Britain, the United States and Japan. Before the European war large quantities were exported to Russia, but now the United States is the largest customer. In the whole country the flour products in one year amounted to about 48,000,000 bags, nearly one-third of which is produced in Shanghai. The value of exports is estimated at about 11,000,000 Taels each year—British Chamber of Commerce Journal.

Food Regulations Now in Effect

Important Facts in Connection With the Selling of Foods, With Which Every Grocer Should Be Acquainted—A Careful Perusal is Advised

Continued from last week

Certified Milk

Milk sold as certified milk shall comply with the following requirements:

(a) It shall be taken from cows, semi-annually subjected to the tuberculin test, and found without reaction.

(b) It shall contain not more than 10,000 bacteria per cubic centimetre from June to September, and not more than 5,000 bacteria per cubic centimetre from October to May inclusive.

(c) It shall be free from blood, pus, or disease producing organisms.

(d) It shall be free from disagreeable odour or taste.

(e) It shall have undergone no pasteurization or sterilization and must be free from chemical preservatives.

(f) It shall have been cooled to 45 degrees Fah. within half an hour after milking, and kept at that temperature until delivered to the consumer.

(g) It shall contain 12 to 13 per cent. of milk solids, of which at least 3.5 per cent. is fat.

(h) It shall be from a farm whose herd is inspected monthly by the veterinarian, and whose employees are examined monthly by a physician.

Condensed Milk (Sweetened Condensed Milk)

Is milk from which a considerable portion of water has been evaporated, and to which sugar has been added. It contains, all tolerances being allowed for, not less than twenty-eight (28) per cent. of milk solids and not less than eight (8) per cent. of milk fat.

Evaporated Milk (Unsweetened Condensed Milk)

Is milk from which a considerable portion of water has been evaporated, and contains, all tolerances being allowed for, not less than twenty-five and five-tenths (25.5) per cent. of milk solids, and not less than seven and eight-tenths (7.8) per cent. of milk fat.

Sub-Standard Concentrated Milk

It is not forbidden to sell milk which has been concentrated either with or without sugar, to a less degree than Condensed Milk or Evaporated Milk, but such milk must be labelled Sub-Standard Concentrated Milk, and neither upon the label, nor upon any descriptive matter, shall it be described as Condensed Milk, Evaporated Milk, or Sterilized Milk, because these terms are legally defined.

Sub-Standard Concentrated Milk shall be labelled in such a way as correctly to inform the purchaser regarding its content in milk fat, and in total milk solids.

Skimmed Milk Products

Skimmed Milk, Separated Milk, (Machine Skimmed) Milk, Etc.

May be sold in condensed form, essentially resembling the articles made from whole milk, and described in Sections 8 and 9 above, with the difference that they do not contain milk fat.

In all these products the word Skimmed shall appear on the label in letters not less than one quarter of an inch in height.

Condensed Skimmed Milk, Condensed Separated (Machine Skimmed) Milk

Is skimmed milk or separated (machine skimmed) milk from which a considerable portion of water has been evaporated, and to which sugar has been added. It contains, all tolerances being allowed for, not less than twenty-eight (28) per cent. of milk solids.

Butter Milk

Is the product that remains when butter is separated from cream by the usual churning processes; or a similar product made by the appropriate treatment of skimmed milk.

Goat's Milk, Ewe's Milk, Etc.

Are the fresh, clean lacteal secretions, free from colostrum, obtained by the complete milking of healthy animals other than cows, properly fed and kept, and conform in name to the species of animals from which they are obtained.

Cream

Cream is that portion of milk, rich in milk fat, which rises to the surface of milk on standing, or is separated from it by centrifugal force, is fresh and clean and contains (unless otherwise specified) not less than eighteen (18) per cent. of milk fat.

When guaranteed to contain another percentage of milk fat than eighteen per cent. (18%) it must conform to such guarantee.

Cream must be entirely free from gelatine, sucrate of lime, gums or other substances added with a view to give density, consistency or apparent thickness to the article.

Cream must contain no preservative of any kind, except that it may contain Boric Acid not in excess of one part in four hundred (1 in 400) and the presence of the preservative must be declared.

Evaporated Cream, Clotted Cream, Condensed Cream, or any other preparation purporting to be a special cream, except Ice Cream, must conform to the definition of cream, and must contain at least twenty-five (25) per cent. of milk fat.

Milk Fat or Butter Fat

Milk fat, Butter fat, is the fat of milk and has a Reichert-Meissl number not less than twenty-four (24) and a Specific Gravity not less than 0.905.

$$\frac{40^\circ\ C}{40^\circ\ C}$$

Butter

Butter is the clean, non-rancid product made by the gathering in any manner the fat of fresh or ripened milk or cream into a mass, which also contains a small portion of the other milk constituents with or without salt, and contains not less than eighty (80) per cent. of milk fat, and not more than sixteen (16) per cent. of water. Butter may also contain added coloring matter of harmless character.

Whey Butter is butter which has been recovered from whey, a by-product of the manufacture of cheese. Whey Butter must possess the same fat content, and the same limit for water as butter above defined; must be labelled Whey Butter.

Cheese

Cheese is the sound, solid and ripened product made from milk or cream by coagulating the casein thereof with rennet or lactic acid with or without the addition of ripening ferments and seasoning, and contains in the water-free substance not less than forty-five (45) per cent. of milk fat. Cheese may also contain added coloring of harmless character.

Skim Milk Cheese is the sound, solid and ripened product made from skim milk by coagulating the casein thereof with rennet or lactic acid with or without the addition of ripening ferments and seasoning.

Goat's Milk Cheese, Ewe's Milk Cheese, etc., are the sound, ripened products made from the milk of the animals specified, by coagulating the casein thereof with rennet or lactic acid with or without the addition of ripening ferments and seasoning.

Ice Cream

Ice Cream is a frozen product made from cream and sugar with or without harmless flavoring and coloring materials and with or without gelatine, gum tragacanth, or other harmless stiffening materials, in amount less than two (2) per cent.; and contains not less than seven (7) per cent. of milk fat.

Fruit Ice Cream is a frozen product, made as described under Ice Cream, but containing sound, clean and mature fruit. It must contain not less than six (6) per cent. of milk fat.

Nut Ice Cream is a frozen product, made as described under ice cream, but containing sound, non-rancid nuts. It must contain not less than six (6) per cent. of milk fat.

Miscellaneous Milk Products

Whey is the product remaining after the removal of fat and casein from milk in the process of cheese-making.

Kumiss is the product made by the alcoholic fermentation of mare's milk or cow's milk.

Milk Powder is the soluble powder product made from milk, and contains, unless otherwise specified, not less than ninety-five (95) per cent. of milk solids, and not less than twenty-six (26) per cent. of milk fat.

Skimmed Milk Powder, Separated (machine skimmed) Milk Powder, is the soluble powder product made from skimmed milk, separated (machine skimmed) milk, and contains not less than ninety-five (95) per cent. of milk solids. The word "Skimmed" shall appear on the label in letters not less than one-quarter of an inch in height.

Malted Milk

Is the product made by combining whole milk with the liquid separated from a mash of ground barley malt and wheat flour, with or without the addition of sodium chloride, sodium bicarbonate, and potassium bicarbonate, in such manner as to secure the full enzymic action of the malt extract and by removing water. The resulting product contains not less than seven and one-half per cent. (7.5%) of butter fat, and not more than three and one-half (3.5%) of moisture.

Homogenized Milk

Is milk which has been treated by a machine known as a homogenizer. By the action of this machine the fat globules of milk are broken, and the fat tends to remain in permanent emulsion. The food value of the milk is not affected by this treatment; and its constants remain as in Section 1.

XVII.—Molasses, Etc.

1. Massecuite, melada, mush sugar and concrete are products made by evaporating tho purified juice of a sugar-producing plant, or a solution of sugar, to a solid or semi-solid consistence, and in which the sugar chiefly exists in a crystalline state.

2. Molasses is the product left after separating the sugar from massecuite, melada, mush sugar or concrete, and contains not more than twenty-five per cent. (25%) of water and not more than five per cent. (5%) of ash.

3. Refiners' syrup, treacle, is the residual liquid product obtained in the process of

refining raw sugars, and contains not more than twenty-five per cent. (25%) of water and not more than eight per cent. (8%) of ash.

Pepper

1. Black Pepper is the dried immature berry of Piper nigrum and contains not less than six (6) per cent. of non-volatile ether extract, and not more than seven (7) per cent. of total ash, not more than two (2%) of ash insoluble in hydrochloric acid. extract; not more than four (4) per cent.

2. Ground Black Pepper is the product made by grinding the entire berry, as above, and contains the several parts of the berry in their normal proportions.

3. White Pepper is the dried mature berry of Piper nigrum, from which the outer coating, or the outer and inner coatings have been removed, and contains not less than six (6) per cent. of non-volatile ether of total ash; not more than five-tenths (0.5) per cent. of ash insoluble in hydrochloric acid.

4. Ground White Pepper is the product made by grinding the berry as above described, and conforms in its composition to the standards as above for White Pepper.

Preservatives

Foods intended for export may contain preservatives, provided that both in specific character and in amount such preservatives do not conflict with regulations in force in the country to which export is made.

It is forbidden to add any preservatives whatever to milk, or any other preservatives than those in Class 1 to foods intended for the use of infants or invalids.

Class 1

Preservatives which may be used without declaration of their presence, provided that such use does not conflict with any other statutory regulations:

Common Salt.
Sugar.
Saltpetre.
Wood Smoke.
Vinegar.
Acetic Acid.
Spices.
Alcohol.

Class II

Preservatives which may be used until further notice, provided that no more than one kind of preservative substance, named in this list, shall be added to any one kind of food, or to any mixture of two or more kinds of food; that the amount of preservative shall not exceed the maximum amount herein named, and the presence of the preservative shall be declared on the main panel of the main label.

Regarding this class of preservatives it is to be noted that toleration of their use is dependent upon the fact that available evidence concerning their physiological action is not considered sufficient to prove that under the prescribed regulations they are harmful to health in such degree as to bring them under Section 3 (f) of the Food and Drugs Act, which reads as follows:

"Food shall be deemed to be adulterated within the meaning of this Act, if it contains any added poisonous ingredient, or any ingredient which may render it injurious to the health of the person consuming it, whether added with intent or otherwise."

Should satisfactory evidence of the harmfulness to health of any of the preservatives named in Class II be forthcoming, such preservatives would immediately fall under the condemnation of the Food and Drugs Act and foods containing such preservatives would be declared to be adulterated:

1. Boric Acid (Boracic Acid) or Borax.
   Limit: 1 part in 400 Cream.
   Limit: 1 part in 200 butter and other foods.
2. Benzoic Acid (Benzoate of Soda).
   Limit: 1 part in 1000 parts.
3. Salicylic Acid.
   Limit: 1 part in 5000 parts.
4. Sulphurous Acid (Bisulphite of Soda, Potash or Lime).
   Limit: 1 part in 10000 parts in beverages.
   Limit: 1 part in 2000 parts in solid foods.
5. Saccharin.
   Limit: 1 part in 1500 parts in beverages.
   Limit: 1 part in 700 parts in solid foods.

Note.—This substance shall not be used to take the place of sugar in any food in which sugar is employed as a source of nutriment, or for its feeding value. Where sugar is used only as a sweetener, saccharin may replace it under the conditions defined above.

Class III

Preservative substances which are prohibited from use in foods:

Formaldehyde (Formalin).
Beta-Napthol.
Abrastol (Asaprol).
Hydrofluoric Acid.
Flucrides.
Fluo-Borates.
Fluo-Silicates or other Fluorine compounds.

Sugar

1. Sugar is the product chemically known as Sucrose (Saccharose) and is at the present time found in commerce as obtained from Sugar cane, Sugar beets, Sorghum, Maple and Palm.

2. Sugar whether sold as granulated, loaf, cut, milled or powdered sugar shall contain at least 99.5 (ninety-nine and five tenths) per cent. of sucrose and shall be free from any artificial coloring matter, unless declaration of the fact is made.

3. Icing sugar is a powdered sugar especially prepared for bakers' use and may contain starch, not to exceed five (5) per cent. by weight.

Tea

Tea is the leaves and buds of various species of the genus Camella, prepared by the usual trade processes, and conforms in variety and place of production to the name it bears. Tea is required to fulfil the following requirements:

Botanical Characters.—The structure of the leaf is that of Camella species.

Total Ash.—Shall not be less than 4 per cent., nor more than 7 per cent. of the dry tea (Dry Tea means dried to constant weight at 100° C.).

Water Soluble Ash.—Shall not be less than 3 per cent. of the weight of the dry tea.

Extractive.—The matter soluble in water, under the conditions described below, shall not be less than 33 per cent. in green teas, not less than 30 per cent. in black teas, these percentages being calculated upon the dry tea.

Conditions for Determining Extractive

A fair sample of the dry tea is powdered so as to pass through a sieve 1-8-inch mesh.

2.5 grammes of the powdered tea are treated with 225cc cold, distilled water in a glass flask of about 500cc capacity and fitted with a cork, and glass tube of about 25 inches long, and 1-2-inch diameter, or with a reflux condenser. The flask is rapidly heated until the water boils, and boiling is continued for one hour.

The whole contents are transferred to a 250cc flask and made up to the mark at about 70° C. A filtrate of 50cc (filtered hot) is evaporated to dryness, and weighed. The weight of the residue multiplied by 200 is extractive per cent.

Vinegar

1. Vinegar is a more or less colored liquid, consisting essentially of impure, dilute acetic acid, obtained by the oxidation of wine, beer, cider, or other alcoholic liquid.

2. The term Acetic Acid in the above and in the following clauses is to be understood to mean Acetic anhydride, $C_4H_6O_3$ molecular weight—102; equivalent—51.

One cubic centimetre of normal soda neutralizes 0.051 gramme of Acetic Acid. Hence the number of cubic centimetres of normal soda required to neutralize 100 grammes of Vinegar, when multiplied by 0.051, gives the percentage weight of Acetic Acid contained in the Vinegar.

When the Vinegar is measured instead of being weighed the number of cubic centimetres of normal soda required to neutralize 100 cc of the Vinegar, multiplied by 0.051, gives the percentage weight of acetic acid in 100 volumes of the Vinegar and is stated as percentage of weight in volume.

3. Vinegar shall contain not less than three and one-half (3.5) per cent.; and not more than ten and one-half (10.5) per cent. of Acetic Acid.

4. Wine Vinegar is vinegar made by the alcoholic and subsequent acetous fermentation of the juice of grapes.

5. Spirit Vinegar; Alcohol Vinegar, Grain Vinegar is vinegar made by the acetous fermentation of diluted distilled alcohol.

6. Malt Vinegar is vinegar made by the alcoholic and subsequent acetous fermentation, without distillation, of an infusion of Malt, with or without the addition of other cereals. It is dextrorotatory and contains in 100 cc not less than 1.8 grammes of solids, and not less than 0.2 gramme ash.

7. Cider Vinegar, Apple Vinegar, is vinegar made by the alcoholic and subsequent acetous fermentation of the juice of apples. It is laevorotatory and contains in 100 cc not less than 1.6 grammes of apple solids, of which not more than fifty (50) p.c. is reducing sugars; and not less than 0.25 gramme of apple ash. The water soluble ash from 100cc contains not less than ten milligrammes of phosphoric acid (P_2O_5) and requires not less than 30 cc of decinormal acid to neutralize its alkalinity. 100cc of the vinegar contains not less than 0.15 gramme of glycerin.

8. Vinegar may be made by the acetous fermentation of dilute alcoholic liquids, whose alcohol may have its origin in the fermentation of fruit sugars of various kinds, or ordinary sugar. Such vinegar should bear distinctive names, indicating the source of the saccharine matter.

9. Blended Vinegar is made by mixing two or more of the above varieties of vinegar.

10. Artificial Vinegar, Imitation Vinegar, Vinegar Substitute, Acetar, etc., are solutions of pure Acetic Acid within the limits of strength of vinegar, which acid is not wholly the product of alcoholic and subsequent acetous fermentation.

11. Concentrated Vinegar, Vinegar Essence is a liquid containing more than ten and one-half (10.5) per cent. of acetic acid, whose acetic acid is entirely the product of the acetous fermentation of alcohol.

12. Concentrated Artificial Vinegar, or Concentrated Imitation Vinegar or Imitation Vinegar Essence is a liquid containing more than ten and one-half (10.5) per cent. Acetic Acid, such acetic acid being in whole or in part derived from other sources than the acetous fermentation of alcohol.

13. Concentrated Vinegar, Vinegar Essence and Concentrated Artificial Vinegar, etc., as defined in sections 11 and 12, shall not be offered for sale when the acetic acid content is above twenty-five (25) per cent., unless labelled in such a way as to show plainly that the article is poisonous unless diluted with at least an equal amount of water.

14. In the case of Blended Vinegars, if the varieties of vinegar forming the blend are named, the names shall be printed in the same sized type; and that variety whose name is first mentioned must be present in largest amount.

"Do Not Put Too Much in Windows"

Tendency is to Try and Feature too Many Lines in the One Display—A Display of One Line or a Few Items of Several Similar Lines is the Only Effective Plan

By HENRY JOHNSON, Jr.

A MAN sent me this puzzle: "I buy 100 articles to sell at $10.00, $3.00 and 50 cents each. How many of each must I sell to get $100?" I do not know whether there is a catch in this, but I figure it this way:

90 at 50c is	$ 45.00
5 at $3 is	15.00
4 at $10 is	40.00
Total	$100.00

I suspect that it is required that we dispose of the entire lot of 100. If so, I give up and ask the answer. If not, here is 99 per cent. sold! But the $100 can be obtained by selling six for 50 cents, nine for $3 and seven for $10. This will dispose of only 22 articles.

Anybody know the solution, or whether this of mine is right or wrong?

* * *

In a small Canadian city lives the best grocer I know. He did $119.000 in 1919 with only $5,500 of stock. Thus he turned his stock more than seventeen times. He earned just short of seven and a quarter per cent. net. This summer he took a trip back to his birthplace in England. He could afford to do it! I like him for having the ability to leave his business so organized that he felt safe in going. He wrote me on his return a few weeks since.

The Traveled Grocer

Dear Sir,—We arrived back here September 27th. We came on the Empress of France and with the exception of a touch of seasickness entering the St. Lawrence everything was the best we could wish for. The weather was very unfavorable for getting around much, still we did a little travelling and I had a trip through the Highlands of Scotland as well. We found lots of work and business with high wages and very expensive living. The business methods seemed rather odd to me after an experience in Canada. I found what is also common in this country, that very little attention is paid to window dressing and even where an attempt is made too much is placed in the window, or a real mixup of a little of everything, which does not appeal to my taste. Cost accounting is an unknown quantity except in some of the larger stores. . . . I have read most of your articles. One gave the shrink on bananas and that was interesting to me. I would like to see more on a similar line. As I explained in a former letter, I will try to get some more facts along the line of shrinkage, known and unknown. It seems to me that a good deal of it happens in weighing up when the customers are at the counter. To eliminate some of this I am having tea, sugar, rice, etc., put up in 25c, 50c and $1.00 packets ready for handing out to the customers. . . . Since my return I find we are having a repetition of what happened in 1910-12. Everybody thinks there is a fortune to be made quickly in the grocery trade, so we are having them open up all around. Blanks, who were running a chain of stores when you were here, have changed to cash and carry, with a delivery charge of 20c per order if anyone wants delivery. This general condition has meant a good deal of price cutting. . . . We had a successful lemon display a few weeks ago, adopting the 39c per dozen idea and sold quite a bunch of them. It was very inexpensive as a display. We made a lattice work out of lumber in the car, which cost nothing. All real expense was some crepe paper and the price card. The crepe was white and blue and the lemons against that background made a very attractive picture. I send photograph, thinking you may like to see it. . . . With kind regards, sincerely yours.

This young man has been on this side the Atlantic for about twelve years. When he landed here he had nothing. He went to work for a grocer, saved, took over the store when it ran on the rocks, shouldering a debt of $3,000. Now he owns it, clear, has money ahead, makes a greater average net earnings than any other grocer I know of, and can take a vacation! How's that for a record?

Storing Up New Ideas

Does it pay? I think it does. None of us realizes how we ourselves change in a new environment. It takes a trip back home to grasp that. But in the grasping we get it with a force that makes an indelible impression on us. So what we see we make useful in our business for years ahead. There is, in fact, no educator like travel.

I am not surprised that he found methods very different. I remember how odd they seemed to me when last I was across. But I am surprised to learn that grocers are not scientific in Britain. I thought they were very exact. Probably this is because we learn about them through their association news, and naturally the best specimens are in their associations. Maybe Canadian grocers look good to Englishmen, looking across the pond. Who knows?

My friend is right about window displays. All of us tend to put too much in our windows—on the rare occasions when we make any attempt at dressing or decoration. Yet window artists know that the display of one line or a few items of several similar lines is the only effective plan. Moreover, it is known now to those who study such things that a display should be dressed low down. We must remember that the looker stands close to the window; that the eye travels downward, and that hence the floor of the window is the place to put things to be seen.

Cost accounting? Why, that is something almost unknown in our stores. Grocers everywhere tell me that "it is too much trouble," or "I just can't get the hang of it." Yet is there a thing about the business that does not depend on the grocer's knowing exactly what his goods cost, what is the cost of handling them, what ratio the various classes should bear?

Knowing vs Going It Blind

So well do I remember how, over twenty-five years ago, I was puzzling over what margin different groceries should bear. I talked with a friend of mine also in the business. His reply was: "O, don't bother about that! Get what you can. Get what others get. Go it blind, like the rest of us!" That did not appeal to me, nor did I rest until I had formulated ratios which I determined, from observation and experience, were right for different articles. My friend who "went it blind" failed—quit so far below zero that he never recovered. And that is apt to be the ending of such practitioners. For it's bad to play with your life as though it could be a game of luck or chance. It is going to be hard to "play in luck" on such a plan during the years that lie immediately before us.

Shrinkage on all lines of goods is one thing that must engage our attention. This covers not merely shrink on bananas and other so-called perishables, but all lines. We must remember the loss through mice, when a sack of flour is bitten into—not only the direct loss, but the time consumed in sewing up the hole or resacking. All such things must be remembered, for all of them cost real money. My correspondent's reference to "known and unknown" shrinkage is exceedingly timely. I also would like more stories of actual experiences with ascertaining and stopping similar leaks. We cannot know too much about such things. Packaging in advance will save a lot of this leakage, as he indicates.

"Easy Money" in Groceries

How is it that so many think there is easy money to be made in selling groceries? I think it is the penalty of success. This man makes money and is so evidently successful that those who see his prosperity cannot believe that there is hard work and exact knowledge behind his success. He looks just like the ordinary run of men—until you have been with him and talked with him a while. Then, if you know the business, you realize that he knows it with almost exhaustive thoroughness. This is a point the greenhorn cannot get. He must have his try and lose his money, nor does there seem to be any way to save him.

The lemon story just illustrates again that the merchant who is a seller of merchandise is apt to be successful. Most grocers are buyers—few are real sellers. My correspondent of this week is both!

Wanted: A Square Deal in Accounting

Dear Sir:—I have a problem for solution. Mr. X is employed by a firm that runs two stores. He buys for both stores. All bills come to him and he receives all goods. The man who runs the other store sends to X for different articles, say ten boxes of apples, one case of corn, which order is filled and X charges what is supplied to the other store. The transaction in the office is recorded as a cash sale. Supposing both stores sell $5,000 in a month, how should both stock sheets be correctly figured? . . . I am X in question. Have had years of experience. Before the people for whom I work opened the second store, everything was fine and dandy, but now I find that when I am charged for the goods for the other store and I charge it at cost for what it gets from me, my stock sheets show a poor profit. It seems to me that the goods purchased for the other store should be struck off my purchase account entirely and allowance made for the profit I lose on the transfer.

The contention of my correspondent seems as plain, simple and square as anything could well be. If a man is doing $5,000 per month and showing a normal profit thereon and then, instead of having $4,000 worth of goods charged to him he has $8,000 worth, and then is compelled to sell $4,000 worth at cost, his sales will show up as $9,000. But his earnings in dollars and cents are not greater on the $9,000 than they were on the $5,000, hence are greatly reduced in ratio.

Suppose the absolute net earnings were $150 per month on the $5,000 sales. That would show up to three per cent. on sales, and would be creditable. Now if there are $9,000 sales and still only $150 net earnings, the ratio shrinks to one and two-thirds per cent.

There are two ways to handle this problem. If store number one is to buy for store number two—if the one buyer is to give his knowledge and skill to the second store—then store number two must either pay a salary to the manager or a definite margin on goods transferred. Given absolute laid-in cost in store number one, every expense should be added when transfer is to be made—drayage, handling—and then a margin of, say, two per cent. should be added to each invoice. Or the manager can be paid a salary by the second store. It might begin at, say, $35 per month and be increased as business grew. Then goods might be transferred at cost plus all charges and shrinkages.

Then store number one, in the second instance, would show earnings of $2,240 per year. On $9,000 that would be nearly 2½ per cent. and the increase in volume would justify the lessened percentage because the earnings would be greater in amount. In the first instance the earnings would be $2,600, or just short of the three per cent. now averaged.

Fruit Crops Will Be a Fair Average

Open Winter Has Apparently Had No Damaging Effect Upon the Trees and Vines—Prospects Look Promising if No Heavy Frosts Now Occur

THERE is every indication that the fruit crops this year will be a fair average, providing weather conditions continue favorable. The open winter has apparently had no damaging effect upon the trees and vines, and from interviews with growers in the Niagara peninsula Canadian Grocer has learned that the prospects look very promising, although it is yet a little early to make any definite predictions. Many of the plants are further advanced than usual at this season, and severe frosts now would seriously cut down the crop. The present condition of the various fruits averages as follows:

Strawberries.—The plants have wintered fairly well and patches which were well covered are in good condition, whereas patches that were not covered are sure to be more or less damaged. Growers do not look for as heavy a crop as either 1919 or 1920. The acreage is slightly increased this year.

Raspberries.—At present they look exceptionally well and with the mild winter weather there was practically no freezing of the canes. There should be a big crop if weather conditions from now on are favorable.

Red and black currants and gooseberries.—These are very far advanced and look promising for a good crop. Heavy frosts will do considerable damage.

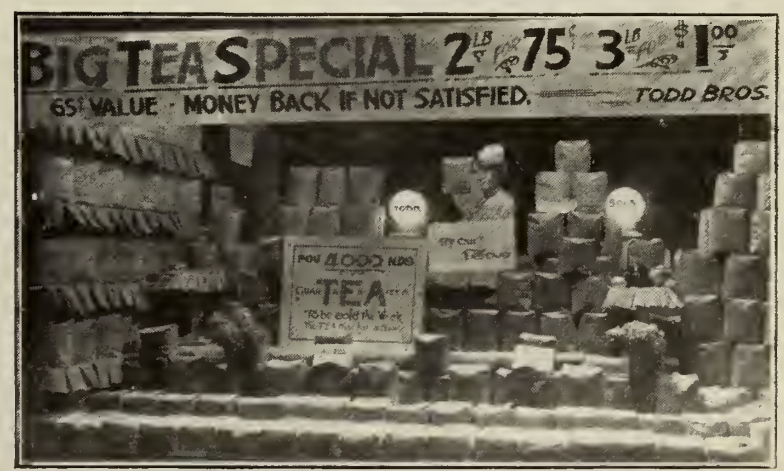
Peaches.—These promise to be a good average yield and there seems to be a goodly number of fruit buds.

Plums and apples.—It is rather early to gather anything definite about these fruits, but in view of the exceptionally large crops last year, it is expected that the crops this year will be light.

Sweet cherries.—The buds swell very early and are now quite far advanced. Frosts under the present condition would undoubtedly do some damage.

Sour cherries.—This variety promises to be a fair crop.

Sells Nearly 2,000 Lbs. of Tea In a Week From a Display



Widow display of tea put in by Todd Bros., Guelph, Ont. In sending in this photo A. H. Todd said: "We have had quite a selling campaign on tea. During the week we sold nearly 2,000 pounds, which we consider well worth the effort." The window was dressed by George Price.

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WHAT ABOUT THE TAX ON TEA?

IS the tax on tea likely to be increased? This is a question that many of the importers are asking themselves at the present time. In fact, this sentiment is expressed by some in very forceful terms and one importer stated that he would not be surprised if the tax was raised to 25 cents per pound. Another large importer said they have received a shipment of one thousand chests of tea and they were immediately taking it out of bond instead of leaving the shipment in bond, as is the usual custom, and clearing from the Customs as required.

There is already a tax of seven and ten cents per pound on tea, and it has been one of the easiest taxes to collect simply because the public generally are not aware of the fact. There never was a time when revenue was needed so badly to the country or a time when it was so difficult to collect. Revenue must be raised. But why increase the tax on a commodity that is already bearing its share of the burden?

The consensus of opinion, generally, is that turnover tax should be placed at the source of manufacture or import, and there is no better example of its feasibility than as evidenced on tea.

BUYING SPACE IN NEWSPAPERS

THERE has just come to our desk a copy of a daily newspaper of a recent date containing the advertisement of a merchant who continues to advertise "Christmas Groceries and Fruits."

The space occupied by this advertisement is 4½ by 6 inches in size and no doubt cost the merchant quite a sum of money—money spent that will bring the merchant absolutely no return for his investment. Buying space in newspapers is splendid investment if that space contains some real live news or tells something about some seasonable merchandise, saying it in such a way that it will create in the minds of the readers a desire to possess that article.

It may have been an oversight on the part of the merchant who advertises Christmas goods in March, but it would have been a small matter for the newspaper to have drawn the merchant's attention to it and thereby save both him and the paper a certain amount of ridicule.

WHOLESALERS' PROFITS

ON another page of this issue is an interesting little article on the question of wholesalers' profits. It comes from the pen of the secretary of the Georgia Wholesale Grocers' Association, and is reproduced from the New York *Journal of Commerce*. He contends that the wholesalers' complaint that they are not getting a sufficient margin from the resale of the merchandise they are handling is not the real fact of the matter. The whole truth of the case, he frankly admits, is that wholesale grocers, in the majority of instances, are not taking the profits that are rightly theirs. There has been too much difference of prices to different customers, too much allowing special concessions to favorites, too much rebating five and ten per cent. on drop shipments of tobaccos, soaps, etc., and not making such a commodity as sugar carry a fair share of the overhead cost of doing business.

The assertion in this article that sugar is not made to carry its proper apportionment of costs, and sold at a sufficient profit, is borne out, it would seem, in the statement of a Canadian wholesale grocer, in his evidence before the court this week, and which is reported in this issue. He stated that out of the sale of one dollar's worth of sugar in a retail store, the wholesalers' portion of the transaction was four and a half cents. He admitted that sugar was not a profitable line, but must be carried for the customers' convenience.

Let the wholesaler take the profits that belong to him, and let him so study his distribution of foodstuffs that his costs are more evenly spread over his various commodities, that one line is not merely carried along at the expense of another. If the wholesaler takes his proper margins on all the commodities that he carries, he will not have occasion to worry about increased margins on resale of manufacturers' goods.

EDITORIAL BRIEFS

A CERTAIN chain store recently launched a unique idea for increasing the sale of oranges. In each of their stores they placed a box of the small size oranges beside the cash register and instructed the cashier to ask permission of customers to give them an orange instead of a copper in change.

* * *

The constant dripping water wears away the hardest stone,
The constant knawing Towser masticates the toughest bone,
The constant cooing lover carries off the blushing maid,
But the constant advertiser is the man who gets the trade.

—H. V. S.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIMES

Fredericton Co-operative, Ltd., an organization sponsored principally by members of local labor unions and the local teachers' organization, to carry on a retail grocery business, has gone into liquidation.

QUEBEC

J. E. Paulis, manager of the D. Hatton Co., Ltd., fish dealers in Montreal, was out of the city the latter part of the week on a pleasure trip to Clarenceville, Que.

C. T. Lemoine has bought the grocery business of J. O. Des Rochers, 534 St. Denis St., Montreal. Mr. Lemoine was formerly a grocer in Sorel, Que.

Herbert Taylor has come from the North of England to be manager of Almy's, Ltd., new grocerteria which was opened this week. Mr. Taylor has had considerable experience in managing grocery stores in England and may bring some new ideas to the trade in this country.

ONTARIO

Mr. Ryan, Toronto, has sold to J. P. Price.

W. H. Lanning, Ottawa, Ont., is retiring from business.

Robt. Cook, Cobden, Ont., recently suffered a loss by fire.

A. & E. Woodruff, Toronto, Ont., have sold to Headley & Binns.

H. Boilleau has recently opened a grocery store in Cornwall, Ont.

Mrs. E. Harper has opened a grocery store at 326 Leslie Street, Toronto.

Waite & Sherman have purchased the business of A. D. Pleet, Pembroke, Ont.

H. Dallyn, St. Thomas, Ont., has sold the Talbot St. store to Robt. McCulley.

W. G. Patrick, of W. G. Patrick & Co., Toronto, was in Montreal this week on business trip.

G. G. Brereton has commenced business at 1438 Gerrard Street East, Toronto.

A. Hagmeier, Hespeler, Ont., has sold his business to Hiscox Bros., of Teeswater and Guelph, Ont.

Harvey Mitchell, London, Ont., has sold his Richmond St. store to I. E. Feeder.

Harris Bros., Chedoke, Ont., have sold the grocery business to S. R. Weaver and the meat business to W. Bridgewood.

Work has commenced on the new packing plant to be erected in Kitchener, Ont., by the Dumart Packing Co., Ltd. The plant will have a capacity of 1,200 hogs per week.

A. W. Littleproud, who recently disposed of his milling business at Inwood, Ont., is moving this week to Sarnia, where he will open a grocery store.

W. Halls, of Mitchell, Ont., has rented the bakery shop in connection with the grocery of W. H. Linderman at West Lorne and is moving there this week.

Garnet Judson has joined the sales staff of the Ouellette grocery at Wallaceburg, taking the place of Miss Margaret McDonald, who recently resigned to accept a position in the postoffice.

The Home Dairy Co., of Halifax, has leased premises on Dundas Street, at London, Ont., and will shortly open a retail store for the sale of dairy products.

Herbert Eedy, of Ellice township, has purchased the grocery business and bake shop of George Guenther at Milverton, Ont. Mr. Guenther will go farming for the present.

The Canadian Tank & Pump Co., Limited, opened on Monday last a general office and warehouse at 119 Adelaide St. West, Toronto. They will handle the Wayne oil and gasoline storage systems, etc. A. W. Clark is the general manager.

In an early morning fire at Coatsworth, Ont., the store of A. C. Martin was completely destroyed. The blaze started in the store while Mr. Martin and family were away visiting friends at Wheatley and spread to adjoining premises, causing a loss of $15,000.

New Canadian Manager For Postum Cereal

R. K. McIntosh has become general manager for Canada of the Canadian Postum Cereal Co. Mr. McIntosh's name is a familiar one among the cereal trade of the country, also to the wholesale grocery trade.

For some years he was with the Canadian Cereal & Milling Co. Five years ago he joined the Battle Creek Toasted Corn Flake Co., of London, Ont., and has been manager of that company up to the present time. Now he becomes the Canadian general manager of the Postum Cereal Co. His headquarters will be in Toronto. He still, therefore, retains his connection with the cereal trade with which he has been associated for so long a time.

WALTER M. LOWNEY, CANDY MANUFACTURER, HAS PASSED AWAY

Atlantic City, N.J., April 7.—Walter M. Lowney, of Boston, widely known candy manufacturer, died suddenly at a hotel here on Monday of heart disease. He was 65 years old. Mr. Lowney was born at Sebec, Maine, and was educated in the public schools of Bangor. He married Nettie Bolton, of Bangor, in 1877.

Foreign Enquiries For Canadian Foodstuffs

Manufacturers desiring names of foreign buyers as referred to below can secure them by writing Canadian Grocer, University Avenue, Toronto, and giving number of enquiry.

2827. **Foodstuffs for Bohemia.**—A society of traders at Prague, Bohemia, wish to get into touch with Canadian exporters of wheat, rye, lard, evaporated, condensed or powdered milk, and other produce.

2828. **Canned goods.**—A manufacturers' representative in good standing wishes to obtain a Canadian agency for canned meats and canned fish for Barbados.

2829. **Apples.**—A Cape Town commission agent, in close touch with fruit buyers throughout South Africa, desires to correspond with New Brunswick, Nova Scotia, or British Columbia exporters of Canadian apples with a view to securing shipments of 1921 crop.

2830. **Flour for West Indies.**—A firm of manufacturers' agents in Trinidad, B.W.I., wish to be put in touch with Canadian millers who desire representation in the West Indies.

2831. **General groceries.**—A commercial agent in Barbados wishes to obtain a Canadian connection for the supply of general grocery lines. Good references can be given.

2832. **Alimentary products.**—A firm of importers and exporters in Czecho-Slovakia wish to get into communication with first-class Canadian firms exporting wheat, rye, rice, lard, evaporated or condensed milk, powdered milk, and other food products.

2833. **Canned fish.**—A firm of importers and commission agents in Antwerp, Belgium, desire to get into touch with exporters of canned fish in Canada.

Would Welcome Canadian Goods in British West Indies

A Canadian Spending the Winter in the Bahamas Writes Canadian Grocer U.S. Goods Predominate, Much to the Regret of British Subjects in the Islands

THE following interesting letter was recently received by Canadian Grocer from Morley Pettit, who is on a trip to the British West Indies. Mr. Pettit is a member of the Pettit Apiaries, Georgetown, Ont.

The Editor, Canadian Grocer:

After several winters in different parts of Southern Florida I am enjoying my first winter in an island of the British West Indies. Being a loyal Canadian it gives me pleasure to find that such delightful winter weather exists on British soil. We have been here for over a month already and have not yet experienced such oppressive heat nor such chilling cold as we would be sure to have endured in plenty during that time in Florida. In fact the climate is so far ahead of anything in Florida, according to my experience, and the natural attractions of the place are so great that it is a source of amazement to me that so many Canadians spend their time and money in that state and so very few find these delightful British isles of eternal sunshine.

Enterprising Americans

Our progressive neighbors of the U.S.A. are by no means so slow in finding out a good thing, for in spite of the fact that it is next to impossible to pry loose in New York or in Florida any information about the place or how to get here, they are coming here by the scores and hundreds. They are coming not only for rest and relaxation and to escape the Great American desert, as it were, but they are rapidly taking up all the good business opportunities both as to the products and the imports. Although the inhabitants of all colors and sexes are to a man intensely loyal subjects of the King they have small option but to sell all their products to and to buy all their supplies from some enterprising American firms.

"Made-in-U.S.A." Goods

I am not a grocer nor manufacturer, only a producer of one line which grocers handle, but I have been doing a lot of thinking since coming here. The grocery stores are stocked with practically everything that Canadian firms advertise in Canadian Grocer columns: grape juice, and jams of all northern fruits, all sorts of prepared foods and tinned meats, flour, tobacco, canned salmon, sardines, etc., oatmeal and cereals, evaporated and condensed milk, tea and coffee, bacon and other cured meats, soap. I have not seen dried apples but dried peaches and apricots are plentiful. Then there are several varieties of northern fruits canned, also corn, peas, tomatoes, etc. Practically without exception these are proudly branded as "Made in U.S.A." When we eagerly grasp a can with a familiar label we find to our regret that it is from the United States factory of the firm we know well at home.

Resent This Condition

The people resent this condition but seem to be powerless to help it. They greet a Canadian almost as a brother. This is true particularly of the younger men, the ones who served in the Great War, many of whom went to Canada to enlist. The older ones who did not have that advantage have a warm feeling but vaguer ideas. One intelligent mechanic in a garage, a white man, finding that I was from Ontario asked if that was not the largest town in Canada. I tried to explain that Ontario was a province. He looked blank and repeated that he knew a man once before who was from Ontario, and he understood that it was a very large town, in fact "the largest town, or province, in Canada." There was nothing more to be said.

Of course lack of transportation has been a hindrance to Canadian business Handle.shr shr shr shr shr shr shrdluu connections heretofore, but there is now a new line of Canadian steamers running from Halifax to Nassau, Kingston and Belise. I understand that as soon as navigation opens in May these steamers will go up to Montreal. The Bahamas have a uniform import duty of 12½ per cent. on practically everything but liquor, and the new Canada-West Indian pact cuts that in half, if I am not mistaken.

Warmly Welcome Canadians

I am sure that representatives of Canadian firms would be warmly welcomed by Nassau dealers, and no doubt they would get good business all through the British colonies in this part of the world. Just one complaint so far have I heard, which by the way shows the temper of the people. It is said that some Canadian firms demanded payment for Canadian goods in New York funds. The story goes that while quite willing to pay United States firms with United States funds, loyal Nassauvians insist on paying Canadian firms with Canadian funds or not at all. Can you blame them? The Royal Bank of Canada has a good live branch here and is quite capable of looking after business of that nature.

Yours very truly,
Morley Pettit.

Toronto Retail Grocers Discuss Early Closing

Toronto, April 5.—The regular monthly meeting of the Toronto Retail Grocers' Association was held this evening, Robert Dowson, president, occupying the chair. The early closing movement was discussed but no new phases in the situation materialized. It was finally decided to let the matter rest until the final reading in the House on the amendment to the Curry bill. A new grip will be taken by getting out a new petition, as it seems that the whole cause of the trouble has been the oversight in waiting too long a period after the petition was signed by the merchants before bringing it before the city council.

Members were urged to send in their income tax returns as soon as possible. J. B. Folk, secretary, read an article from Canadian Grocer on the proper method in making returns for the income tax. Mr. Folk also referrred to another article in Canadian Grocer on the pure food regulations and urged all members who were not receiving the Canadian Grocer to procure a copy containing these articles and file for future reference.

The question of a picnic was discussed but nothing definite was decided. It was finally left to Robert Dowson and J. B. Folk to interview the butchers with the object of joining forces with them for one big outing.

A GREAT IMPROVEMENT IS NOTICEABLE IN BUSINESS

London, Ont.—Discussing with Canadian Grocer the outlook for business, a manufacturer here stated that a great improvement was noticeable.

"We have our full staff of 150 employees back at work again," he said, "and we are expecting that in the course of a couple of weeks if business continues brisk that we will add 50 additional hands.

Joseph Nolan, of the McLeod-Nolan Co., stated that trade is steadily improving and that the outlook in the Western provinces is particularly good.

SEVERAL SMALL SUGAR BEET FACTORIES

London, Ont.—One result of the failure of the sugar beet growers of this district to accept the contracts of the company may be the location of several small factories at various points. Negotiations are already under way for the location of a sugar beet factory at Dresden. Beet growers in the district are ready to contract for 20,000 acres of beets for three years.

NEWS FROM WESTERN CANADA

WESTERN

Reliance Ink Co., Ltd., of Winnipeg, Man., have appointed H. P. Pennock & Co. as agents for Western Canadian territory for Reliance ink, mucilage, water glass, etc.

The United Commercial Travellers of America held a final dance and entertainment at the Royal Alexandra Hotel, Winnipeg, on Saturday evening last. The committee in charge prepared extra attractive features for this occasion. More than 1,400 guests were present.

George McLean, of the G. McLean Company Limited, wholesale grocers, Winnipeg, is confined to his home with a slight attack of la grippe.

W. A. Bowron, of Bowron Bros., Limited, Hamilton, Ont., is on a business trip to Winnipeg this week, covering the territory in the interest of his firm. Stroyan-Dunwoody Company are their Western representatives.

Paul Findlay, perhaps better known to readers of Canadian Grocer as Henry Johnson, Jr., will address a meeting of the Vancouver retail merchants on the evening of April 14.

Stroyan Dunwoody Co., manufacturers' agents and brokers, of Winnipeg, are now established in Fort William, Regina, Saskatoon, Calgary, Edmonton and Vancouver. W. W. Stroyan has just returned from a trip to the Coast and he states business is showing a decided improvement. J. M. Dunwoody is now on a trip to the East, where it is his intention to secure Eastern representatives and open offices in Toronto, Montreal and St. John. The firm have taken over the agency for Burdick's marmalade for Alberta.

Wholesale House In Vancouver Now Has New Owners

Vancouver (Special).—One of the older Vancouver wholesale houses changed hands recently with the sale of the A. & A. DesBrisay & Co. business to J. A. Thompson and J. H. Elliott. The business at 116 Water Street will be conducted under the firm style of A. DesBrisay & Co., Ltd., with Mr. Thompson as president and Mr. Elliott as manager.

Mr. Thompson is known to many Winnipeg business men, having been active in the hardware and lumber trades. Mr. Elliott comes from Carnduff, Sask., where he was engaged in the retail grocery business. In fact Mr. Elliott was in every sense a pioneer, having been associated with the grocery business for almost thirty years.

The business as conducted in the past was largely serving the hotel and restaurant trade but the activities of the new concern will be broadened to take in regular wholesale grocery services.

Associated with the new management are H. W. Hodge, lately with A. MacDonald & Co., Vancouver, and R. Baxter, who was associated with the MacDonald Co. in Winnipeg.

Heroine of Loos Is Now Serving In a Grocery

Paris, March 31.—In the remnants of a. street in Bethune, where tin shanties and wooden huts have taken the place of the decent houses which stood there before the war, there is a grocery store which bears on its sign the name "Moreau." Within one can buy a hundred and one things, as is the custom in such stores in France. The shop girl is a young woman with grave eyes and a forehead bound round with long strands of black hair. She has a quiet, good humored efficiency in all she does, and anyone entering the shop casually would remember her with pleasure. On her bodice she wears the tiny green and red ribbon of the French War Cross.

She was the first woman ever to earn such a distinction, and she won it at the same time she won the name "The Heroine of Loos." At that time the photograph of Emilienne Moreau was in every newspaper in France. She was received by President Poincare, and the British Government gave her a military decoration. Among the heroines of the war she still stands among the first for the courage with which she met danger and the devotion she showed to her family and to the allied cause.

In her first encounter with the Germans when they entered Loos in 1914 she saved her father when he was about to be executed, with others, on the groundless charge of having fired on the German troops. When he died as the result of the harsh treatment he had suffered, although she was then only 17 years old, she stole planks from the Germans, and with her own hands made a coffin for him when no one else would do so.

Kept Watch From Roof

During the British attack on Loos in 1915, she sheltered her mother and younger brother and sister in the cellar of their house, but herself kept incessant watch over the fortunes of the battle from the roof.

When, after three days' bombardment, the Highlanders entered the city she was the first to meet them and guide them through the streets after the retreating enemy. Before any ambulance arrived she organized a relief post for the wounded and nursed them herself.

The rest of the war she passed in the army zone with her mother and family, and with the British soldiers in that area the name of Emilienne Moreau was one of the most honored.

It is, thanks to some of them and their officers, that she and her mother have been able to open the shop, which is now theirs. There she serves her customers modestly and simply. A French writer, who has interviewed her in her shop, says of her:

"This great French woman shows by her example that, though one has known the smoke of battle and of glory, one need not disdain that of the kitchen. This young woman, who had every kind of courage, has now that of the model housewife. The lesson is not without beauty."

SEND IN PHOTO OF YOUR WINDOW DISPLAYS

Readers of Canadian Grocer are constantly making special window displays, pictures of which Canadian Grocer would be glad to obtain for the purpose of reproduction. We will pay up to three dollars for each acceptable window sent in, the photograph to be at least six by eight inches. The live merchant is always displaying some line of goods in an effort to stimulate sales, and we want to get these displays from time to time. Windows of housecleaning merchandise, of jams, of fresh fruits, of canned goods, in fact of all products sold in a grocery store, will be appreciated, and subscribers are asked to send them to Canadian Grocer, accompanied by invoices of cost of the same in duplicate. You will be making a feature in your windows of special lines from time to time. Many attractive displays will be made. Let us have a photograph of yours.

NEW TANGLEFOOT PRODUCTS

The O. &. W. Thum Co., of Grand Rapids, Mich., is putting out two new Tanglefoot products, namely Tanglefoot Roach Powder and Tanglefoot Ant Powder.

An Alternative to the Turnover Tax

Vancouver Merchant, in Making a Suggestion, Believes That There Is a Better Way Out Than in the Proposed Turnover Tax—Mentions a Few Objections to a Turnover Tax

TO the Editor, Canadian Grocer.

Dear Sir,—Can you afford space for some remarks on the very interesting article advocating a "Tax on Turnover," by Austin Campbell in yours of March 18, just to hand?

Mr. Campbell reasons that because "The ultimate consumer enjoys the benefits and protection of government—any just tax must be borne by all the people equally in proportion."

In proportion to what? Age, weight, height, or wealth? Or does he mean "in proportion to consumption?" And does he infer that the ultimate consumer enjoys the benefits and protection of government in proportion to his consumption?

I would respectfully suggest that government benefits and protection are now enjoyed on the basis of property owned in greater measure than on the basis of goods consumed, and that this state of affairs is what a just tax ought to take account of.

In Proportion to Benefits

If Mr. Campbell had stated that a just tax should be borne by the people in proportion to the benefits enjoyed through its expenditure he would make a stronger appeal to our reason. As merchants we believe that we should give and get payment for value received, and that "fair exchange is no robbery," to quote an old proverb. But what other name than "robbery" can we give to any system that would tax some of us for benefits we do not receive, or receive only in part? As a merchant it seems to me that the principle of fair exchange, payment for value received, should apply to the services rendered by the government, as well as to the smaller transactions of commerce.

It is essentially the Golden Rule and the foundation of all happy human intercourse.

A few objections to the tax on turnover occur to me at haphazard.

First, the impossibility of collecting it on sales not recorded by some system of accounting, the consequent facility of evasion and the extension in the country at large of many evils now associated with frontiers and smuggling.

An Ever Increasing Burden

Second, if, on the other hand, its collection be certain, simple, and inexpensive, and everything that the Bache Review claims for it, its lifetime would not be limited to one or two years, as Mr. Campbell suggests. No finance minister would willingly drop so convenient an impost. On the contrary he would of necessity secure through it the revenue now derived through clumsier methods, and, like poor Sindbad, it would be weighted with an ever-increasing burden from year to year.

Third, if, as Mr. Campbell wisely observes, "Taxation can make or break a nation," had we not better profit while there is time by the example of old Spain, who lost her dominating influence in commerce through the adoption of the "Alvacala," or tax on sales?

Fourth, it would unfairly give advantage to chain stores and other large retailers, who can transfer commodities from producer to consumer, without intervening purchase and sale, though purchase and sale by each intermediate handler is usually the most efficient and economical method of general distribution, outside densely populated areas. Thus would be further accelerated the movement of population from village to city, which I am sure Mr. Campbell deplores as much as any of us.

Another Way Out

I sincerely hope that there may be many summers ahead of the writer in the "Bache Review," in which he shall have reason and opportunity to amend his statement that: "'There is but one way out, one reservoir with almost unlimited supply . . . . the tax on turnover."

Another way out is apparent to many of us—a way relied upon for revenue by all but one of the Australian Colonies, and being rapidly adopted by the highly progressive republics of South America. It consists in the use for revenue of at least a portion of the competitive price which people are willing to pay for the privilege of living, working, and exchanging in any particular place or country.

The price of a site, residential, business or mining, over and above the cost of the improvements, is the ready-at-hand measure of the value which competition for its use has created. To levy a percentage of this value for public purposes would impede no industry, or work any hardship on the industrious and deserving. It is simple and easy to collect, as is demonstrated daily. It promotes no dishonest practices, drives no trade into underground channels. Its operation is open and above-board, and it has the inestimable advantage of compelling those to use or sell their land, who now hold it idle for speculation, to the nation's impoverishment.

Would Promote Production

I see from my window many vacant lots, now eyesores and dangerous, a refuge for parasites, and bordered by streets, costly in themselves, and whose length entails heavy extra expenditure on transport and all public utilities. These areas would be brought into use of some kind if taxed on their true values, and the increased industry resulting would go far to solve the problems of bad trade and unemployment that now oppress us.

This is not an untried panacea for all human ills, but an honest constructive attempt to distribute justly among us, without revolution, that which we have as a people created, and are daily creating.

This is what we as merchants should impress upon Sir Henry Drayton, that such a tax as this would be ample for his purpose, would promote production and be for the benefit of all honest citizens; while a tax on turnover, falling ultimately on the consumer, would discourage consumption, be a hindrance to industry, and weigh heaviest on those who can least bear the weight, and who have received least return from the expenditure of the funds, our indebtedness for which it is now the Minister's task to liquidate.

Yours faithfully,

CHARLES PIKE.

THE WRONG ANNOUNCEMENT

In the issue of March 4 Canadian Grocer, through an error, the wrong advertisement of the S. F. Bowser Company, Inc., was inserted. This announcement referred to an oil filtering plant for machine shops and was intended for one of the other publications of the company. Canadian Grocer regrets this error. Subscribers no doubt recognized that the announcement was not intended for them.

"Don't let me catch you here again," roared the grocer as he spanked the boy that had been filling his pockets with ginger snaps.

"It's your own fault you caught me this time," sobbed the struggling kid.

* * *

"Always call a spade a spade, my friend," said the plain, blunt man dogmatically.

"Yes," assented the forty-niner, "I once knew a man to lose his life by calling a spade a club and opening a jack-pot on the strength of it."

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

THE condition of business during the week under review has shown an improvement, and wholesalers generally report a more liberal buying movement. There is a diversity of opinion in regard to collections, some wholesalers stating that there is a slowing up in collections, while others report them satisfactory. Retailers also report business much improved and with the spring weather permitting people to get out, the future looks very promising.

Refined sugar is holding firm at the refiners price basis and the tendency is that sugar will rule around the present price for some time.

Cereals are fairly steady although rolled oats in bulk is slightly easier, and in view of this fact a slight decline can also be expected on package oats.

Currants are firmer on account of the small stocks both in Greece and in Canada. Last year Greece had a carryover of several thousand tons but this year the carryover is expected to be very small. Evaporated apples are firmer and a more active export demand is noted. Raisins are steady under a limited demand.

A strong advance in Ceylon teas and the possibility of the tax being increased has created an active movement in the tea market. India teas, however, are not showing the same strength as Ceylons, in fact they can be considered as easy, especially on the coarser leaf.

Walnuts are steadily advancing in primary markets and the stock in France is very small. Valencia almonds are also firmer but not to the same extent as walnuts. Pecans are in a strong position and supplies are limited. Brazils are easy and prices are considerably lower than last year.

Flour declined during the week, also millfeeds are lower.

In the Ontario and the Eastern Provinces eggs are lower with tendencies for easier prices, but throughout the Western Provinces eggs have shown a firming tendency with prices advanced.

QUEBEC MARKETS

MONTREAL, April 6.—The most active section of the grocery market this week appears to be fruit and vegetables. The warmer spring weather is perhaps responsible for this. Larger shipments of tomatoes, new cabbages and the first shipments of cucumbers feature the market. Oranges are very active and every effort is being put forward by the orange shippers to keep the price up while it has a natural tendency to slump. Lemons and grapefruit are a little cheaper this week, while Ben Davis apples seem to be in better supply with an easier price. The sugar market stands firm at the advanced price. There is very little change in canned goods while the only change in package goods is a slight reduction in self-raising flour. There is a prospect for a better tea market with the improvement in the movement of stocks, and the better grades are showing stronger tendencies. There are some big reductions in quotations on spices since the wholesalers have been able to enter the primary markets for new supplies. The cereal market is quiet on account of the coming of the warmer weather. The dried fruit market is very firm with a good demand for figs, dates, and evaporated apples in particular. There are quite a few changes in miscellaneous lines this week.

No Change in Cereals

Montreal.

CEREALS—With the coming of the warmer weather there is a more quiet market for cereals and buyers are purchasing smaller quantities. Prices, however, are unchanged.

Oatmeal, gran., fine standard	....	4 25
Rolled Oats, 90 lbs.	3 55	3 75
Pearl Hominy	....	3 25
Cornmeal, Gold Dust Brand	....	3 25
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25
Beans, Ont.	....	2 50
Do., Can.	....	3 30
Lima Beans	....	0 12
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00
Split Peas, per bag	....	5 75

Some Canned Meats Lower

Montreal.

CANNED GOODS—There are some changes this week in quotations on canned meats. These changes, however, are not large. Some of the local wholesalers have again advanced their prices on the cheaper grades of canned tomatoes. This is simply a readjustment after some of the price cutting that has been going on locally in canned goods. One brand of clams in one pound tins is reduced ten cents per dozen and is now selling at $2.25.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	6 35
Asparagus, imported (2½s)	....	6 65
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb. doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do, Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standard	1 80	1 90
Do., early June	....	2 00
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2-½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s., doz.	4 00	4 05
Do., gals., doz.,	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	2 75	2 85
2½-lb.	4 25	4 35
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	4 65	4 75
Do., 2-lb.	3 50	3 60
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced), 2½-lb.	5 40	5 50

2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Dried Fruit Market Steady

Montreal.

DRIED FRUITS — There are no changes this week in the quotations on dried fruits. Evaporated apples are much firmer on primary markets and while some wholesalers have still stocks of the cheaper goods on hand prices will be stiffer when they have to replenish their supplies. Raisins are very firm in price and there is a good demand for figs and dates.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 29
Apples (evaporated)	0 12½	0 14
Peaches (fancy)	....	0 28
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 ozs.	0 21	0 23
Do., 16 ounces	....	0 27¼
California Seedless in bulk	....	0 28
Cluster 20 1-lb. pack	....	6 75
Currants, loose	....	0 30
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.	....	0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do, mats	....	3 00
Do., 22-lb. box	....	1 90
Do., (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 27
30-40s	....	0 22
40-50s	....	0 19
50-60s	....	0 18
60-70s	....	0 15
70-80s	....	0 13
80-90s	....	0 11
90-100s	....	0 09

First Cucumbers Arrive

Montreal.

VEGETABLES—There is no change of note this week in the vegetable market. The market seems to be flooded with cabbages both domestic and imported. Barrels of 120 pounds of old cabbages are offered on the local market for 50 cents. Tomatoes are on the market in larger quantities and at lower prices; $7 per crate is being asked for some grades. The onion market seems to be a little firmer, although there is not a very big demand for supplies. The first two cars of cucumbers arrived in Montreal this week and dealers state that the new price will be about $8.50 per hamper.

Beets, per bag	0 75	0 90
New Cabbage, per hamper	....	3 50
Chicory, doz.	....	0 50
Celery, Florida, per crate	4 00	4 75
Do., California	....	11 00
Carrots, per bag	0 75	1 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 10	1 25
Do., sweet, hamper	4 00	5 00
Pumpkins, per doz.	....	2 00
Spinach, box	....	....
Turnips, per bag	0 75	1 00
Spanish Onions, per case	5 00	5 25
Yellow Onions, cwt.	....	2 00
Red Onions, per cwt.	....	2 50
New Tomatoes, per crate	....	7 00

Some Lines Lower

Montreal.

MISCELLANEOUS—There are many changes this week in miscellaneous lines. Canary seed is reduced 2½ cents per pound and is now quoted at 7½ cents in large quantities and at 10 cents per pound in smaller lots. Hemp seed is also reduced in price and is quoted at the same price as canary seed. Burdock blood bitters are reduced $1.75 per dozen and are now quoted at $8.25. Snuff tobacco, which has a demand perhaps only in the Province of Quebec, is in good demand and has been reduced 5 cents, now quoted at 55 cents. Cod liver oil in bulk is reduced $1 per gallon and is quoted at from $2 to $2.50 per gallon according to quantities purchased. The St. Vincent arrowroot is reduced 9 cents per pound to 16 cents in 7 pound tins.

Some Soaps Reduced

Montreal.

SOAP—A reduction of 25 cents per case is recorded this week on Comfort soap. Kitchen Sapolio is reduced 50 cents per case of 3 dozen and is now quoted at $4.25. Some other brands of soap are also reduced in price this week.

Reductions on Cotton Twine

Montreal.

TWINE—Further reductions are made this week on cotton twine amounting to 3 cents per pound. The price of 3 ply twine is now 37 and 38 cents and 4 ply 40 and 41 cents per pound. The variation in prices quoted is accounted for in the difference in quantities bought.

California Lemons Lower

Montreal.

FRUIT—There has been an excellent demand for oranges this season and prices have remained fairly low. There is no change in the quotations on oranges this week but supplies are not quite so large as they have been, and shippers are doing their utmost to keep the price up. California lemons are quoted 50 cents per case lower by some local dealers and are now selling at $4.50 per case. Porto Rico grapefruit of the best quality is reduced 25 cents per case this week and is selling at $4.25 per case. The supply of apples offered on this market is limited almost to Ben Davis, which are selling at from $7.50 to $8 per barrel. Large shipments of strawberries are arrivin and are finding a ready market even a the high prices asked.

APPLES—		
Do., Alexander	....	....
Do., Baldwin	9 00	9 50
Do., Ben Davis	7 50	8 00
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Porto Rico	....	4 25
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	7 00
Lemons, Cal., 300-360s	....	4 50
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	5 25	6 25
Do., Florida, 150-216s	4 75	5 00
Do., Blod Oranges, half boxes	....	3 75
Tangerines	....	4 25
Pears, Keiffers, per box	....	4 50
Tokay Grapes, per box	....	5 00
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	16 00
Cranberries, per bbl.	....	16 00
Malaga Grapes, per keg	....	10 00

Packed Molasses Decline

Montreal.

MOLASSES—There is no change i corn syrup or bulk molasses this week The market stands firm and prices hold However, lower prices are quoted o fancy molasses in tins. Clarks are no quoting $2.40 per dozen for the 16 ounc tins and $4.90 per dozen for the 3 poun tins. Some of the other brands of mo lasses are unchanged in price.

Corn Syrup—		
Barrels, about 700 lbs.	....	06½
Half barrels, about 350 lbs.	....	0 06½
Quarter barrels, about 175 lbs.	....	0 07½
2 gal., 25-lb. pails, each	....	2 25
3 gal., 38½-lb. pails, each	....	3 25
5 gal., 65-lb. pails, each	....	5 20
2-lb. tins, per case	....	4 50
5-lb. tins, per case	....	5 30
10-lb. tins, per case	....	5 00
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	5 10
5-lb. tins, 1 doz. in case, case	....	5 90
10-lb. tins, ½ doz. in case, case	....	5 60
		Price for
Barbadoes Molasses—	Island of	Montre
Puncheons	....	0 77½
Barrels	....	0 79½
Half barrels	....	0 79½
Puncheons, outside city	....	0 72½
Fancy Molasses (in tins)—		
16-ob. tins, 2 doz. case, per doz.	....	2 40
2-lb. tins, 2 doz. in case, case	4 20	7 25
3-lb. tins, 2 doz. in case,, case	5 50	10 75
5-lb. tins, 1 doz. in case. case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

Sugar Prices Remain Firm

Montreal.

SUGAR—The sugar market stand firm this week at the advanced basis an even more strength seems to be added t the market by a stronger feeling to th raw market. The American refined suga market seems to have an easier feelin but there is no change in prices and i view of the sugar situation in Canada i is assured that prices will stay at th advanced basis just as long as a sufficien margin between American and Canadia prices exists.

Granulated Sugar, per cwt.	....	11 00
Do., barrels	....	11 00
Granulated, gunnies, 20/5	....	11 40
Do., gunnies, 10/10	....	11 50
Do., cases, 20/5-lb. cartons	....	11 60
Do., cases 50/2-lb. cartons	....	11 75
Yellow, light, per cwt.	....	10 60
Do., medium, per cwt.	....	10 60
Do., dark, per cwt.	....	10 40

Better Movement of Teas

Montreal.

TEA—There is no change of note i the tea market this week. The move ment in the better grades is very fai with prices standing a little firmer, bu an unsettled condition still exists in th

cheaper grades. The primary markets show a little stronger tendency but on account of conditions in the wholesale market the influence of the primary market is not directly felt. There is, however, a better movement of teas throughout the country which will result in a more settled market.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 53	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 53	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Rice Still Unsettled

Montreal.

RICE—No change of any note is recorded in the rice market this week. Prices are still very low and an effort is being put forward by the dealers to unload present stocks so that they may enter the market for new supplies without carrying over the old stock. The rice market is still in the unsettled condition that has characterized it for some time.

Carolina, extra fancy	....	....
Do., (fancy)	....	0 08
Honduras, fancy	....	0 06
Rangoon "B"	....	0 08
Rangoon "CC"	....	0 05
Broken rice, fine	....	0 05
Texas rice	....	0 05½
Siam	....	0 06
Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras	....	0 07
Siam	....	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Firm Market For Nuts

Montreal.

NUTS—There is no change in the nut market this week. Stocks in most lines are very low at the present time and prices are being fully maintained. The demand for walnuts, peanuts, almonds and pecans has been very good for some time and the market stands very firm.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	....	0 48
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 25
Chestnuts (Italian)	....	0 18
Cocoanut (sbredded, bulk)	0 33	0 34
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 12	0 15
Peanuts, Jumbo	0 16	0 18
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	0 14½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 33
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	0 26	0 28
Do., new Naples	....	0 26
Do., sbelled, Manchurian	....	0 56
Do., Bordeaux	....	0 53
Do., Chilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Reductions on Spices

Montreal.

SPICES—As intimated by Canadian Grocer for the last few weeks the more active market for spices has resulted in lower prices being quoted by the wholesalers. This is accounted for by the fact that the wholesalers have been able to enter the primary market and buy at lower prices than were quoted on spot stocks. As a result this week there are many big reductions in quotations on spices. The biggest reduction is a drop of 15 cents per pound on ground cloves which is now quoted at from 40 to 45 cents per pound. Old ground cloves are selling at 45 cents. Black pepper is now quoted at 75 cents per pound and white pepper at 33 cents. These reductions do not indicate a sudden drop in the spice market but are the results of many months decline in values on the primary markets while the wholesalers' stocks remained unchanged in price on account of the supplies which they had on hand.

Allspice	....	0 20
Cassia (pure)	0 27	0 30
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 23
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	0 40	0 45
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 30
Ginger (Cochin)	....	0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 45
Pepper, black	....	0 25
Do., white	....	0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Self-Raising Flour Reduced

Montreal.

PACKAGE GOODS—The only change in package goods this week is a reduction of 5 cents per dozen on 3 pound package of Brodie & Harvie's self raising flour, which is now quoted at $2.85 and a 10 cent reduction per dozen on the 6 pound packages, which are now quoted at $5.60 per dozen. Other lines are unchanged in price this week.

PACKAGE GOODS		
Breakfast food, case 18	....	3 50
Cocoanut, 2-oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50	....	4 20
Corn Flakes, 36s	....	4 16
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 60
Do., 18s	....	2 00
Oatmeal, fine cut, pkgs., case	....	5 75
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	3 25
Hominy, pearl or granu., 2 doz.	....	3 00
Health bran (20 pkgs.), case	....	2 85
Pancake Flour, case	....	3 60
Do., self-rising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat Flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs	....	6 75
Porridge Wheat, 36s, case	....	6 40
Do., 20s, case	....	6 50
Self-raising Flour (3-lb. pack.) doz.	....	2 85
Do. (6-lb. pack.), doz.	....	5 60
Do., Buckwheat flour, per doz.	....	1 50
Corn Starch (prepared)	....	0 10
Potato Flour	....	0 12½
Starch (laundry)	....	0 08
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Shredded Wheat	....	4 95
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	....
Celluloid Starch, 45 pkgs., case	....	4 15
Package Cornmeal	....	3 00
Malt Breakfast Food (36 pkgs.)	....	9 50
Quaker Two-Minute Oat Food	....	1 80
Puffed Rice Pancake Flour	....	2 90
Egg Noodles, case 24	....	2 65
Macaroni	....	2 65

ONTARIO MARKETS

TORONTO, April 6.—The sugar market is holding firm at the refiners' price basis although there is considerable irregularity, as practically all wholesalers are selling below the refiners' list. Teas and coffees are ruling firm. Shelled walnuts continue in a strong position with a tendency for an advance owing to the light stocks both on spot and in primary markets. Currants are firmer and spot stocks are very low. Hallowee dates are reduced in price. There is an uneasy feeling in canned goods with a possibility for lower quotations. Beans are quiet but stocks are not large. Cereals are easy and quiet. Reductions are noted on pepper, cream of tartar, water glass, one brand of meat sauce, baking powder, quick puddings and cocoa. One brand of yeast cakes is higher.

Bean Stocks Not Large

Toronto.

BEANS.—Stocks of beans throughout the country and in dealers' warehouses are not large, and it is considered that the greater portion of the Ontario crop has gone into consumption. The market is quiet and prices unchanged.

Ont., 1-lb. to 2-lb. pickers, bus.	3 00	3 25
Do., hand-picked, bus.	....	3 25
Limas, Calif., per lb.	....	0 10
Madagascars, per lb.	....	0 5¾

Coffees Unchanged

Toronto.

COFFEES.—There is no change in the local situation on coffees. The primary markets continue to rule firm on the finer grades and the tendency is to reach higher levels.

Java, Private Estate	$ 51	0 53
Bogotas, lb.	....	0 43
Guatemala, lb.	0 48	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35

Mocha, lb.	0 52	0 55
Rio, lb.	....	0 24
Santo	....	0 35

Cereal Market Easy

Toronto.

CEREALS. — The market is ruling fairly easy and rolled oats are reduced 10 cents per bag, now quoted at $3.40 in single bag lots.

	F.o.b.	Toronto
Barley, pearl, 98s	....	6 25
Barley, pot, 98s	....	5 00
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 00
Cornmeal, Golden, 98s	....	3 25
Oatmeal, 98s	....	4 50
Corn Flour, 98s	....	3 75
Rye Flours, 98s	....	6 00
Rolled oats, 90s	....	3 40
Rolled Wheat. 100-lb. bbl.	....	7 25
Cracked Wheat, bag	....	5 50
Breakfast Food, No. 1	....	6 25
Do., No. 2	....	6 25
Rice Flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 50
Flaxseed, 98s	....	7 00
Peas, split, 98s	....	6 25
Marrowfat green peas	0 05¼	0 06
Graham flour, 98s	....	5 25
Whole Wheat Flour	....	5 25
Wheat Kernels, 98s	....	6 75
Farina, 98s	..	6 20

Are Canned Goods Due For a Drop?

Toronto.

CANNED GOODS.—For some weeks past canned goods have been more on a stable basis but now one of the big packers has offered to purchasers of initial orders canned vegetables at a reduction that amounts to about 60 cents per case. These low prices, however, are only given to those who purchased early in the season and to the amount of 10 per cent. of the first order. This announcement has created considerable stir and the general feeling is that an upset market can again be expected. Canned fruits are in an unsettled condition and with the demand very limited irregular prices prevail. For instance, Singapore sliced pineapple is offered at $2.45 per dozen, Lombard plums 2s are offered at $2.10 per dozen. Jams are still offered at low prices, 16-ounce strawberry at $3.60 per dozen and 4s range from 70 to 85 cents each.

Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	....	3 50
Do., ¼-lb. tins	2 25	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 60	1 85
Peas, Standard, doz.	1 65	1 70
Beets, 2s, doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	....	1 45
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., sbredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each	....	0 90
Black Currants, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Gooseberry, 4s, each	....	0 89
Do., 16 oz., doz.	....	4 10
Peach, 4s, each	....	3 75
Do., 16 oz., doz.	....	0 83
Red Currants, 16 oz., doz.	....	4 40
Do., 4s, each	....	0 94
Raspberries, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Strawberries, 16 oz., doz.	....	4 60

Currant Market Stronger

Toronto.

DRIED FRUITS.—The currant markets have shown considerable strength during the past few weeks and prices in primary markets are higher. Spot stocks continue low, but local quotations are unchanged. Evaporated apples are firmer both in Canada and New York. The export inquiry for evaporated apples has improved and one manufacturer has had several cables from England for prices during the past week. Hallowee dates are lower at 11 cents per pound. Raisins continue firm.

Candied Peels—		
Lemon	....	0 42
Orange	....	0 44
Citron	....	0 72
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 18
Do., Vostizza	....	0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 25
Dromedary, 3 doz. to case	....	7 25
Fard, per lb.	....	0 30
Hallowee dates, per lb.	....	0 11
Figs—		
Smyrna layers, 4 Crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 10½
Prunes—		
30-40s, 25s	....	0 20
40-50s, 25s	....	0 16
50-60s, 25s	....	0 13
60-70s, 25s	....	0 13
70-80s, 25s	....	0 11
80-90s, 25s	....	0 10
90-100s, 25s	....	0 8½
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	..	0 42
Standard	....	0 34
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 28½
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 29
Valencia	....	0 23
Evaporated apples	0 12	0 13½

Pineapples Arriving

Toronto.

FRUIT.—Pineapples are commencing to arrive in car lots and are quoted at $9 per case for sizes 18s, 24s, 30s, and $8 for 36s. Strawberries are slightly lower in price. Small size oranges are up about 50 cents per case but the larger sizes are unchanged. Apples are showing an active demand, particularly any stock that has quality.

Oranges, California Navels—		
126s	....	6 25
150s	....	5 50
176s	....	5 50
200s, 216s, 250s	5 00	5 25
288s	....	5 00
Grapefruit—		
36s, 46s	....	6 50
54s	....	6 75
64s	....	7 00
70s, 80s, 96s	6 75	7 00
Bananas, Port Limons	....	0 09½
Lemons, Cal., 240s, 270s, 300s	....	4 75
Do., 360s	....	4 25
Do., Messinas	....	4 75
Apples, Ontario—		
Spies, No. 1s	....	8 00
Do., No. 2s	....	7 00
Other varieties	6 00	7 00
Box apples, B.C.	....	3 85
Do., Washington	....	4 00
Cranberies, balf barrels	....	11 00
Hot House Rhubarb, doz.	....	1 15
Strawberries, Louisianna, pts.	0 22	0 23
Do., qts.	0 50	0 55
Pineapples, 18s, 24s, 30s, case	....	9 00
Do., 36s, case	....	8 00

Flour Drops 20 Cents

Toronto.

FLOUR.—A reduction of 20 cents per barrel is announced on flour. No. 1 patents is now quoted at $10.30 per barrel and No. 2 at $9.80 per barrel. This decline is attributed to the weak condition of the wheat market and prices are now at the lowest since 1916, when first patents sold at $10 per barrel.

FLOUR—		
Patents Firsts, in jute bags, barrel	....	10 30
Do., seconds, in jute bags, per barrel	....	9 80

Millfeeds Lower

Toronto.

MILLFEEDS. — Shorts are down $1 per ton, making the price $35.25. Bran is reduced $3 per ton, bringing the price to $33.25. Middlings are down $1 per ton, now quoted at $40.25. There is a good demand for millfeeds, but bran and shorts are rather scarce as many of the mills are running on short time and some are closed completely.

MILLFEEDS—		
Shorts, per ton	....	35 25
Bran, per ton	....	33 25
Choice Middlings, ton	....	40 25

Little Demand for Honey

Toronto.

HONEY.—The majority of dealers are carrying fairly heavy stocks of honey and there still appears to be considerable throughout the country. Dealers describe the market as extremely dull as there is practically little demand. Quotations are unchanged but the tendency is rather downward.

Honey Combs, of 15 sections. 16 oz. sections, per case	7 50	8 00
Honey, extracted, Ontario, No. 1. white clover, in 30 and 60 pound tins	....	0 21
10 pound tins, per lb.	....	0 22
5 pound tins, per lb.	....	0 23

Walnuts in Strong Position

Toronto.

NUTS.—Little improvement is noted in spot stocks of shelled walnuts and walnuts in this market are growing very scarce. Prices are unchanged, but higher prices are likely in view of the shortage of supplies in primary markets. Almonds are fairly steady, brazils are easy and pecans remaining scarce at high figures.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	8 00
Cocoanut, unsweetened, lb.	....	0 30
Do., sweetened, lb.	....	0 35
Do., shred	....	0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 20	0 22
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 55	0 60

Do., Manchurian	....	0 50
nuts, Spanish, lb.	....	0 12
zil nuts, lb.	....	0 95
ans, lb.	....	1 30

o Change in Package Goods

onto.

PACKAGE GOODS.—Package cereals d starches are ruling steady and quo- ions are well maintained.

PACKAGE GOODS

led Oats, 20s, round, case	....	5 60
o., 20s, square, case	....	5 60
o., 18s, case	....	2 00
o., Aluminum Prem., 20s	....	6 40
n Flakes, 36s, case	4 00	4 25
ridge Wheat, 36s, regular, case	....	6 00
o., 20s, family, case	....	6 80
ker Package Peas., 36s, case	....	2 85
rnstarch, No. 1, lb. cartons	....	0 10½
o., No. 2, lb. cartons	....	0 09
ndry Starch	....	0 08
o., in 1-lb. cartons	....	0 08¾
o., in 6-lb. wood boxes	....	0 11¾
o., in 6-lb. tin canisters	....	0 12½
uloid Starch, case	....	4 15
ato Flour, case 20 1-lb. pkgs.	....	2 50
o., case 24 12-oz. pkgs.	....	2 30
e oatmeal, 20s	....	5 75
nmeal, 24s	3 00	3 20
ina, 24s	....	3 25
ley, 24s	....	2 75
eat flakes, 24s	....	6 00
eat kernels, 24s	....	5 40
-rising pancake flour, 24s	....	3 50
kwheat flour, 24s	....	4 00
-minute Oat Food, 24s	....	1 80
ed Wheat, case	....	4 40
ed Rice, case	....	5 70
lth Bran, case	....	2 85
Hominy, gran., case	....	3 00
o., pearl, case	....	3 00
ch Pearl Barley, case	....	2 70
-rising Pancake Flour, 30 to case	....	4 20
o., Buckwheat Flour, 30 to case	....	4 20
-rising Pancake Flour, 36 to case	....	7 15
o., Buckwheat Flour, 18 to case	....	3 65
o., Pancake Flour, 18 to case	....	3 65
ed Rice Pancake Flour, 24s	....	2 90

lue Rose Rice Seven Cents

nto.

RICES.—Blue Rose rice has now ched the low price of 7 cents per nd. A year ago this rice was sell- around 18 cents per pound and in 4 the price stood at 7.85 cents per nd, a trifle higher than to-day's price n taking into consideration the higher ight rates and the exchange. There practically no change in primary con- ions, the market ruling more or less settled.

nduras, broken, per lb.	0 07½	0 08
e Rose, lb.	....	0 07
m, per lb.	0 06	0 06½
ans, per lb.	0 07	0 07½
nese, XX	....	...
o., Simiu	0 11	0 12
o., Mujin, No. 1	0 10	0 11
o., Pakling	0 09	0 10
angoon	0 07	0 07½
hite Sago	0 07	0 07½
oca, per lb.	....	0 07

Syrups Fairly Steady

onto.

YRUPS.—Quotations are steady un- a good consumptive demand. There some price adjustments on Brer Rab- molasses, the following are the new ces: Green label cases, 36/1½s, $5.40 case; green label cases, 24/2s, $6.30 case; gold label, 36/1½s, $7.40 per e.

n Syrups—		
arrels, about 700 lbs., yellow	....	0 06½
alf barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
ases, 2-lb. tins, white, 2 doz in case	....	5 10
ases, 5-lb. tins, white, 1 doz. in case	....	5 90
ases, 10-lb. tins, white, ½ doz. in case	....	5 60
Cases 2-lb. tins, yellow, 2 doz. in case	....	4 50
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 30
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 00
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 50
Molasses—		
...ety, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal	....	0 56
Do., half bbls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doze.. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Refined Sugar Holds Firm

Toronto.

SUGAR.—Refined sugar is holding firm at the refiners' price basis of $11.34 but there is still considerable irregularity in quotations by wholesalers as the majority continue to sell at the old price. The raw sugar market is somewhat easier but the general opinion is that this is a temporary movement and the opinion is expressed that the market will firm up again.

St. Lawrence, extra granulated, cwt.	11 34
Atlantic, extra granulated	11 34
Acadia Sugar Refinery, extra granulated	11 34
Dom. Sugar Refinery, extra granulated	11 34
Canada Sugar Refinery, granulated	11 34

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c.

Peppers Quoted Lower

Toronto.

SPICES.—The market generally is steady but stocks are considered the lowest on record. This applies not only to Canada but also to stocks in the United States. Peppers are slightly lower, also cream of tartar.

Allspice	0 20	0 22
Cassia	0 30	0 35
Cinnamon	....	0 55
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Herbs — sage, thyme, parsley,		
Pastry	0 28	0 35
Pickling Spices	0 25	0 28
Mace	0 90	1 00
Peppers, black	0 24	0 26
Do., white	0 34	0 36
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 45
Do., 80s	....	0 50
Do., 64s	....	0 60
Do., ground	....	0 40
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Turmeric	....	0 28
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 45
American high-test, bulk	....	0 45
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Maple Syrup Arriving

Toronto.

MAPLE SYRUP.—There continues to be a rather unsettled feeling in the market for maple syrup and quotations are considered more or less nominal. The arrivals during the week have been the heaviest this season and prices range from $2.50 to $2.65 per gallon.

8-lb. tins, 10 to case	....	18 10
5-lb. tins, 12 to case	....	15 60
Imp. 5 gal. cans, each	....	13 30
Bottles, 12 to case, case	....	7 00
2½-lb. tins, 24 to case, case	....	15 60
10-lb. tins, 6 to case, case	....	14 25
15-gal. kegs, gal.	....	2 50
Maple Sugar, 1 lb. blocks, 50-lb. boxes, per lb.	....	0 21

Tea Market Firm

Toronto.

TEAS.—A rather unusual cable has been received by a local broker from London stating that any teas bought now are good buying as higher prices are sure to follow in the immediate future. There is also a rumor to the effect that there is likely to be an advance in the duty. There is now a duty of 7 and 10 cents per pound on tea and in the opinion of one importer this is likely to be increased considerably. Another importer stated that they are clearing all their purchases in anticipation of an increase on the duty, instead of the usual custom of leaving shipments in bond and clearing the customs as requirements demanded. Apart from the possibilities of increased duty, the market for Ceylon teas is strong and higher. This also applies to the better grades of Indias, although some of the coarser grades are lower.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

First Hamper Cucumbers

Toronto.

VEGETABLES.—The first lot of cucumbers in hampers containing about six dozen are on the market at $7.50 per hamper. Hot house cucumbers are quoted at $5 per dozen. New Texas onions are offered at $4 per crate of around 50 pounds. New carrots and beets are lower, the former quoted at $2 per hamper and the latter $2.25 per hamper. North Carolina cabbage is selling at $4 per large case. Canadian vegetables show little demand, potatoes are somewhat lower at 90 cents to $1 per bag.

Cabbage, Can., per bbl.	....	1 25
Do., Florida, hamper	....	2 75
Do., Carolina, large cases	....	4 00
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	0 85	0 90
Onions, 75-lb. sack.	....	1 15
Do., Spanish, large crate	....	5 50
Do., New Texas, crate	....	4 00
Potatoes, per bag	0 90	1 00
Mushrooms, 3-lb. basket	....	3 25

Cal. Head Lettuce, 4 doz. crate.	....	6 00
Cauliflower, standard crate ...	....	6 00
Celery, Florida	3 75	4 00
Tomatoes, Florida, 6-bkt. crates..	....	9 00
Pepper, per doz.	....	1 25
Parsley, per doz.	....	1 00
New beets, hamper	....	2 25
New carrots, hamper	....	2 00
New spinach, bushel	....	2 25
Asparagus, Cal., per bunch	....	1 00
Cucumbers, hamper	....	7 50
Do., hot house, doz.	....	5 00

Some Price Changes

Toronto.

MISCELLANEOUS.—Lea & Perrins' sauce, small size, is reduced to $2.25 per dozen and medium at $4.50 per dozen. Pure Gold quick puddings are reduced to $1.30 per dozen. Morton's water glass is reduced to $1.40 per dozen. Lipton's cocoa (halves) is reduced to 50 cents per pound and fifths to 52 cents per pound. Gillett's goods show some changes, Royal yeast is advanced 20 cents per case, Magic baking powder is reduced on all sizes 10 cents to 20 cents per dozen, lye is up 95 cents per case and cream of tartar is lower.

WINNIPEG MARKETS

WINNIPEG, April 6.—The general condition of trade, generally speaking, is unchanged. Collections are coming very slowly and are not showing any improvement. The demand for tea on the primary market has been very active for all grades. The raw sugar market is reported slightly easier but it has not affected the price of Canadian refined. A better demand is being noted for light breakfast foods and lower prices are not expected on this line. All dried fruits with the possible exception of prunes and evaporated apples are reported weak. The export demand for prunes has given the prune market a better tone. French walnuts continue to show a firmer undertone. Shelled almonds are slightly easier; pecans continue high and scarce. The coffee market has a firmer undertone. There is a marked improvement in the demand for spices, and grinders report business in a healthy condition. Fruits are in good demand while imported vegetables show an advance.

Coffee Shows Firmness

Winnipeg.

COFFEE—There is no change in the local situation in coffee but primary markets have tendencies for considerable strength. Then again, there is a possibility of a surtax being placed on Brazilian coffee to cover loans made to finance the crop. Freight rates are also higher, which of course will naturally reflect on quotations.

COFFEE—		
Rio, lb.	0 18½	0 19½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 27	0 29

Canned Goods Moving

Winnipeg.

CANNED GOODS — Canned goods prices are more or less irregular. Many wholesalers have reduced their prices on some of the lower grades which has had the effect of stimulating sales.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.....	2 70	2 75
Finnan Haddie, 1s, 4 doz. case..	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz..	....	3 35
Do., ½s, 4 doz. case, doz.....	....	6 00
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Oysters, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—		per case
Sockeye, 1s, tall, 4 doz. case..	....	22 00
Do., ½s flat, 8 doz. in case..	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case ...	....	16 25
Cohoe, 1s, tall, 4 doz. case....	....	18 00
Do., ½s, flat, 8 doz. case....	....	16 00
Pink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case...	....	11 00
Humpback, 1s, tall, 4 doz. case		8 60
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case.	2 90	3 35
Blueberries, 2s, 2 doz. case.....	....	7 15
Cherries, 1s, 4 doz. case.....	8 25	9 00
Peaches, 2s, 2 doz. case.....	6 75	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	....	5 00
Do., Lombard, light syrup, 2s, 2 doz. case	....	4 65
Do., heavy syrup, 2s, 2 doz. case	....	5 95
Raspberries, 2s, 2 doz. case.....	10 25	10 75
Strawberries, 2s, 2 doz. case ...	9 00	9 75
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 65
Peaches, 2½s, 2 doz. case	....	12 60
Do., sliced, 1s, 4 doz. case ...	....	14 50
Do., halved, 1s, 4 doz. case ...	....	14 50
Do., 2s, 2 doz. case	....	9 75
Pears, 1s, 4 doz. case	....	16 25
Pineapples, sliced, 2s, 2 doz. case	....	8 00
CANNED VEGETABLES		
Asparagus, Tips, 1s, tins, 4 doz. case, per doz.	....	4 75
Beans, Golden Wax, 1s, doz. cs.	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corn, 2s, 2 doz. case	3 30	4 00
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2-½s, 2 doz. case	....	7 00
Pumpkins, 2-½s, 2 doz. case ...	....	3 00
Sauer Kraut, 2-½s, 2 doz. case .	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz, case.....	3 60	3 85
Spinach, 2-½s, 2 doz. case ...	6 75	7 25

Prunes Firmer

Winnipeg.

DRIED FRUIT—The dried fruit market on all lines with the exception of prunes is reported weak. Export business has given a better tone to this market. The latest reports from London, England, state that the price on evaporated apples will soon be higher and the New York market is also higher. It is thought that this line has reached the rock bottom prices and buyers should take advantage of buying evaporated apples at present quotations.

DRIED FRUIT		
Evaporated Apples, per lb.	0 12½	0 13
Currants, 90-lb., per lb.....	0 20	0 21
Do., 8 oz., pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb..	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt. ...	....	0 35
Peaches, standard, per lb.	0 21	0 22
Do., choice, per lb.	0 24	0 25
Do., fancy, per lb.	0 28	0 29
Do., Cal., in cartons, per carton	....	1 25
Do., unpitted, per lb.	0 18	0 19
Pears, extra choice, per lb.	....	0 25
Do., Cal., cartons, per carton	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 19
40-50s, 25s, per lb.	....	0 17
50-60s, 25s, per lb.	....	0 14
60-70s, 25s, per lb.	....	0 13
70-80s, 25s, per lb.	....	0 10
80-90s, 25s, per lb.	....	0 10
90-100s, 25s, per lb.	....	0 08
In 5-lb. cartons, per carton ..	....	0 80
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 ozs., 3 doz. to case, per lb.	....	0 23
Do., bulk, seedless, 25-lb. boxes, per lb.	....	0 27
Pears, extra choice, per lb.....	....	0 30
Apricots, choice, 25s, lb.	....	0 32
Do., 10s, lb.	....	0 34
Do., Standard, 25s, lb.	....	0 28
Do.,, choice, 10s, lb.	....	0 30
Do., fancy, 25s, lb.	....	0 36
Do., fancy, 10s, lb.	....	0 38

Fruits Moving Freely

Winnipeg.

FRUITS—There is an excellent d mand for fruit. Louisiana strawberri are selling freely at $6.50 per case. T demand for bananas has shown an i provement and they are quoted at cents per pound. Grapefruit is a litt higher in price and ranges from $7 to per case. Cocoanuts are arriving in lar quantities and are quoted at $1.50 p dozen or $11 per sack. Lemons show change at $5.25 to $6 per case. Orang are being bought freely and are quot at $4.75 to $7 per case according to siz

Flour Unchanged

Winnipeg.

FLOUR—There is no change in t flour market this week. At prices quot the market is holding firm. No. 1 Ma toba flour in cotton bags is quoted $10.85 per barrel. Jute bags $10.65.

Jams Unchanged

Winnipeg.

JAMS—There is no change in jam qu tations this week. Since sugar has sho a firmer tone jam manufacturers ha advised that lower prices cannot expected.

Eastern		
Strawberry, 4s, per tin	....	0 90
Black Currant, 4s, per tin	....	0 90
Raspberry, 4s, per tin	....	0 90
Apricots, 4s, per tin	....	0 85
Cherry, 4s, per tin	....	0 85
Peach, 4s, per tin	....	0 85
Compound (all flavors), 4s, tin	....	0 55
Western.		
Strawberry, 4s, per tin	....	0 95
Black Currant, 4s, per tin	....	0 95
Raspberry, 4s, per tin	....	0 95
Apricot, 4s, per tin	....	0 90
Cherry, 4s, per tin	....	0 90
Peach, 4s, per tin	....	0 90

Walnut Market Firmer

Winnipeg.

NUTS—The walnut continues to sho a firm tendency. The demand excee the supply and this condition is likely

evail. Shelled almonds are slightly sier. Shelled pecans still continue high d scarce and it is not likely that there ll be another change until the new crop gathered. Spanish shelled peanuts are ghtly firmer. Shelled brazils are slightfirmer for spot deliveries.

TS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, per lb.	....	0 12½
Pecans, per lb.	....	1 30
Walnuts, per lb.	....	0 45
TS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 25

Bulk Cereals Steady

nnipeg.

WINNIPEG—Light breakfast foods e beginning to show an improvement in emand. Rolled oats show a firmer tone, hile bulk cereals are steady in price th a fair movement.

PACKAGE CEREALS		
lled oats, 20s, round cartons..	4 75	6 00
o., 36s, case, square kts.....	....	4 65
o., 18s, case	....	2 40
n Flakes, 36s, case	3 65	4 15
rnmeal, 2 doz. case, per case...	....	3 80
ffed Wheat, 3 doz. case, case..	....	4 40
ffed Rice, 3 doz. case, case	....	5 70
pe Nuts, 2 doz. case, per case	....	3 83
ckage Peas, 3 doz. case, case..	....	3 75
am of Wheat, 3 doz. case, case.	....	9 00
BULK CEREALS		
lled Oats, 80s, per bag.....	....	2 60
o., 40s, per bag	....	1 33
o., 20s, per bag	....	0 70
o., 10-8s, per bale	....	3 15
o., 15-6s, per bale	....	3 65
meal, 98s, gran., or stand., bag	....	3 50
eat Granules, 98s, per bag.	....	6 00
o., 16-6s, per bale	....	6 75
s, whole, green, 100-lb. bag, per bush.	....	4 25
o., split, yellow, 98s, per bag	....	7 90
o., split, yellow, 49s, per bag	....	4 00
o., 24s, per bag	....	0 76
o., 10-10s, per bale	....	3 65
ckwheat grits, whole, 98-lb. bags, per bag	8 25	8 75

Japan Rice Scarce

nnipeg.

RICE—There appears to be a shortage Japan rice at the present time. Cali-nia rices have assumed a firmer tone th indications for an advance in price the near future. Carolina rice is ar-ing and merchants from the prairie ovinces are buying more of this line n usual.

CE—		
o. 1 Japan, 100-lb. sacks, lb..	....	0 07¾
Do., 50-lb. sacks, lb.....	....	0 08
iam, 100-lb. bags	0 05½	0 05¾
Do., 50-lb. bags	....	0 06
o, sack lots, 130 to 150 lbs., per lb.	....	0 08¾
o., in less quantities, lb.	....	0 09
ioca, pearl, per lb.	....	0 07¾

Starch Unchanged

nnipeg.

STARCH—There is no change of any portance to be noted in the starch mar-t this week. Starch is quoted at prices ted below.

nstarch, 1-lb. pkgs., per lb..	....	0 09
o., No. 1 quality, 1-lb. pkgs...	....	0 10½
ss, 1-lb. pkgs., per lb.	....	0 10¾
luloid, 1-lb. pkgs., per case.	....	4 30

Syrups Are Steady

nnipeg.

SYRUPS—There is no change in the rup market this week. Prices quoted holding firm and no change is ex-cted for some little time.

NE SYRUP—		
o. 2s	....	7 30
o. 5s	....	8 40
o. 10s	....	7 85
o. 20s	....	7 65
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 40
Cases, 5-lb. tins, white, 1 doz. in case	....	6 25
Cases, 10-lb. tins, white, ½ doz. in case	....	6 00
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 00
Cases, 2-lb. tins, yellow, 2 doz. in case	....	4 80
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 65
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 40
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	5 40
MAPLE SYRUP—		
Pure, 2½s, tins, case of 2 doz.	....	24 85
Pure, 5s, per case of 1 doz....	....	22 65
Pure, 10s, per case of ½ doz...	....	21 05
TABLE SYRUP—		
Maple flavor, 2½s, tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case.....	....	8 30
3-lb. tins, 2 doz. case.....	....	11 70
5-lb. tins, 1 doz. case	....	9 50
10-lb. tins, ½ doz. case.....	....	9 20
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case.....	....	4 80
2s, 4 doz. in case	....	4 40
2½s, 4 doz. in case	....	4 10
5s, 4 doz. in case	....	4 10
10s, 4 doz. in case	....	4 05

Refined Sugar Unchanged

Winnipeg.

SUGAR—There is no change in sugar prices. The raw market is more or less upset with prices easier. This condition is considered only temporary and no immediate change is expected on the Canadian market.

Extra granulated, bags, 100 lbs. .	....	12 50
Do., gunnies, 5/20 lbs.	....	12 90
Do., gunnies, 10/10 lbs.	....	13 00
Do., cartons, 20/5 lbs.	....	13 10
Do., cartons, 50/2 lbs.	....	13 25
Yellow, No. 1 light, bags, 100 lbs.	....	12 10
Do., golden, bags, 100 lbs. ...	....	12 00
Powdered Sugar, bbls.	....	12 85
Do., boxes, 50 lbs.	....	13 05
Do., boxes, 25 lbs.	....	13 25
Icing, barrels	....	12 95
Do., boxes, 50 lbs.	....	13 35
Do., boxes, 25 lbs.	....	13 35
LUMP SUGAR—		
Soft Lumps, boxes 100 lbs. ...	....	13 25
Do., boxes, 50 lbs.	....	13 35
Do., 25 lbs.	....	13 55
Do., cases, 20 cartons	....	14 30
Do., cases, 40 half cartons..	....	15 05
Small Lump, boxes, 100 lbs...	....	13 15
Do., boxes, 50 lbs.	....	13 25
Do., boxes, 25 lbs.	....	13 45
Do., cartons, 50/2 lbs.	....	14 55
Hard Lump Sugar, barrels	....	13 45
Do., boxes, 100 lbs.	....	13 45
Do., boxes, 50 lbs.	....	13 55
Do., boxes, 25 lbs.	....	13 10

Spices in Better Demand

Winnipeg

SPICE—The spice market continues to show an improvement in the demand for spot stocks. The market is in a healthy condition and from now on a better movement for spices may be expected.

Allspice, Jamaica, best quality, lb.	....	0 2[illegible]
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica, No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb...	....	0 80
Nutmegs, extra large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 40
Do., med. brown, 110 to lb., lb.	....	0 38
Do., carton of six, per doz. ...	....	0 80
Pepper, black, Singapore ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb. pkg., per doz...	....	1 00
Do., bulk, No. 1, per lb.	....	0 28
GROUND SPICE		
Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb. ...	....	0 30
Do., No. 2, bulk, per lb. ...	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 65
Do., 2 oz., cartons	....	1 45
Do., 4 oz. cartons	....	2 00

Active Demand For Tea

Winnipeg.

TEA—The latest reports from Colombo state that there has been an active demand for tea. Fine teas both leaf and broken are firm with strong competition. Medium and common orange pekoes and pekoes were irregular and weak. Medium and low medium tippy brokens showed a marked decline and common brokens are also easier. Dusts and fangs are in strong demand.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoes, first quality	0 40	0 48
Do., second quality	0 35	0 40
Broken Pekoe, first quality ..	0 42	0 48
Broken Orange Pekoe, 1st qual.	0 50	0 60
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

Vegetables Higher

Winnipeg.

VEGETABLES — Higher prices are noted on practically all imported lines, due largely to the increased demand. Hot house radishes are arriving and are quoted at 65 cents per dozen. Green onions are moving freely at 60 cents per dozen. California celery advanced $3 per crate and is now quoted at $12. California rhubarb has shown a decline of 5 cents per pound and is quoted at 15 cents per pound or $5 per case. Mexican tomatoes are selling at $9 per case, while Florida celery in 50 pound cases is quoted at $6. California head lettuce shows an advance of 50 cents per case and is now quoted at $6. Imported cucumbers show a decline of $1 per case and are now quoted at $6.

Potatoes, per bushel	....	1 00
Carrots, per cwt.	....	3 00
Turnips, per cwt.	....	2 00
Parsnips, per cwt.	....	4 00
Beets, per cwt.	....	2 00
Cabbage, per cwt.	....	3 00
Peppers, per basket	....	1 60
Celery (Cal.), per case	....	12 00
Head Lettuce (Cal.), per case ...	....	6 00
Cauliflower (Cal.), per case	....	4 00
Cucumbers, per case	....	6 00

CONSUMPTION OF MARGARINE IN BELGIUM INCREASES

Consul General Morgan, of Brussels, reports that a notable increase in the consumption of margarine in Belgium has resulted during the past few years. Owing to the war, imports of butter were seriously curtailed, and the consumption of margarine at present amounts to 2,500,000 kilos monthly, as compared with a monthly consumption of a million kilos before the war. Much of the margarine consumed is produced in Belgium.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N.S., April 6.—Orange week is being conducted here very successfully; wholesalers report large sales of the fruit. Early rhubarb is about done, but the native is expected shortly. Latest shipments of apples include Nonpareils, which are quoted at $4.50 to $7.50 per barrel. The apple season is drawing to a close. Eggs are quoted at 32 cents per dozen, a decline of three cents. Cheese is firmer at 35 cents per pound. Most grocery lines remain firm and show few price changes.

Flour, No. 1 patents, bbl.	....	13 75
Cornmeal, bags	....	3 25
Rolled oats, per bag	....	4 10
Rice, Siam, per 100 lbs.	0 07½	0 10
Tapioca, 100 lbs.	....	10 00
Sugar, standard, granulated	....	11 10
Do., No. 1, yellow	....	10 60
Molasses, gal.	....	0 72
Cheese, Ont., twins	....	0 35
Eggs, fresh, doz.	....	0 32
Lard, compound	....	0 16
Do., pure, lb.	....	0 21
American clear pork, per bbl.	....	40 00
Tomatoes, 2½s, standard, doz.	....	2 12½
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 38
Do., aver. 12-18 lbs.	....	0 38
Do., aver. 18-25 lbs.	....	0 37
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 60
Do., dairy	....	0 50
Raspberries, 2s, Ont., doz.	....	4 95
Peaches, 2s, standard, doz.	....	3 45
Corn, 2s, standard, doz.	....	1 85
Peas, standard, doz.	....	1 97
Strawberries, 2s, Ont., doz.	....	4 60
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 14½
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	1 50
Beans, white	....	3 65
Do., yellow eye	....	7 50
Bananas, lb.	0 09½	0 10½
Lemons, Cal.	....	6 00
Oranges, all sizes	6 00	7 00
Grapefruit, Florida, case	....	7 00
Do., Jamaica	....	5 50
Apples—		
Nonpareils, No. 1	....	7 50
Do., No. 3	....	4 50
Oats, per bush.	....	0 92

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N.B., April 6.—A distinct improvement is reported in this week's business. Several changes in prices are noted. Flour dropped 20 cents per barrel. Tapioca is down $2 per hundred. Large quantities of fresh eggs are arriving and bringing 26 to 33 cents per dozen. Lard is down one-half cent per pound. American clear pork is easier at $35 to $39. Corned beef is easier at $4. Canned tomatoes are lower at $3.80. Florida oranges are finished. Liberal quantities of Southern vegetables are arriving and are bringing high prices.

Flour, No. 1 patents, bbls., Man.	....	12 55
Cornmeal, gran., bags	3 90	4 00
Do., ordinary	....	3 75
Rolled oats	....	9 00
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	10 00	12 00
Molasses	0 70	0 75
Sugar—		
Standard, granulated	....	11 10
No. 1, yellow	....	10 60
Cheese, N.B.	0 32	0 33
Eggs, fresh, doz.	0 26	0 33
Lard, pure, lb.	0 19	0 19½
Do., compound	0 15	0 15½
American clear pork	35 00	39 00
Tomatoes, 2½s, standard case	....	3 80
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	....	0 63
Do., dairy	0 56	0 60
Do., tub	0 52	0 54
Potatoes, per bbl.	2 25	2 75
Corn, 2s, standard, case	....	3 85
Peas, standard, case	....	4 10
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	6 00	6 50
Oranges, California	5 50	7 00
Bananas, lb.	....	0 11
Grapefruit, case	6 50	7 50

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., April 6.—Flour declined 50 cents per barrel. Eggs are very scarce due partly to the bad condition of the roads. Eggs are now quoted at $9.50 to $10 per case, an advance of 50 cents. A shipment of canned shrimps, which have been scarce on this market, arrived during the week and are quoted at $3 per dozen. One brand of lye advanced $1.20 per case. Royal yeast is up 40 cents per case. The first straight car of California strawberry rhubarb arrived during the week and is quoted at $3.75 per case of 45 pounds. Another car of Mexican tomatoes is expected this week end and they are offered at $7.25 per lug. B. C. potatoes are selling at $28.

Beans, B.C., per hundred	5 30	6 25
Rolled oats, 80s	....	2 50
Rice, Siam	....	6 00
Japan, No. 1	6 90	7 00
Tapioca	6 90	7 25
Sago	....	7 50
Sugar, pure cane, gran., cwt.	....	13 27
Cheese, No. 1, Ont., large	0 34	0 35
Alberta cheese, twins	....	0 30
Do., large	....	0 29
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s	....	13 20
Eggs, new laid, local, case	9 50	10 00
Corn, 2s, case	3 70	3 80
Peas, 2s, standard, case	3 90	4 10
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14¾	0 16
Do., 25s, lb.	0 15½	0 17
Peaches, evaporated, lb.	0 22	0 23
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08½	0 10
Do., 70-80s	0 11	0 13
Do., 60-70s	0 12¾	0 13
Potatoes, local, ton	....	28 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B. C., April 6.—Victor leaf lettuce is quoted at $1.50. Fre eggs are selling at 35 cents per doze B. C. sugar is up 50 cents per hundre One brand of yeast cakes are up cents per case, now quoted at $2.30. L has advanced $1.20, now quoted at $7. per case. Ham has advanced two cen and bacon one cent per pound. Okanag onions are $1.50 per sack and potato are the same price. Flour dropped cents per barrel. Ontario cheese is quo ed at 36 cents per pound.

Tommy—"There's a girl at our scho mamma, they call "Postscript." Do y know why?"

Mamma—"No, dear."

Tommy—"Because her name is Adeli Moore."

* * *

A typewriter is one who typewrites the typewriter, and the typewriter is machine on which the typewriter w typewrites typewrites the typewritin Now, the typewriter who typewrites the typewriter typewrites on the typ writer until there is no more typewritin to be typewritten by the typewriter the typewriter on which the typewrit who typewrites on the typewriter typ writes.

* * *

Frederick was sitting on the curb cr ing when Billy came along and ask him what was the matter.

"Oh, I feel so bad 'cause Major's de —my nice old collie!" sobbed Frederic

"Shucks!" said Billy. "My gran mother's been dead a week, and you do catch me crying."

Frederick gave his eyes and nose swipe with his hand, and, looking up Billy, sobbed despairingly.

"Yes, but you didn't raise your gran mother from a pup."

Packing Employees on Strike But Supplies Are Unaffected

Sixteen Hundred Packing House Workers Are On Strike in Toronto—Resent 12½ Per Cent. Reduction in Wages

TORONTO, April 4.—Sixteen hundred union packing house workers are out on strike from the plants of Canadian Packing Co., Gunns Ltd., Swift Canadian Co., Harris Abattoir Co. and William Davies Co.

The executive committee of the union, following the meeting at which the strike vote was taken, informed Frank Megan, of the William Davies Co., of the decision of the meeting and asked if there was no other way forthcoming from the packers. Mr. Megan replied that the packers intended to fight. The packers will stick to the 12½ per cent. reduction in wages and that there should be no minimum wage in the agreement, which during the past year has been 50 cents per hour.

At its meeting the union took the view that any decrease in the cost of living during the year was made up by an increase in efficiency upon the part of the workers and consequently a wage reduction was not justified.

The advisability of submitting the matters in dispute to a board of conciliation will not be tolerated by the packers and they claim that they would be compelled to close up the plants indefinitely unless the reduction is made. "We have covered the whole ground, carrying along negotiations in the regular accredited manner, dealing with every phase of the situation," said Frank Megan, of the William Davies Co. "We have compromised all along the line. We dropped the wage reduction from 15 to 12½ per cent. and then abandoned the idea that overtime should not commence until 6 o'clock at night. We retained the 40 hour guarantee. There is no question of a board of conciliation."

The firms affected by the strike are not materially inconvenienced as they are all carrying fairly heavy supplies and have arranged for proper distribution.

Increasing Sales Of Shortening By Display

H. V. Maylor, manager of the grocery department of Maylor's general store, Forest, Ont., was arranging a display of ——— shortening on the counter when a representative of Canadian Grocer strolled into the store. "This is a splendid seller," said Mr. Maylor. "Our sales on shortening were very small before putting in this line. We had a couple of different brands but customers did not seem to take to shortening. The first day we had this brand in the store we sold three-quarters of a case and sales have been steadily increasing ever since. By keeping a pile on the counter and suggesting it to the customers, we have made sales to those people who said that they did not have any success with shortening, and I find that they are now buying it regularly."

UNITED DAIRYMEN WILL DO FOUR TO FIVE MILLIONS' BUSINESS

Peterborough, April 7.—A dividend of 8 per cent. was declared at the first annual meeting of the United Dairymen's Co-operative Co. here last week. It was also decided to write off 20 per cent. organization expenses out of profits, and in addition a sum was set aside for reserve.

The statements showed a successful year, and H. B. Cowan, secretary-treasurer, stated that the company could expect to do from four to five million dollars' business during the coming year, and that one hundred factories will be shipping through the company by May 1.

The following officers were elected: President, R. W. Ireland, Wellington; vice-president, Hugh Marlow, Marmora; secretary-treasurer, H. B. Cowan, Peterborough; directors, John McCaffery, Madoc; W. H. Crough, Ennismore; J. A. Galvin, Lakefield; J. J. Morrison, Toronto; J. R. Macdonald, Alexandria; W. Brownlee, North Gore.

The company was formed one year ago as a co-operative marketing medium for dairymen.

USE OF WORD "BUTTER" RESTRICTED

Importers of cocoa butter and other products in which the word "butter" appears are "saying things" this week about a new Ottawa customs regulation. This regulation prohibits the importation of any product in which the word "butter" forms a part of the name except it is butter made from cow's milk. Cocoa butter must be called something else; also peanut butter, maple butter, etc. One instance is known where a large quantity of cocoa butter has been held up by the customs, which is urgently required by a confectionery manufacturer.

SUGAR FROM CORN COBS OR STRAW HAS LITTLE FOOD VALUE

Making sugar from corn cobs, straw, sawdust and other materials which have been suggested by chemists at various times recently, is quite possible, but there is a question as to whether such sugar has any real food value according to President W. E. Stone, of Purdue University. President Stone, before becoming head of the university, was a chemist, and was considered an authority on sugars.

"I prepared sugar from corn cobs, from straw and from sawdust in 1898," said President Stone, "identifying these sugars as belonging to the class of pentoses. These have an entirely different constitution and behavior from the ordinary sugars of commerce. These sugars are not subject to fermentation and the substance from which they are derived, found in corn cobs and straw, did not appear to be digestible when fed to animals, as some experiments of mine seem to show conclusively. So far as the physiological value of these substances or the sugars derived from them is concerned the results of the research indicate that they have little value."

Selling 100 Pounds of B. C. Salmon Daily During the Month of February

SELLING one hundred pounds of British Columbia salmon every day during the month of February is the record of McCullough and Marshall at Brampton, Ont. "We have discontinued handling fresh fish now that warmer days are here, but we had great success with fish this winter," a Canadian Grocer representative was told by the head clerk in the McCullough and Marshall store the other day. "One Saturday," he continued, "we sold as much as 200 pounds of this salmon. It had a steady, brisk demand all winter. We started in right after the New Year to sell it, and we carried it right up, almost, until the end of March. We sold it from the front of the store all the time. It was always on display, and we also advertised it. People passing saw it, and dropped in for some. Keeping it at the front of the store, outside, meant a great deal in the way of increasing sales. From the standpoint of profit, too, handling this fish was well worth while. It represented a quick turnover, and, having once created a demand for what was a very fine line, repeat orders were continuous."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 6.—The striking feature of the produce market this week is the further decline in the price of eggs; offerings are large, and although the demand for eggs has been very good, prices have been forced lower. Butter is lower in price with excellent prospects for a big production this year. The cheese market stands firm with only limited supplies to draw from. The hog market is unchanged in price although there is a little easier feeling with perhaps a relaxation in prices quoted since the grading is more emphasized this week. There is a good demand for smoked meats and prices are fully maintained. Some fresh lake fish is offered in the market this week but the supply is small. Haddock is scarce and higher prices are being asked. Lard is in an unsettled condition.

Good Prospects for Butter

Montreal.

BUTTER.—A feature of the week in the butter market has been a weaker feeling that prevailed and prices for the finest grade of creamery are from 1½ to 2 cents a pound below prices quoted one week ago. This to some extent is due to the increased offering of under grade stock which has been shipped from the United States on consignment, and also to the fact that the prospects for the new season's make in the country were probably never more encouraging than they are this year. Stocks in store on spot the first of the month were considerably smaller than a year ago, but with the steady increase in receipts of the new make the indications are that there will be ample supplies to meet all requirements.

BUTTER—		
Creamery prints, qual., new..	0 55	0 56½
Do., solids, quality, new	0 54	0 54½
Dairy, in tubs, choice	0 49	0 50
Do., prints	....	0 50

Cheese Market Quite Firm

Montreal.

CHEESE. — There is no important change in the condition of the cheese market this week. There is a steady demand from local buyers and the requirements for home consumption are sufficient to keep the market quite firm without the influence of the export buyers. The supplies of cheese available are not large and the market may be expected to stand quite firm for some little time.

CHEESE—		
New, large, per lb.	0 29	0 29½
Twins, per lb.	0 29	0 29½
Triplets, per lb.	0 29	0 29½
Stilton, per lb.	....	0 40
Fancy, old cheese, per lb.....	0 35	0 37
Quebec	0 30	0 32

Cooked Meats Unchanged

Montreal.

COOKED MEATS.—Quotations on all lines of cooked meats are unchanged. The demand is steady, but not large, but with the coming of the warmer season a bigger demand may be expected.

Jellied pork tongues	....	0 40
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 33
Hams, cooked	0 61	0 68
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 63
Do., 6-lb. tins, per lb.....	....	0 16
Do., 25-lb. pails, per lb.	....	0 15

Barrelled Meats Quiet

Montreal.

BARRELLED MEATS.—There is no change in the market for barrelled meats this week. Prices are being fully maintained.

BARRELLED MEATS

Barrel Pork—		
Canadian shot cut (bbl.), 30-40 pieces	24 00	45 00
Clear fat backs (bbl.), 40-50 pieces	....	39 00
Heavy mess pork (bbl.)	....	37 50
Plate beef	....	30 00

Lard Market is Unchanged

Montreal.

LARD.—The condition of the market for lard is much the same as it has been for some little time past, the feeling being unsettled and somewhat irregular on account of the liberal supplies available and the demand being only for small lots to fill actual wants. Prices are unchanged this week.

LARD—		
Tierces, 360 lbs.	0 18	0 19
Tubs, 60 lbs.	0 18½	0 19½
Pails, 20 lbs.	0 19	0 20
Bricks	0 23	0 24

Demand for Smoked Meats

Montreal.

SMOKED MEATS. — The trade in smoked meats for the early part of the week was quiet owing to the fact that buyers in most cases had a sufficient stock on hand to meet requirements, but the demand for all lines is good and has shown a marked improvement. The market has a tendency to firm up on account of renewed interest since the merchants are almost forced to buy more freely. Towards the end of this week the smoked meat market has shown more activity with a firmer feeling. Quotations on all lines are unchanged.

BACON—		
Breakfast, best	0 38	0 43
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 36
Picnic Hams	....	0 32
Wiltshire	0 42	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 35	0 37

Fresh Meats Tend Easy

Montreal.

FRESH MEATS.—There is no important change in the condition of the Montreal hog market this week. Prices are being maintained on account of the smaller offerings than were generally expected and a keener demand for the same. Prices quoted range from $16.00 for selected stock to $15.50 per cwt. for heavies weighed off cars. Although the price is not changed noticeably the tendency is for slightly easier quotations since a week ago the price on hogs was quite firm at $16.00. There is no change in the beef market this week.

FRESH MEATS

Hogs, live (selected off cars) ...	15 50	16 00
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 22½	0 23
Fresh Pork—		
Legs of pork (foot on)	....	0 30½
Loins (trimmed)	....	0 35
Bone trimmings	....	....
Trimmed shoulders	0 24	0 26
Untrimmed	....	0 24
Pork sausage (pure)	....	0 25

(Cows)		(Steers)	
$0 16	$0 23	..Hind quarters..	$0 18 $0 25
0 09	0 13	..Front quarters..	0 11 0 15

Fresh Beef—			
0 33	0 38	..... Loins	0 40 0 44
		Do., 14-20	.... 0 35
		Do., 20-25	.... 0 33
		Do., 25-35	.... 0 32
		Over 35 lbs.	.... 0 30

Lower Prices on Eggs

Montreal.

EGGS.—An easier feeling has prevailed in the local egg market this week. Prices closed 2 cents per dozen lower than a week ago, which is due to the fact that supplies have been the largest of the season so far and in addition to this the values in the country were at the lowest level for some time past. On account of the good quality of the eggs and the comparatively low figures at this period as compared with the past few years, some dealers have been tempted to put up some stock for future requirements which accounts for the marked increase in the stocks in store here on the first of the month as compared with the previous month and the corresponding one last year. Figures in the Government report show a big increase in receipt of eggs during the past week and also a bigger demand. An active trade is being carried on in eggs and prices quoted this week run from 34 cents to 36 cents per dozen in a wholesale way.

EGGS—		
Strictly fresh	0 34	0 36

Fresh Haddock Higher

Montreal.

FISH.—There is practically no change in the fish market except that haddock is very scarce this week and the price is advanced to ten and eleven cents per pound. Some small supplies of fresh lake fish have arrived in the city but not sufficient to meet the big demand which is evidenced when this line makes

its first appearance on the market this season.

FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Haddock	0 10	0 11
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 7½	0 8½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11
Doree	0 12	0 13
Whitefish	0 16	0 17
Smelts	0 15	0 20
Grass Pike	0 10	0 11
Round Pike	0 08	0 09
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20
SMOKED		
Chicken Haddies, 15-lb. box	....	0 07
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box	....	0 17
Boneless Herring, per box	....	1 60
Smoked Herrings	....	0 21
Kippers, new, per box	....	2 75
Bloaters, new, per box	....	2 50
Smoked Salmon	....	0 35
BULK OYSTERS		
Standard, No. 1	....	3 25
Do., No. 3, can	....	9 50
Selects, No. 1, can	....	3 75
Selects, No. 3, can	....	11 00
Jara, 1 doz. box	....	6 50
Do., 2 doz. box	....	12 50

Poultry Offerings Light

Montreal.

POULTRY.—There is no change in poultry prices this week. The offerings of fresh killed poultry on the market are very light.

POULTRY—		
Turkeys, per lb.	0 54	0 60
Chickens	0 40	0 42
Fowl	0 30	0 35
Ducks	0 33	0 40
Geese	0 30	0 34
... 0 20 ..... Hips	0 18	0 23
0 15 0 23 ..... Ribs	0 16	0 26
0 09 0 11 .... Chucks	0 10	0 14
Farmer sausage	....	0 20
Spring lamb, carcass	0 24	0 30
Fresh sheep, carcass	0 16	0 18
Calves (as to grade)	0 15	0 24

ONTARIO MARKETS

TORONTO, April 6.—The strike at the big packing houses is not expected to make any material change in the market situation except to cut down receipts. The packers, however, are fairly well supplied with goods and unless the duration of the strike is prolonged no serious results are expected. Live hogs were further reduced during the week, but owing to the strike packers have notified shippers to hold back shipments. New made cheese is arriving more freely, many of the cheese factories now being in full swing. Old cheese is fast becoming cleaned up and prices are ruling high. The egg market again declined under heavy receipts and lack of support for storage purposes. Lard and shortening are unchanged. Provisions show a few price changes but generally cured meats are unchanged. Fresh caught halibut is arriving freely but fresh white fish and trout are still rather scarce and prices are high.

Butter Prices Unchanged

Toronto.

BUTTER — There is slightly easier undertone in the butter market, due to the increase in fresh made receipts. This increase, however, is not of such volume as to affect the market and is not expected to do so for a few weeks. Quotations are ruling fairly firm and unchanged.

BUTTER—		
Creamery prints, No. 1	0 60	0 64
Do., No. 2	0 53	0 56

Cooked Meats Hold Steady

Toronto.

COOKED MEATS—The demand for cooked meats is not a large one although the early spring weather has created a larger demand than usual at this season. The market is holding steady at unchanged quotations.

Boiled hams, lb.	0 50	0 52
Do., square pressed	....	0 56
Boiled shoulders, lb.	....	0 45
Head cheese, 6s, lb.	....	0 15
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 56
Bologna	0 17	0 20

Above prices subject to daily fluctuations of the market.

New Cheese Arriving

Toronto.

CHEESE—The quantity of new cheese arriving has shown a considerable increase during the week, and prices are somewhat easier. Old cheese is holding quite firm at 34 to 35 cents per pound. New cheese is quoted at 31½ to 32 cents per pound.

CHEESE—		
Large, old	0 34	0 35
Do., new	0 31½	0 32
Stilton, per lb.	....	0 36

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Egg Market Lower

Toronto.

EGGS—The egg market has steadily declined since our last report, due to heavy receipts and lack of demand for storage purposes. The situation is unsettled as to the future but the general opinion is that the outlook is for even lower prices. It is stated that some eggs have gone into the coolers, but the general attitude of the packers is to wait further developments before starting storage operations. Quotations to the trade are around 31 cents per dozen.

EGGS—		
New laid	....	0 31
New laid in cartons	....	0 34

Prices shown are subject to daily fluctuations of the market.

Hog Market Lower

Toronto.

FRESH MEATS.—Live hogs registered another drop of 50 cents per hundred during the week and a further reduction was expected this week, but owing to the strike of the employees of the big packing houses, little change is likely to develop, owing to the fact that packers have notified shippers to withhold shipments. There is a great deal of uncertainty prevailing in the market for cattle attributed in part to the strike and the possibility of the United States putting into force an increased tariff which will have the effect of lowering prices. Dressed beef, calves and sheep are unchanged as to price but some pork cuts are up one cent per pound.

Hogs—		
Dressed, 70-100 lbs., per cwt.	20 00	22 00
Live, off cars, per cwt.	....	14 50
Live, fed and watered, per cwt.	....	14 25
Live, f.o.b., per cwt.	....	13 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 31
Loins of pork, lb.	....	0 35
Fresh hams, lb.	....	0 33
Tenderloins, lb.	....	0 65
Spare ribs, lb.	....	0 21
Picnics, lb.	....	0 20
New York shoulders, lb.	....	0 23
Montreal shoulders, lb.	....	0 23
Boston butts, lb.	....	0 27
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 20	0 23
Front quarters, lb.	0 10	0 13
Ribs, lb.	0 18	0 25
Chucks, lb.	0 10	0 12
Loins, whole, lb.	0 22	0 35
Hips, lb.	0 15	0 18

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 19	0 22
Spring lamb, each	13 00	16 00
Yearling lamb, lb.	0 28	0 32
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Fresh Fish Arriving

Toronto.

FISH—Heavy shipments of fresh halibut are arriving almost every day and prices are ruling fairly steady. Fresh whitefish and trout are rather scarce as yet and prices are fairly high, being quoted around 30 cents per pound. Lower prices are expected as the catch increases. Smoked ciscoes are down two cents per pound, now quoted at 22 cents. Holland herrings are down 15 to 20 cents per kit.

FRESH SEA FISH		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	....	0 09
Haddock, heads off, lb.	....	....
Do., heads on, lb.	0 10	0 11
Halibut, chicken	0 17	0 18
Do., medium	0 21	0 23
Fresh Whitefish	0 30	0 31
Fresh Herring	0 08	0 09
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 30	0 31
Fall Salmon	0 09	0 10
Oysters—		
No. 1 tins	....	4 20
No. 3 tins	....	12 80
No. 5 tins	....	20 00
Glass jars, doz.	....	6 50
Shell Oysters—		
600 count, per bbl.	....	20 00
800 count, per bbl.	....	18 00
FROZEN FISH		
Halibut, medium	0 21	0 23
Do., Qualla	0 10	0 11
Flounders	0 10	0 11
Pike, round	0 06	0 07
Do., headless and dressed	....	0 08
Salmon, Cohoe	0 20	0 21
Do., Red Spring	....	0 25
Sea Herring	0 07½	0 08
Brill	0 10	0 11
Smelts—		
Extras, per lb.	....	0 25
No. 1, per lb.	....	0 17
No. 2, per lb.	....	0 11
SMOKED FISH		
Haddies, lb.	0 11	0 12
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	....	2 00
Bundles, Digby	....	1 20
Ciscoes, lb.	....	0 20

PICKLED FISH

Salmon Snacks, lb.	....	0 24
Labrador Herrings, kegs, 100 lbs.	....	6 25
Do., bbls., 200 lbs.	....	11 75
Do., pails, 20 lbs.	....	2 00
Salt Mackerel, 20-lb. kit	....	3 00
Holland Herrings, Milchers	....	1 15
Do., mixed	....	1 00

Lard Prices Steady

Toronto.

LARD—There is no change in the situation on lard. The market is fairly steady.

LARD—		
1-lb. prints	....	0 21
1-lb. tierces, 400 lbs.	....	0 17½

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Little Change in Cured Meats

Toronto.

PROVISIONS — In some quarters smoked hams are advanced one cent and the reason for this is probably the fact that some of the packers wish to curtail the sale of hams in order to build up their stock to be used for cooked hams later on. Last year many of the packers were caught with a very small supply of hams when the rush was on for cooked hams and were forced to buy in the United States or any place where supplies could be purchased. The strike at the packing houses is not expected to make any material difference in quotations as they are all carrying fairly large stocks. There are a few minor price changes, but for the most part provision quotations are unchanged.

Hams—		
Small, 6 to 12 lbs.	....	0 36
Medium, 12 to 20 lbs.	....	0 36
Large, 20 to 35 lbs. each, lb.	0 31	0 35
Heavy, 35 lbs. and upwards	....	0 30
Backs—		
Boneless, per lb.	0 52	0 57
Rolled, per lb.	....	0 62
Bacon—		
Breakfast, ordinary, per lb.	0 38	0 47
Breakfast, special trim	0 53	0 54
Roll, per lb.	....	0 32½
Wiltshire (smoked sides), lb.	....	0 34
Do., three-quarter cut	....	0 37
Do., middle	....	0 40
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 21
Do., av. 80-90 lbs.	....	0 20
Clear bellies, 15-30 lbs.	0 20	0 21
Fat backs, 10-12 lbs.	0 17	0 19

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork, 200 lbs.	....	36 50
Short cut backs, 200 lbs.	....	42 00
Pickled rolls, bbl., 200 lbs.—		
Lightweight	....	51 00
Heavy	....	44 00

Above prices subject to daily fluctuations of the market.

Poultry Prices Firm

Toronto.

POULTRY—Although the receipts of live poultry were slightly increased during the week, the quantity arriving is still light. The demand for dressed birds is being largely supplied from storage stock. Prices are firm and unchanged.

Shortening Market Easy

Toronto.

SHORTENING—The shortening market is steady to easy. One pound prints are quoted at 14½ cents, although in some quarters quotations are as high as 16 cents. On the tierce basis 12 cents per pound is the ruling price.

SHORTENING—		
1-lb. prints	....	0 14½
Tierces, 400 lbs.	....	0 12

In 60-lb. tubs, ½ cent higher than tierces, and in 20-lb. pails, ¾ cent. higher than tierces.

WINNIPEG MARKETS

WINNIPEG, April 6.—The outstanding feature of the provision market during the week was the decline in the price of lard and shortening. The hog market is ruling fairly steady, and although there is a noted improvement in the demand for smoked and cooked meats, the only change in prices is the slight advance in the price of bacon. The egg market has shown a firmer undertone and quotations have advanced. Cheese is in light demand on account of the high prices. Creamery butter continues very firm with little dairy butter arriving. The fish business is reported fairly steady.

Creamery Butter Firm

Winnipeg.

BUTTER—Creamery butter continues firm and finest prints are quoted at 60 cents per pound. There is very little dairy butter arriving, but the demand is small.

BUTTER—		
Creamery, best table grade	....	0 60
Dairy, best table grade	0 24	0 26
Margarine	0 28	0 32

Cooked Meats Steady

Winnipeg.

COOKED MEATS—Cooked meats are ruling fairly steady and no price changes are noted with the exception of jellied pork tongues, which have declined 4½ cents per pound and are now quoted at 55½ cents. The demand for cooked meats has been showing a slight improvement, and from now on a marked improvement for these lines is expected.

HAMS—		
Best quality, skinned, 8-13 lbs.	....	0 56
Do., 13-16 lbs.	....	0 53
Roast Ham, lb.	....	0 59
Roast shoulders, lb.	....	0 47½
Head Cheese, 1-lb. tins	....	0 17
Jellied Ox Tongues, lb.	....	0 60
Pork tongues, lb.	....	0 55½
Luncheon Cooked Meats, lb.	....	0 25

Cheese Market Firm

Winnipeg.

CHEESE—Stocks of cheese continue light with very little new cheese arriving. Ontario large are quoted at 32 cents with twins at 33 cents per pound. Stilton are quoted at 36 cents per pound, Very little Manitoba cheese is on this market.

CHEESE—		
Ont., large, lb.	....	0 32
Ont., twins, lb.	....	0 33
Ont., triplets, lb.	....	0 33½
Man. cheese, large, lb.	....	0 36

Eggs Are Higher

Winnipeg.

EGGS—The egg market advanced during the week and fresh eggs are now quoted at 32 cents per dozen. Receipts are very light and future market conditions are more or less uncertain.

Fresh Halibut Arriving

Winnipeg.

FISH—Fresh halibut and salmon are arriving in larger quantities, halibut being quoted at 21 cents per pound and salmon at 32 cents. Boiled crabs are in good demand and are quoted at 25 cents each. Lobsters are moving freely and are quoted at 75 cents per pound. Frozen shad roe are now on the market and are quoted at $1.10 per pair. Labrador herring in 100 pound barrels is in good demand at $7 per barrel. The fish busines is holding fairly steady.

Bacon Prices Advance

Winnipeg.

PROVISIONS—The trade has shown an improvement in the demand for ham and bacon. An advance of 1½ cents per pound has been noted on bacon and belly bacon is now quoted at 43 cents per pound. The market is showing a firm undertone in sympathy with the higher prices being paid for live hogs.

Hog Market Steady

Winnipeg.

FRESH MEATS—The hog market continues steady and selected live hogs are quoted at $14. Choice butchered steers are ranging in price from $8.50 to $9.50. Butchered heifers of choice quality are offered from $7 to $8, while those of fair to good quality are ranging from $5.50 to $6.75. Veal calves range in price from $6 to $10, according to quality. Receipts of sheep and lamb are light. There has been no change in prices on fresh meat cuts.

Selected, live, cwt.	....	14 00
Heavies	11 00	12 00
Light	13 50	14 00
Sows	....	8 00
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 25	0 34
Spare ribs	....	0 21
Loins of pork, lb.	0 30	0 32
Fresh hams, lb.	0 27	0 36
Picnics, lb.	....	0 21
Shoulders	0 19	0 22
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 20
Front quarters, lb.	0 09	0 11
Whole carcass, good grade, lb.	0 12	0 16
Mutton—		
Choice, lb.	....	0 17
Choice long hinds (leg and loin)	....	0 26
Choice Stews	....	0 12½
Lambs—		
Choice, 30-45 lbs.	....	0 25
Veal—		
Good veal, 40 to 80 lbs., hind quarters	....	0 22
Carcass	....	0 16

Lard and Shortening Lower

Winnipeg.

LARD—There has been a decline on both lard and shortening this week. Lard declined one cent per pound and is now quoted in tierces of 400 pounds at 20 cents per pound. Shortening declined ¼ cent per pound and is quoted at 14¼ cents per pound, and in 20 pound wooden pails at $3.35.

Pure lard, No. 1 quality, per lb. (in tierces of 400 pounds).	....	0 20
Do., wooden pails, 20-lb. pails	....	4 50
Shortening (wooden pails), 20-lb. pails), per pail	....	3 35
Shortening, tierces of 400 lbs. per lb.	....	0 14¼

Poultry Receipts Light

Winnipeg.

POULTRY—Receipts of fresh poultry are very light, but the demand is also small. Prices remain unchanged.

D. P. Chickens, 3½ lbs. and under	....	0 36
Do., 3½ lbs. and over	....	0 39
D. P. Fowl, 3½ lbs. and under	....	0 32
Do., 3½ lbs. and over	....	0 34
Turkeys, mixed weights	0 48	0 50

Are You Ready for the Spring?

SPRING to the housewife usually means a certain amount of house-cleaning, during which period she cares little or nothing about preparing hot meals in the middle of the day. It is therefore very much to the dealer's advantage to feature prominently different lines of seasonable cooked meats. The housewife will be glad to see these, and would particularly welcome

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because it is tasty and requires little preparing to get it ready for dinner.

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This is the season of the year when headcheese sells. The demand is automatically created by the change in the weather. We would recommend your including some with your next order. Put up in 6-lb. tins and 1-lb. moulds, at reasonable prices.

Cooked Hams

We are now able to offer you square block ham, suitable for table use, and also most satisfactory for sandwiches. Very fine flavor. This is a high-grade cooked ham. You can also obtain the "Peerless" Ham, which is still retained to its high standard, and will surely give satisfaction.

Dry Sausage

We are very pleased to announce to the trade that we have been appointed selling agents and distributors for all of Eastern Canada, of **Armour Company's Dry Sausage.** The quality of this product is already known, hence needs no introduction.

Some of the lines are—

Brand	Suitable for
Star Summer H.C.	Canadian Germ. Slav.
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Caserta Peperoni	Italian
Shield Frizzes	French
Shield Mortadella	Canadian and General
Genoa Salami	" "

Send for PRICES and PARTICULARS. MAIL ORDERS given preferred attention.

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has ever regretted buying an

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Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

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WINDSOR

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Complete satisfaction. Grocers are pleased with the time saved, trouble eliminated and added profit gained. Housewives are delighted with the convenient and sanitary Tray Delivery and the fact that every egg is delivered sound and unbroken.

Star Egg Carrier Delivery will increase your egg business and more than double your profits. Write for a copy of our booklet 184.

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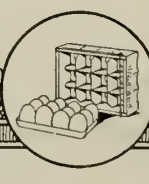

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The products imported from France which we offer to the retail trade of Canada enjoy a universal reputation which should make their sale easy, because products of uniform quality give the most satisfaction to the client both from the standpoint of quality and price.

Petits Pois "Soleil."—The favorite brand of Canadians for nearly a quarter of a century, needs no further recommendation, for nearly everybody knows and appreciates these delicious green peas, fresh, tender, juicy.
Qualities: **Sur-Extra Fins, Extra-Fins, Tres Fins, Fins, Mi-Fins,** Moyens Nos. 1, 2, 3.

Mushrooms Feyret & Pinsan.—L. Bon, Preignac-Bordeaux, France. A choice brand, a delicious vegetable highly appreciated and which holds a place of honor on the best served tables.
Qualities: **Champignons Gallipedes, Choix, 1er Choix, Extra, Sur-Extra.**

Pate de Foie Gras Feyret & Pinsan.—This constitutes one of the choicest brands of Pate de Foie Gras "cuisines", ready to serve that delight the connoisseurs, and the sale of which attracts to the merchant the cream of the clientele. It is a most popular brand.

Eau de Vichy des Sources Chateau-Robert of St. Yorre.—Natural, sterilized, cold, and highly carbonated, this water has been approved by the Academie de Medicine de Paris and indicated for the home treatment of diseases of the liver, stomach, kidneys, intestines; also in Diabetes, Gravel, Gout, Rheumatism.

Vichy Lemon Lemonade: "La Savoureuse."—The most pleasant of Vichy lemonades, containing the Natural Carbonic and Gas from the springs of Chateau-Robert at St. Yorre, and no artificial products whatever.

The above goods are of superior quality and do not cost any more than ordinary goods.

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584 ST. PAUL ST. WEST MONTREAL

Brunswick Brand

Sea Foods

have behind them a quality reputation that spells quick turnovers for Brunswick dealers—a reputation that is the result of years of concentrated effort in the perfecting of high-grade, wholesome Fish Foods.

The success of our efforts may be judged from the confidence of the public in the reliability of sea foods bearing the Brunswick Brand trade-mark, a confidence that is building better business for the dealers featuring these popular quality products.

Ideal location and best possible equipment are two big factors in producing the big sales which are so characteristic of Brunswick Brand lines. Our plant (which is one of the finest on the Atlantic coast) is so situated that we never fail to secure the very choicest pick of the season's catches. Our methods of processing and packing the first eliminate all possibility of customer-dissatisfaction, and make firm friends of first purchasers.

Get the Brunswick line on your shelves and let Brunswick Brand reputation build up your fish food sales.

- ¼ Oil Sardines
- ¼ Mustard Sardines
- Finnan Haddies (Oval and Round Tins)
- Kippered Herring
- Herring in Tomato Sauce
- Clams

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Winnipeg Representative: Chas. Duncan & Son, Winnipeg, Man.

A Superior Separated Milk Powder

Every wholesale grocer stocks it
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BRODIE'S XXX SELF-RAISING FLOUR

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Quebec

Carrying On By Marking Time

By J. K. Munro

HAY foot—straw foot—left foot—right foot—and never getting anywhere! That's J. K. Munro's view of the Parliament at Ottawa during March. Crerar and Lapointe are the only men who have really said anything, in "J. K.'s" opinion. After a survey of the Dominion Mr. Munro prophesies that there will be a Farmer Government, sure, in 1922—and probably supported by several French-Canadians.

And the Budget—"it is not likely," says Canada's leading political pundit, "that it will be a very sweeping document. It will likely provide for a sales tax of about one per cent, to make up the hundred million by which the estimates exceed the revenue, and the excess profits tax will likely be wiped out. That's about all."

John Barleycorn and Jack Canuck

It's a hard question for the man-on-the-street to answer, How Dry is Canada? But Charles Christopher Jenkins has studied the question from all angles, and you will find his article extraordinarily informative and—in the light of Ontario's vote April 18—very timely.

"For Sale For a Song."
By Agnes C. Laut.

The question whether Oriental labor will solve some of our problems is here discussed.

"From Ontario to Tin Pan Alley."
By Geoffrey O'Hara.

A Canadian wrote "K-K-Katy" and also a song for Caruso. He tells how he won success.

"The Drama of Our Great Forests."
By Arthur Heming.

A further instalment of the artist-author's adventures with Oo-koo-hoo in Canada's primitive Northland.

"As a Man to His Friend."
By William Merriman Rouse.

A stirring story of the Ottawa Valley, of two lumberjacks, an actress and a barber.

"Linen Sheets."
By Alan Sullivan.

What do the occupants of an Old Woman's Home think of, as they wait for the "Reaper"? A poignant story with a surprise climax.

"Pawned."
By Frank L. Packard.

John Bruce recovers his strength, woos Claire Veniza—only to find her falling into Dr. Crang's clutches.

"Why Have We Juvenile Crime?"
By Ethel M. Chapman.

A timely account of Juvenile Delinquency and the Big Brother Movement.

REVIEW OF REVIEWS

U.S. Foreign Policy and Britain .....John H. Latane
Unemployment Crisis in Britain .....R. H. Tawney
Optimistic About the League .....Lord Robert Cecil
Ideal British Cabinet .....London Magazine
Common Sense Bridge .....A. E. Manning Foster
Kipling's "Lurgan Sahib" Dies .....London Times
U.S. a Bar to Naval Disarmaments .....Scientific American
A Winged Torpedo Boat .....'Tin Fish"
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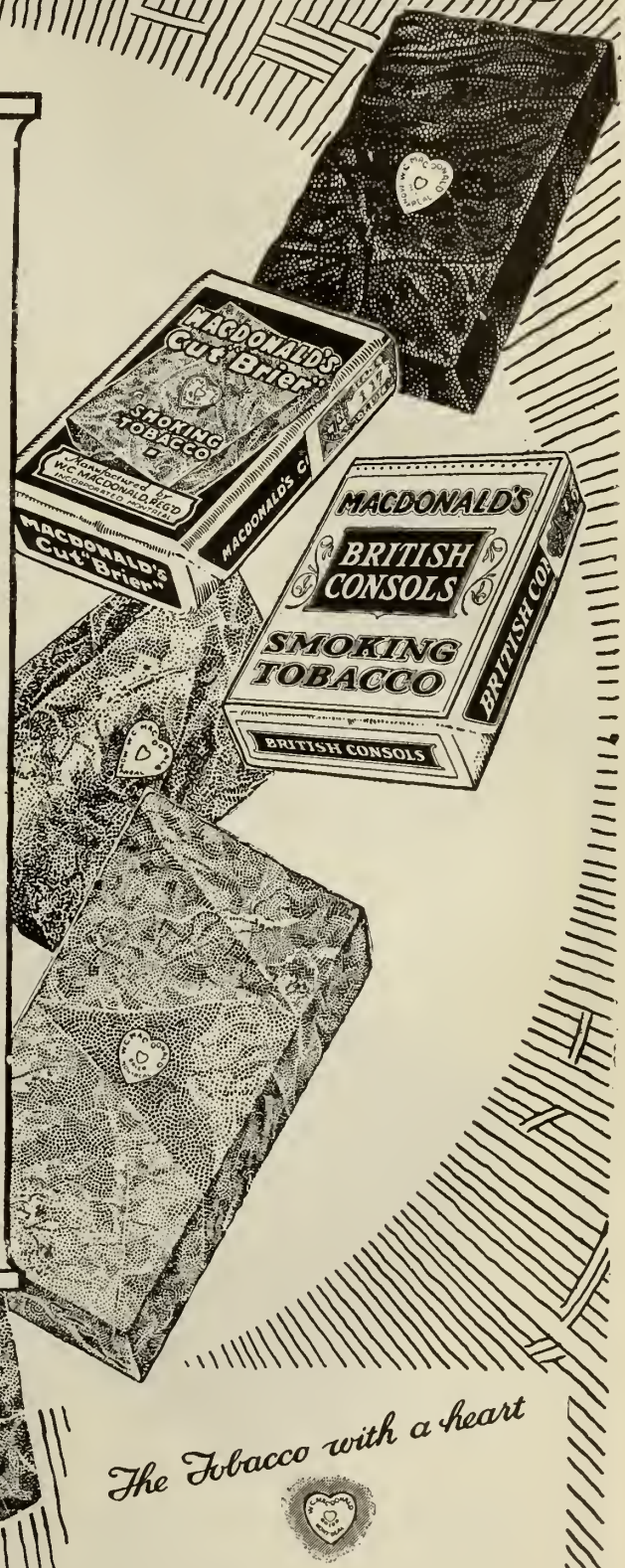
Not only that, but you make a **higher percentage** of profit on Macdonald's — **extra** profits that make it more than worth your while to sell the tobacco with a heart.



The Tobacco with a heart

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Something new and different to ordinary Jelly Powders . . .

1st—The flavors are entirely different.
2nd—There is a special tartness and sweetness.
3rd—Clear as crystal.
4th—They Jell in Half the time.
5th—Free from Saccharine or substitutes.
6th—Guaranteed to be truly Wholesome.
7th—Made from the best materials on the North American Continent.

Price: 3 doz., $1.35 doz.; 1 gross, $1.25 doz.; 3 gross, $1.20 doz.; 5 gross, $1.15 doz.

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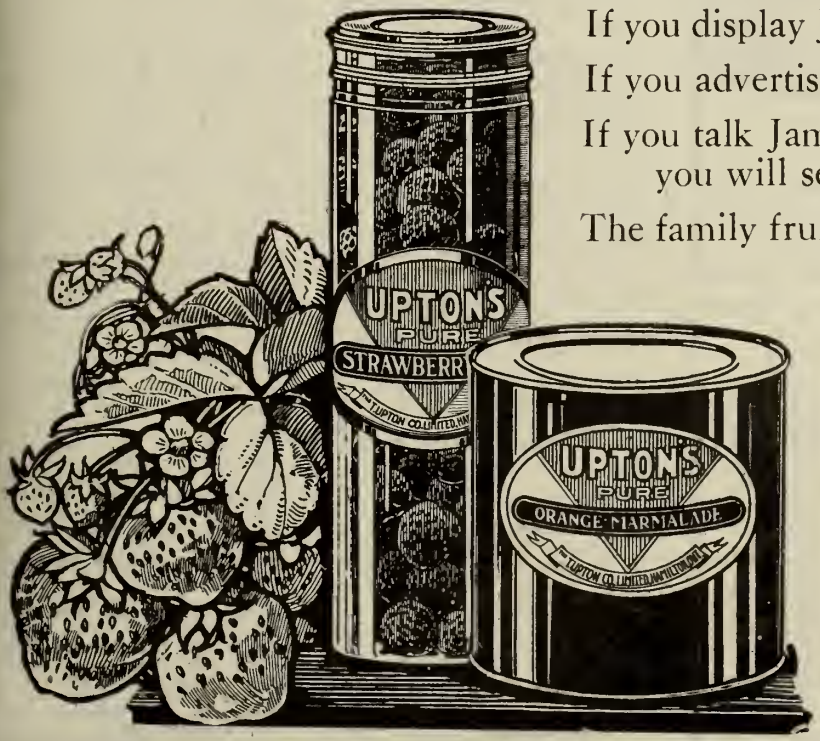

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If you advertise Jams Now—

If you talk Jams to customers Now—
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with determination, a convincing manner and sound business judgment to sell the Royal Line of electric meat choppers, meat slicing machines, electric coffee mills and coffee roasting machines. If you have these qualifications and a record that will stand investigation, write us in confidence.

NOTE:—Our service includes furnishing Royal Equipment to the grocery, meat market, hotel, restaurant or institution. We supply for the coffee business or coffee server the Royal Coffee Roasting Machine and Electric Steel Cutting and Pulverizing Mill, also supply the green coffee at first hand prices. Complete instructions are furnished for operation, and savings of 5c to 15c per pound are effected. Booklet sent on request, telling the complete coffee story.

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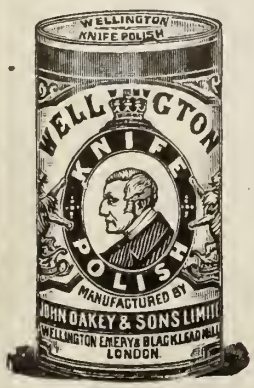
"The name SMALL is standard for Maple quality, and price past 90 years. Advertised in street cars and leading farm and home papers. Stocked by jobbers world over."



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Eagle Brand, each, 48 cans	$11 50
Reindeer Brand, each 48 cans	11 00
Silver Cow, each 48 cans	10 60
Gold Seal, Purity, ea. 48 cans	10 45
Mayflower Brand, ea. 48 cans	10 45
Challenge Clover Brand, each 48 cans	9 85

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	$7 25
Jersey Brand, Hotel, each 48 cans	7 25
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 00
Jersey Brand, Family, each 48 cans	6 00
Peerless Brand, Family, each 48 cans	6 00
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 00
Reindeer Brand, small, each 48 cans	8 00
Cocoa. Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

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4-lb. Canada Laundry	$0 08
100-lb. kegs, No. 1, white..	0 08½
200-lb. bbls., No. 1 white..	0 08½
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Celluloid, 45 cartons, case..	4 15

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20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½

(20-lb. boxes ¼c higher, except potato flour.)

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40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 10
40 lbs. Canada Corn Starch, 1 lb. packages, per lb..	0 08½
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 08½
40 lbs. Argo Corn Starch, 1 lb. packages	0 09
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., 1 lb. packages	0 08½

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2-lb. tins, 2 doz. in case	$5
5-lb. tins, 1 doz. in case	5
10-lb. tins, ½ doz. in case	5

KARO

24—2-lb. tins, per case	4
12—5-lb. tins, per case	5
6—10-lb. tins, per case	5

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	4
5-lb. tins, 1 doz. in case	5
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No. 1, 24 tins, 1 lb	$ 7
No. 2, 12 tins, 2 lbs.	7
No. 4, 12 tins, 4 lbs.	13
No. 8, 6 tins, 8 lbs.	12

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½-lb.	..
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½-lb.	..

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Ontario Prices.

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	Per doz. ti
D.S.K., ¼ lb.	....
D.S.F., ½ lb.	....
D.C.F., 1 lb.	....
F.D., ¼ lb.	....

	Per jar
Durham, 1-lb. jar, each	....
Durham, 4-lb. jar, each	....

BLUE

Keen's Oxford, per lb.	0
In cases, 12 12-lb. bxs. to case	0

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	Do
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1
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Metal Outfits — Black, Tan, Toney Red, Dark Brown	6

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Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1
Great West Pouches, 9s, 8-lb. boxes, ½ and 1-lb. lunch boxes	1
Forest and Stream, tins, 9s, 2-lb. cartons	1
Forest and Stream, ¼s, ½s, and 1-lb. tins	1
Master Workman, 2 lbs.	1
Master Workman, 4 lbs.	1
Derby, 9s, 4-lb. boxes	1
Old Virginia, 12s	1
Old Kentucky (bars), 8s, boxes, 5 lbs.	1

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Perfection, ¼-lb tins, doz. .	1 55
Perfection, ½-lb. tins, doz..	2 85
Perfection, 10s size, doz. ..	1 10
Perfection, 5-lb. tins, per lb.	0 41

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Supreme Chocolate, 6-lb. boxes, per lb.	0 40
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 00
Perfection Chocolate, 10c size, 2 doz. in box, per box....	1 80

SWEET CHOCOLATE

Eagle Chocolate, ½s, 6 lbs. In box, per lb.	0 32
Eagle Chocolate, 10c size, 2 doz in box, per box.....	1 80
Diamond Chocolate, 10c size, 2 doz. in box, per box	1 80
Diamond Chocolate, 5c cakes, 20 cakes in box, per box..	0 75

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes In case, per lb. ...	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb...	0 42
Milk Croquettes, 5-lb. boxes.	0 40
No. 1 Milk Wafers, 5-lb boxes, 30 boxes in case, per lb. ...	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 39
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.....	0 39
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 39
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 39
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped. 4-lb. box, 36 boxes in case, per box	$2 15
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 00
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 40

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.....	5 75
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	3 15
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	6 00
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 25
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 00
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	1 90
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	1 90
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	1 90
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 10
20—1c Milk Chocolate Sticks,	

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Do., 3 lbs.	2
Superb Self-Raising Flour, 6 lbs.	5
Do., 3 lbs.	2
Crescent Self-Raising Flour, 6 lbs.	5
Do., 3 lbs.	2
Buckwheat, Self-Raising, 1½ lbs.	1
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1

SMALL'S LIMITED, MONTRE

FOREST CREAM MAPLE SYR

Price Delivered	F.o.b. Factory	On M
36—10 ozs., bottles..	$ 8 10	$ 9
24—16 ozs., bottles..	7 75	8
12—32 ozs., bottles...	6 95	7
24—28 ozs., tins	9 90	10
12—80 ozs., tins	14 25	15
6—160 ozs., tins ...	13 85	14
1—5 gall. tins	13 50	14
In barrels, per gal. .	1 50	2

FOREST CREAM PURE SYRU

36—10 ozs., bottles...	$ 6 65	$ 7
24—16 ozs., bottles..	6 15	6
12—32 ozs., bottles..	5 35	6
24—28 ozs., tins	7 10	7
12—80 ozs., tins	10 30	11
6—160 ozs., tins ...	9 80	10
1—5 gal. tin	9 50	10
In barrel, per gal. ..	1 70	1

STANDARD SUGAR SYRU

36—10 ozs., bottles..	$ 5 75	$ 6
24—16 ozs., bottles..	5 25	6
12—32 ozs., bottles..	4 45	5
24—28 ozs., tins	5 45	6
12—80 ozs., tins	7 95	8
6—160 ozs., tins....	7 50	8
1—5 gal. tin	7 05	8
In barrel, per gal. ..	1 20	1

FOREST CREAM MAPLE BUTTER

24—13½ ozs., tins ..	$ 4 65	$ 5
24—2½ lbs,. tins	11 75	12
1—30 lbs., pail	4 80	
2—30 lbs., pails ...	9 80	10
In barrel, per lb. ...	0 14	0 1

FOREST CREAM AMBER HON

48—No. 1 Tumblers..	$ 6 40	$ 7
24—No. 3 Tumblers..	6 90	7
24—2½ lbs., tins ...	19 75	20

FOREST CREAM PEANUT BUTTER

48—No. 1 Tumblers..	$ 5 30	$ 5
24—No. 3 Tumblers..	4 75	
24—2 lbs., tins	11 80	12
1—24 lbs., pail	4 55	
2—24 lbs., pails	9 75	10
In barrel, per lb....	0 17½	

FOREST CREAM SALTED PEANUTS

1—15 lbs., pail ...	$ 2 75	$
2—15 lbs., pails ..	6 05	
In bags of 85 lbs...	13 15	1
In barrel, per lb. ...	0 16¼	

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72—5c packages	$ 2 40	$
48—No. 1 Tumblers..	4 95	
24—No. 3 Tumblers..	4 45	
24—1 lb., tins	8 45	
1—12 lbs., pail	3 85	
2—12 lbs., pails ...	8 20	

FOREST CREAM SALTED PEANUTS (BLANCHED)

72—5c packages ...	$ 2 40	$
48—No. 1 Tumblers..	4 40	
24—No. 3 Tumblers..	3 60	
24—1¼ lbs., tins ...	8 50	
1—15 lbs., pail	3 10	
2—15 lbs., pails....	6 50	

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15 oz. Griffin Seeded
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at keen cut prices

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FRESH, full-flavored Seville oranges — pure cane sugar —prepared the Shirriff way! Can you imagine anything more tasty or appetizing?

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TORONTO and MONTREAL

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ORANGE
Marmalade

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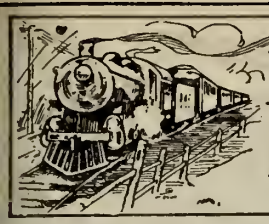

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Latest Editorial Market News

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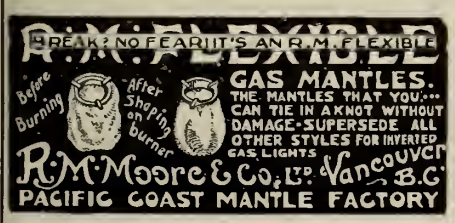
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Before Burning
After Shaping on Burner
R. M. Moore & Co., Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

WALNUTS IN STRONG POSITION

Hills Bros. Co., New York, describe the nut market as: "The Cabo Villano is now due to arrive from Spain with a further shipment of Tarragona almonds. The market remains unchanged. Further shipments of Sicily filberts have also arrived during the week, which continue offering on the low basis of prices now ruling. Some little interest is being taken in walnuts, which are really growing quite scarce in this market. A sharp advance is to be noted in both Cornes and Grenobles and stocks are very light. Two steamers have arrived with further shipments of Brazils, namely the Sirpa and the Polycarp. There will be two other steamers arriving within the next ten days, and shipments from both Manaos and Para will no doubt be very heavy during April and May. Valencia shelled almonds are firmly held. Walnut halves remaining in France are trifling and it would seem probable that a higher basis of values will be seen."

These one-inch spaces only $2.20 per insertion if used each issue in the year.

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ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
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For all purposes. The best package for exporting. I can make them to suit your goods.
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Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

STORE FIXTURES FOR SALE AT BARGAIN prices. Two safes, one National Cash Register, two McCaskey Registers, one wall case, two 6-ft. silent salesmen, also one Snooker table. Apply Leonard Bros., Mond, Ont.

POSITIONS WANTED

POSITION AS TRAVELLING SALESMAN wanted by successful grocer, married, 20 years' retail experience. Wholesale groceries or biscuits and confectionery preferred. District north of Guelph. References. Box 4, Canadian Grocer, 153 University Ave., Toronto, Ont.

GROCER REQUIRES POSITION ON OR about May 1st. Practical experience in both wholesale and retail covers five years. Knowledge of French. Age 26. Apply Box 622, Canadian Grocer, 153 University Ave., Toronto.

MANAGER OF LARGE GENERAL BUSINESS, wishing to broaden experience in Canadian commercial life, desires change, during May or June. A position with opportunities to show ability and initiative required. Age 28. Ten years' experience in management, salesmanship and accounting. Apply Box 428, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE

FOR SALE — GROCERY AND PROVISION store in thriving Ontario village, 60 miles west of Ottawa; brick building; well-equipped; stock and fixtures about $3,500. Doing $28,000 a year. Hustler could do $35,000. No expense. A bargain. Apply Box 540, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—GENERAL STORE DOING BIG business in good location in live town, splendid prospects, groceries, dry goods, boots and shoes, good fixtures; reason for selling, retiring from business. Apply P.O. Box 939, Trenton, Ont.

FOR SALE—ONION SETTS, 3 TONS OR ANY part. Best quality. 6c lb. at Hensall Station. Bags extra. Melick & Braun, Zurich, Ont.

FOR SALE—GROCERY AND BAKERY BUSINESS. Dwelling red brick. All conveniences; barn, etc. Apply Box 10, Canadian Grocer, 153 University Ave., Toronto, Ont.

MIDDLE-AGED BUSINESS MAN WANTS TO meet young man, with view of starting agency business in food products. Capital not essential, but must be energetic, have experience and be capable of doing all outside soliciting; must have best of references. One with one or two agencies preferred. Strictly confidential. Box 12, Canadian Grocer, 143 University Ave., Toronto.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can, Dorchester, Mass.

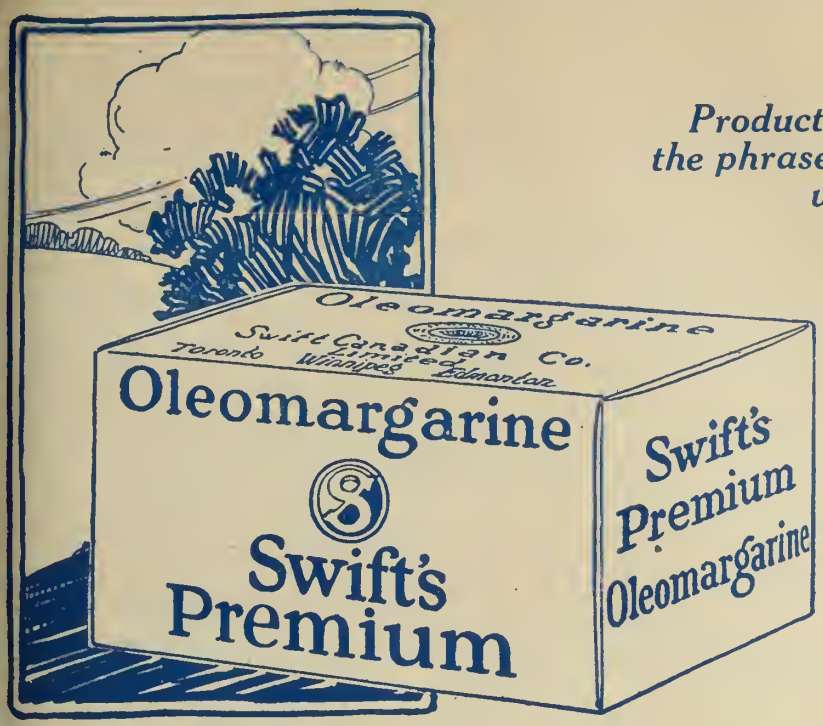
Established 1780

READER'S NOTICE

Regarding

CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this advance notice. Be sure to give your old address as well as the new one.



Products that help to make the phrase "Made in Canada" worth while—

Swift's

"Premium" "Gem Nut"

Oleomargarine

COMPANIONS in quality and popularity, differing only in their ingredients, "Gem Nut" being a purely vegetable product. Both Swift's "Premium" and "Gem Nut" are *made in Canada* fresh daily—thus assuring your trade a fresh and wholesome commodity of supreme quality.

It is profitable for you to feature these brands because our continuous publicity makes them a steady seller, and at the same time you save the exchange between Canadian and United States money on every pound you buy, as well as satisfy your trade's demand for a *quality* product.

Order from our Salesman or Direct

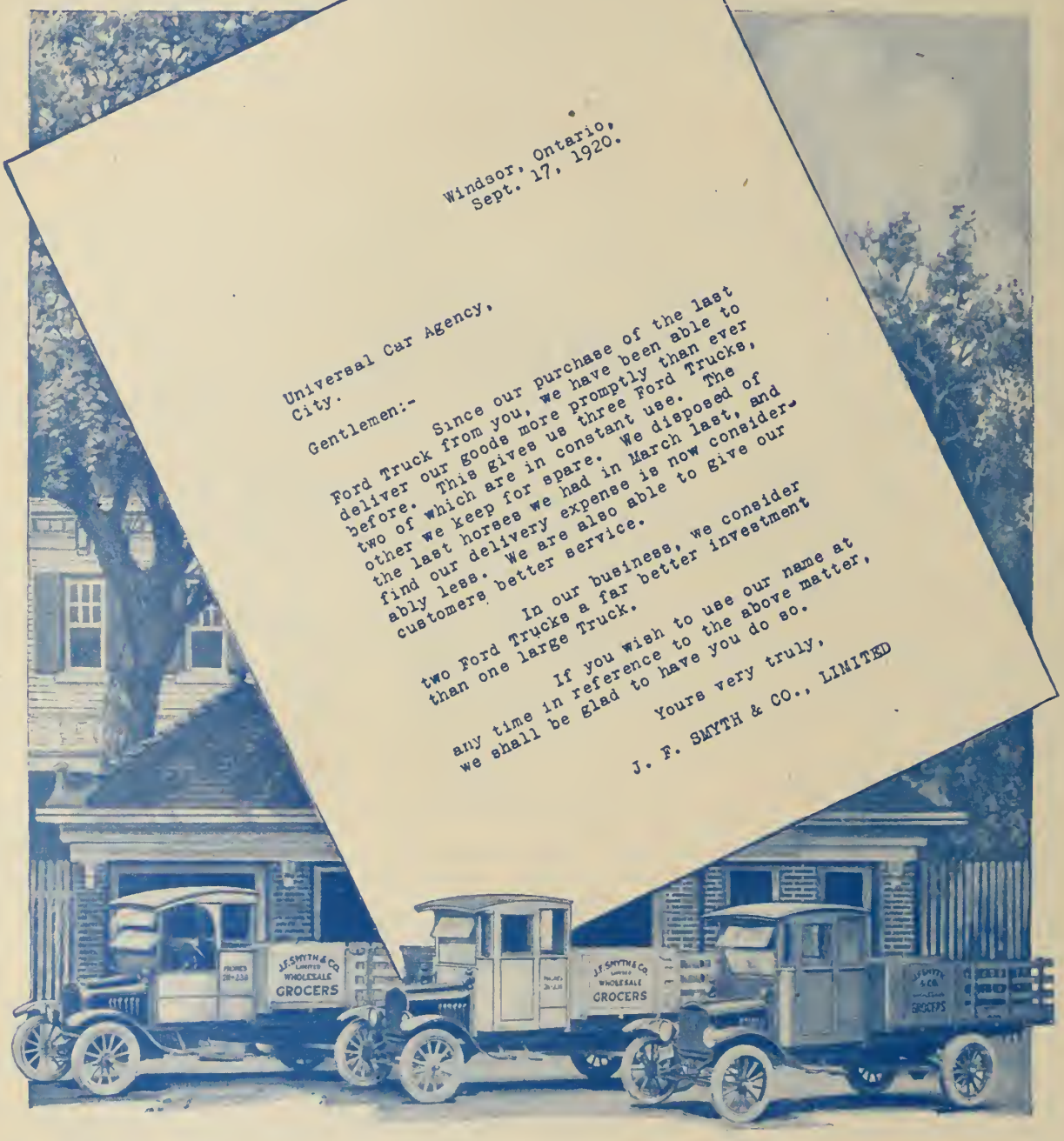
Swift Canadian Co.
Limited

Ford TRUCK

Price $750
(Chassis only)

Starter and Electric Lighting
$100 Extra

Price F.O.B.
FORD, ONTARIO


Windsor, Ontario,
Sept. 17, 1920.
Universal Car Agency,
City.
Gentlemen:-
Since our purchase of the last Ford Truck from you, we have been able to deliver our goods more promptly than ever before. This gives us three Ford Trucks, two of which are in constant use. The other we keep for spare. We disposed of the last horses we had in March last, and find our delivery expense is now considerably less. We are also able to give our customers better service.
In our business, we consider two Ford Trucks a far better investment than one large Truck.
If you wish to use our name at any time in reference to the above matter, we shall be glad to have you do so.
Yours very truly,
J. F. SMYTH & CO., LIMITED
J.F. SMYTH & CO. LIMITED WHOLESALE GROCERS
J.F. SMYTH & CO. LIMITED WHOLESALE GROCERS

Ford Motor Company of Canada, Limited, Ford, Ontario

IN THIS ISSUE—WHOLESALE GROCERS' CASE CONCLUDED

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE: TORONTO, APRIL 15, 1921 No. 15

To Insure the Best—Specify

DOMINION MATCHES

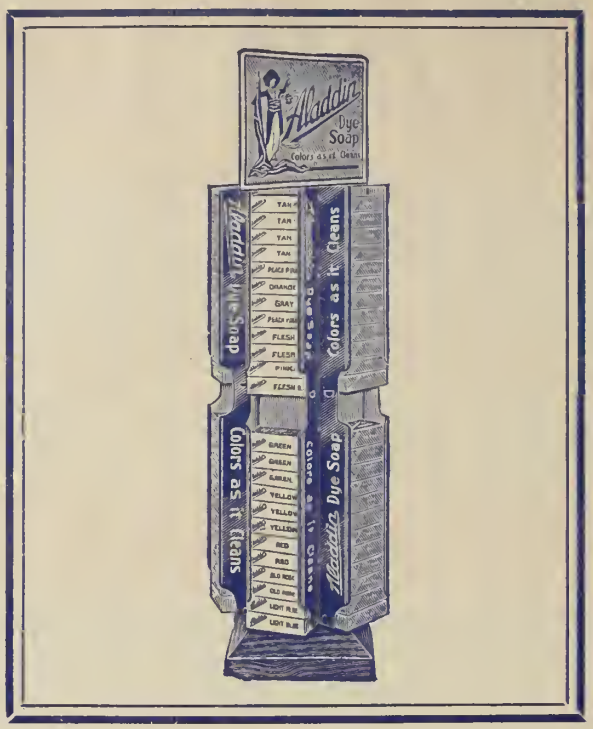
During the past few years when the highest grades of chemicals and raw materials were difficult to get, DOMINION MATCHES stood the most severe test and established an enviable reputation for quality both with dealer and consumer. DOMINION MATCHES are still supreme; every package is given most vigilant inspection before leaving the factory and absolutely insures their being uniform and of the finest quality. The progressive merchants who are anxious to avoid complaints and to give their customer the best match on the market are selling DOMINION.

Order DOMINION MATCHES—there is an attractive margin of profit to you.

Ontario Agents:

Amos B. Gordon Company - - Toronto, Ont.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested



A Goodly Profit From A Square Foot of Space

THE Aladdin Revolving Display Stand (containing one gross of Aladdin Dye Soap) occupies only a square foot of space on your counter. Yet it will sell Aladdin Dye Soap for you and earn a worthwhile profit.

Aladdin's best publicity is the strong recommendation of those who have experienced the satisfaction of its use. But to help Aladdin give quick turnover to the dealers who handle it, we advertise it extensively and supply free window cards and lithographic cut-outs.

CHANNELL LIMITED

Distributors for Aladdin Dye Soap
Manufacturers of O-Cedar Products

TORONTO

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

Already Half Sold . . .

Behind every **Borden Milk Product** there stands a sixty-five year old "high standard quality" reputation.

It is this old established prestige, earned through strict adherence to the Gail Borden exacting standard of purity and quality, that has won the confidence of the buying public in every milk product bearing the name **Borden's** and has made them so easy to sell.

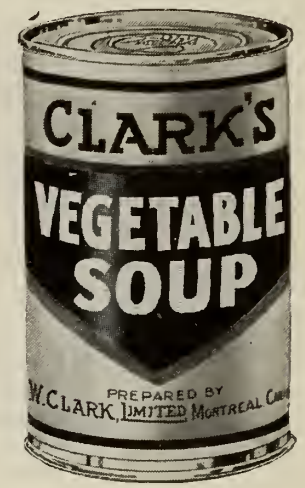
Then, too, Borden's intensive national advertising is constantly at work telling Canadians (many of them customers in your locality) about the convenience and wholesomeness of Borden Milk Products and showing them in concrete ways why they are more economical.

Good profits are assured when you sell Borden's lines—so feature them in your displays—it pays.

MONTREAL **The Borden Co. Limited** VANCOUVER

Clark's Prepared Foods

Mr. Grocer
are
very active
lines
at this season
of the year



QUALITY

is their outstanding feature.

REASONABLE COST, THE CLARK REPUTATION AND EXTENSIVE ADVERTISING, make them easily your BEST SELLERS.

THEY ARE
MADE IN
CANADA
BY
A CANADIAN
OWNED
COMPANY

WHOSE PROFITS
REMAIN IN
CANADA
FOR
CANADIAN
DEVELOPMENT.

This

GUARANTEES THEIR PURITY.

W. CLARK, LIMITED -- MONTREAL

Common Sense Wins

In the office of "Canadian Grocer" two cans of salmon, one a High Grade, well-known Sockeye, the other a Standard Grade Pink, were opened. Five persons were blindfolded and made to taste the samples; the verdict for flavor went to the pink. Common Sense won, because color is tasteless. *Try this yourself.*

SALMON SOUFFLE NO. 1

Separate one can of either of the four brands shown below of Pink Salmon into flakes; season with salt, paprika and lemon juice. Cook one-half cup of soft stale bread-crumbs in one-half cup of milk ten minutes and add to salmon, then add the yolks of three eggs beaten until thick and lemon colored, and cut and fold in the whites beaten stiff and dry. Turn into a buttered baking dish and bake until firm.

CASCADE, BIG HORN, TIP TOP and WELLINGTON

are Standard Pinks

Grocers all over the Dominion are selling large quantities by showing these dainty ways to serve it. *Show your ladies this one.* Don't hesitate! It's right, if it is packed by

B. C. Fishing & Packing Co., Limited

Vancouver, B. C.

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

Draws Trade--Holds Trade

IMPERIAL
FLOOR DRESSING

A spotless store advertises itself. It draws steady trade from old customers and creates new customers. Freedom from dust is the first essential of a spotless store—Imperial Floor Dressing will do the job quickly and effectively.

Why? Because Imperial Floor Dressing holds dust to the floor. It cleans and preserves floors and prevents warping and checking. It fills in the pores and cracks of wood, and regular sweeping with a stiff broom removes **all** the accumulated dust and dirt.

Imperial Floor Dressing does not gum or evaporate. One gallon is sufficient for treating upward of 700 square feet. One application will last for several weeks.

It is the most sanitary and economical dressing you can buy for your floors. It is also a fast-selling, profitable line to handle.

The Imperial Oil salesman will gladly demonstrate the superior quality of Imperial Floor Dressing the next time he calls on you.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

PURITY

It Costs More?—Yes!

—And It's Worth It!

We could produce cheaper Maple Products—but we won't. Why not? Because Maple Products that are not pure are not worth buying at any price.

Your customers are willing to pay the slightly higher price warranted by the superior quality they get in

Old Colony Maple Syrup

and

Old Tyme Maple Butter

(Both proved absolutely pure by Government Test)

The clean amber color and the delicious flavor of Old Colony Maple Syrup are the result of using the first run of sap (always the best) and from intensive straining and clarifying operations which guarantee absolute purity.

Old Tyme Maple Butter of the same superior quality is a favorite as a quick icing for cakes, or for spreading on toast, muffins or sandwiches.

Order now for immediate delivery.

Write for Prices.

All orders billed through jobbers

Canadian Maple Products, Limited

250 Van Horne Street, - - TORONTO

Representatives:

Man., Sask. and Alberta:
W. H. Escott Co., Ltd.
Winnipeg, Man.

Quebec:
A. Dumoulin & Co.
157 Commissioners St. E., Montreal, Que.

British Columbia:
Johnston-Lieber Mercantile Co.
Vancouver, B.C.

Maritime Provinces:
Supplies Limited, Kentville, N.S.

The Country Can't Go Dry!

They may take away your booze, and in anticipation and appreciation of the requirements of the Public in General, we are now prepared to supply the trade with a concentrated Orangeade and Concentrated Lemonade that will tickle the palate and satisfy the taste of the "DRIEST MAN IN CANADA."

Golden Gate is the brand that will prove the salvation of the thirsty, and owing to the probabilities of Extremely Hot Weather in May, June, July and August, your orders should be placed without delay.

Price:

8-oz. bottles, 2 doz. in case	$2.25 doz.
16-oz. bottles, 1 doz. in case	3.75 doz.
1 gallon jars, 2 in case	2.75 gal.

This is a highly concentrated Orangeade and Lemonade and requires only the addition of water.

THE HARRY HORNE CO., LIMITED
TORONTO, CANADA

ERUSTO

The New Discovery for Removing Rust Stains

From all kinds of silks, cottons, woollens, colored goods, etc., without injury to the most delicate fabric.

ERUSTO is a long felt want in every household. Here is your chance to supply your trade with this wonderful discovery. Guaranteed to do the work instantly and satisfactorily.

We require representatives in every province—"write us"

National Specialty Company
95 Canning Street, Montreal

MACDONALD'S

Premeditated Purchases

The man who buys Macdonald's Tobacco does not do so casually or indiscriminately. He buys it **Purposely** and he buys it constantly. He gets more tobacco for his money in Macdonald's and he doesn't change.

He is the kind of customer who builds a successful business for the retailer—because while he does not change his choice of tobacco, he is not likely to forget the place where he buys it.

It is worth while to attract and keep such customers—doubly so when their choice of tobacco is Macdonald's.

The **extra profit** in Macdonald's comes from three sources—an unusually generous profit-margin—four to six plugs overrun per 10-lb. caddy—and an extra quick turnover speeded up by the most extensive tobacco advertising campaign in Canada.

The Tobacco with a heart

Bowser Curb Gasoline Pump

BOWSER ESTABLISHED 1885

Curb Gasoline and Oil Pumps

Bring You More Business

Now as never before, there is a great opportunity for progressive dealers to favorably and permanently establish their business in the minds of the autoist.

Get Your Share of Trade

Show the trade you are on the job, ready to serve them.

Bowser Gasoline and Oil Storage Pumps will catch the motorists' trade quicker than any other method you can use. Get this profitable trade coming to you for gasoline and oil. It will keep coming, until eventually you have their trade for parts and accessories.

There is a Bowser Outfit that will meet your needs and bring you profitable business.

Bowser Curb Gasoline and Lubricating Oil Pumps

S. F. BOWSER CO., LIMITED
66-68 FRASER AVENUE, TORONTO, CANADA
Branch Offices in all Principal Cities of the World

—SUNSET SALES MAKE *Clean, Profitable Business*—

and add to the permanent Good Will of your store; because Sunset makes an enthusiastic, boosting friend of every woman who tries it. This personal advertising can only be bought with Quality; and Quality —far above any competition—is the real reason for the tremendous success Sunset has attained.

While other dye manufacturers are spending money trying to discredit one another, build **your** dye business on Sunset, the real dye, and make more profit—gain more satisfied customers—than on all the others put together.

Keep a full line of colors always in stock. If you have any trouble in getting Sunset, write us at once.

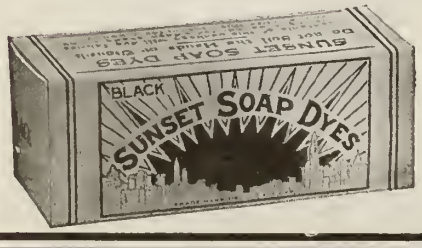
New Window Cut Out FREE
Size 28"x40"
Many beautiful colors. If you have not already received one, write. Sent free.

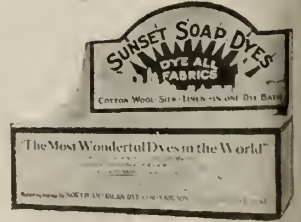
22 FAST COLORS

Counter Display Case
Your jobber can supply Sunset packed 1 gross assorted in this attractive display case. Ask him.

Sunset Soap Dyes

The Real Dye





HAROLD F. RITCHIE & CO., Ltd.
Sales Representatives for Canada and U. S.
Toronto, Can. *171 Madison Ave., N.Y.*

NORTH AMERICAN DYE CORPORATION, Ltd.
Manufacturers
Toronto, Canada Mount Vernon, N.Y.

When Your Customers ask for Cream of Tartar
Give them

Stickney & Poor's
CREAM of TARTAR

It's pure. It's good. It's sure to give satisfactory results to every user. And you can depend upon it reaching your customers fresh and in excellent condition always. Like all other S. & P. products—it will make friends for your store.

Your co-operating servant,
MUSTARDPOT.

STICKNEY & POOR SPICE COMPANY
1815 Century old Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

Eureka Refrigeration Equipment

This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

Edmunds Improved "BRITELITE"

YOU
take no risk when you install the
Britelite

WE
Guarantee Satisfaction

* * * * * * * * *

A modified form of DAYLIGHT the embodiment of

EFFICIENCY and ECONOMY

The Business Man's Favorite

Particulars on application

Phones:
Adelaide 6731
6732

J. H. Edmunds Company
Limited
Electric Fixture Manufacturers
221-227 Richmond Street West
TORONTO

Known and asked for the world over—

KEATING'S
The Universal Insecticide

Are you profiting by the constant demand for this proven insecticide? Keating's never fails to destroy all insect life with which it comes in contact. Every private home and public building is a prospect for you. Keating's kills

FLIES FLEAS MOSQUITOES
ANTS WASPS BEETLES BUGS
COCKROACHES or MOTHS

and is a steady seller all the year round. Keep your stock well supplied.

Made by THOMAS KEATING, London, England
Established 1788

Sole Agents for Canada:

Harold F. Ritchie & Co., Limited
10 McCaul Street, Toronto

To-day's Greatest Business Need

Inform Your Merchants Through These Specialized Trade Newspapers:

Canadian Grocer
35th Year.

Hardware and Metal
32nd Year

Druggists' Weekly
2nd Year.

Dry Goods Review
32nd Year

Men's Wear Review
11th Year.

Sanitary Engineer
14th Year.

Bookseller and Stationer
37th Year.

is through wholehearted co-operation of all units of merchandising—manufacturer with wholesaler, wholesaler with jobber and jobber with the retail merchant, who stands on the forefront of our merchandising system.

To-day more than ever before the merchant needs all the constructive assistance you can give him. On him rests the burden of starting the stream of goods across his counters to the consuming public.

New plans of selling, proven ideas for increasing turnover in your products, methods of stimulating present sales and building future profits —all are your answers to his pressing problems of the moment.

Tell your merchants all this and more in the business paper he is reading and studying to-day—reading editorial pages for any trade news affecting his business, studying advertising pages for his information on your special plans. You can stimulate your trade. You can hearten your merchant. Now as never before you can give business just the impetus that will push the trade curve upward to better business for all.

Regular announcements in the merchant's business newspaper will increase your sales and at the same time lower your selling cost by building up goodwill between the calls of your salesmen.

We will be glad to tell you of campaigns which have notably increased sales—and will show you without obligation how you can get the wholehearted co-operation of your merchants.

The MacLean Publishing Company, Ltd.

Publishers of the above specialized business newspapers.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

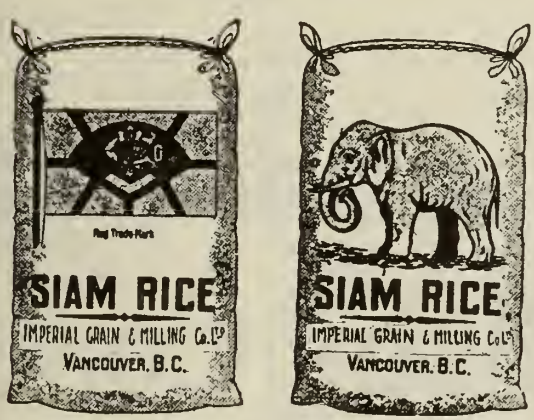
Johnson-Lieber Mercantile Co.
of Canada, Ltd.
MANUFACTURERS' AGENTS
Calling on Grocers, Confectioners, Hardware, Stationers, and Ship Chandlery in British Columbia.
850 Hastings St. West, VANCOUVER, B.C.

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

The advertiser would like to know where you saw his ad.—tell him.

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

To-day She Wants Food To Be

Nutritious

Tasty

Of Pleasing Appearance

Low Cost

Here it is →

Caught in Deep Salt Water

Money-Saving Information

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.

"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such service at his call it would surely lessen the losses of many of these people."

The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments write us before you buy.

It costs FINANCIAL POST subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends. Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

THE FINANCIAL POST 143 University Avenue, TORONTO, CANADA

Send me for one year (52 issues) The Financial Post. I attached $5.00—commence at once.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
Groceries and Chemicals
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs. Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co., Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS
and MANUFACTURERS AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

When Writing to Advertisers
Kindly Mention this Paper

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Let us make your product a Leader in the West....

We are specially equipped to give your line real, live representation throughout the rich Western Provinces—a representation backed by selling forces so organized as to secure the maximum of results.

Note the strategic location of our six large warehouses.

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.
ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

When Writing to Advertisers Kindly Mention this Paper.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Past Results proclaim the Character of our Service

The successful manner in which we have placed Christie's Biscuits, Robertson's Confectionery, and Hungerford and Smith's Fountain Supplies in the West gives ample testimony to the character of our personal marketing service. Our staff includes 14 detail men who call on wholesale and retail trade.

Get in touch with us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY
HEAD OFFICE
Winnipeg, Man.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

RELIANCE

Water-Glass
Castor Oil
Glycerine
Sewing Machine Oil
Carbolic Acid (10%)
Ink, Mucilage

Order from your jobber or write us

RELIANCE INK CO., LTD., WINNIPEG

½ million buyers see an advertisement similar to this every week. Display the Tea.
The Codville Company Ltd.

5

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.
Concentrated representation within the Province of Ontario

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
REPRESENTING
J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
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CANADIAN GROCER

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CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV. TORONTO, APRIL 15, 1921 No. 15

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There's no doubt about it!

"SALADA"

is the tea the public wants. We sold

531,633 MORE POUNDS

during the first 13 weeks of this year than we did in the corresponding period of last year.

This Speaks Volumes to the Listening Trader

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Quality Rolled Oats and Rainbow Flour are two high grade, popular sellers that never fail to repeat.

Look over your stock and try a sample order. We guarantee rapid shipment.

Our Quality Split Peas, Pot and Pearl Barley are guaranteed leaders.

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Tillsonburg Ayr Galt *and* Stratford
WAREROOMS AT
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If you are a man between 25 and 50—know the grocery and meat business—can talk convincingly and are determined to make money, we will be pleased to hear from you.

We Want Real Men

with determination, a convincing manner and sound business judgment to sell the Royal Line of electric meat choppers, meat slicing machines, electric coffee mills and coffee roasting machines. If you have these qualifications and a record that will stand investigation, write us in confidence.

NOTE:—Our service includes furnishing Royal Equipment to the grocery, meat market, hotel, restaurant or institution. We supply for the coffee business or coffee server the Royal Coffee Roasting Machine and Electric Steel Cutting and Pulverizing Mill, also supply the green coffee at first hand prices. Complete instructions are furnished for operation, and savings of 5c to 15c per pound are effected. Booklet sent on request, telling the complete coffee story.

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No Lost Effort

A sale of Red Rose Tea has been more than half closed before the retailer and his customer face each other. Forceful advertising based on quality is sustaining a Dominion-wide demand. When your customer asks for a pound of good tea, you simply pass out the familiar, air-tight carton, and ring up the sale.

T. H. Estabrooks Co., Limited

St. John, Montreal, Toronto, Winnipeg, Calgary, Edmonton.

Onion Setts

Why pay more? Our price is for the best.

Yellow Setts, 7c lb.
Red " 7c lb.
White " 9c lb.

H. J. ASH

COMMISSION MERCHANT
44-46 Church Street, Toronto
Tel. Main 3102-6932

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

KEEN'S OXFORD BLUE

Show Keen's in your displays —keep it where the housewife will see it.

She knows Keen's and only needs to be reminded that you are selling it.

Keen's Oxford Blue is always a seller, but especially during the Warm Weather and Holiday Season.

Keep well stocked.

MAGOR, SON & CO., LIMITED
191 St. Paul St. W., Montreal
30 Church St., Toronto
(Canadian Agents)

One of these good-looking Counter Stands will keep your stock of Keen's moving.

Your Experience

tells you that any customer who finds a good product under a certain label will buy other products under the same label. ONE LABEL covers the entire Gosse-Millerd Line, including:

Sockeye Salmon
Pink Salmon
Kippered Salmon
Hand Packed Pilchards
Fresh Herrings
Kippered Herrings
Herrings in Tomato Sauce
Deep Sea Trout,
Etc., Etc.

Gosse-Millerds

Try all the varieties of Gosse-Millerd's Products on your own table—satisfy yourself they can't be improved upon—then stock and sell the entire line.

Gosse-Millerd Packing Co., Limited, Vancouver, Canada

CANADIAN GROCER

VOL. XXXV. TORONTO, APRIL 15, 1921 No. 15

Watch Closely Their Collections

Griffin Bros., Brampton, Ont., Believe That in a Period of Declining Prices a Close Scrutiny of Stocks and Likewise of Collections is Necessary if a Merchant is to Avoid Pitfalls.

"OUR business is just as good as it was a year ago," Griffin Bros., Brampton, Ont., told a representative of Canadian Grocer recently, in the course of a discussion on present trade conditions. "We have maintained a steady trade, and monthly returns are as good and in some instances better than they were in 1920. We have kept close watch on our stock, and our losses as a result of holding high-priced goods have been reduced to a minimum. When we took stock at the first of February, we had only $4,000 in goods. That was quite a bit lower than six months previous, but we had reduced considerably. We followed the policy of lowering our prices to the consumer, in line with declines in wholesalers' quotations. On the other hand, however, we have certain lines that have shown no change in value in a downward direction, but are holding steady and in some instances have shown actual advantages. Our losses because of declining commodities have not been heavy, and have been partially offset by the fact that on other foodstuffs there have been no lower prices named.

Follow the Markets

"We have always very consistently followed the markets in our prices, and we believe that by so doing the merchant has nothing to fear. The grocer who did not lower his prices in keeping with primary quotations had the biggest worry. The people have been looking for prices to come down, and there has been a tendency for customers to go where values are the lowest. When prices began to go down, perhaps there was a grocer down the street who was selling certain goods lower than we were, and, on the other hand, we might be offering some things at quotations under his prices on the same goods. During the past few months this has frequently been the case, and people have done more scattered buying among the merchants. Early in this period of lower prices we saw that in order to maintain trade it would be necessary to keep our quotations consistent with the declines that were reported from time to time in the primary markets. We have done it right along, and we have found that it paid us to do so. We held the good-will of our customers, and our business has not suffered as a result."

Started in a Small Way

Griffin Bros. have only been in business in Brampton seven years. They had a small beginning but by diligent work, service and careful merchandising they have built up a very fine trade, and their weekly sales average one thousand dollars. "We started with only a stock of $150," Mr. Griffin told Canadian Grocer. "It was a small start, but we kept persevering and by watching our accounts carefully we have succeeded in becoming well established. We have practically no bad accounts.

Close Watch on Collections

"One of the reasons for our success has been the fact that we have kept close watch on our collections, and allowed no accounts to run into big amounts. We have made a practice of collecting our accounts twice a month, and in some instances only once a month. We know our people pretty well, and can judge to just what extent we can allow credit to certain people. For some of our factory people who deal with us, it is more convenient for them to pay us every two weeks. while for others it suits them better to pay at the first of every month. We consider these accounts are as good as cash. Credit of this kind is more a matter of convenience, than anything else. We do not allow accounts to run for longer periods, and any inclination to do so is quickly checked, and not permitted to continue. Ever since we have been in business we have endeavored to meet our own obligations promptly, and this can only be done by our customers meeting theirs in the same manner. It is because of this healthy condition of our accounts that we have been able to meet this readjustment period, without embarrassments. Watching stock closely, and keeping collections paid up, are two essentials that are necessary in order to successfully carry through a period of changing prices, such as we have experienced in the past six months."

Turnover Every Six Weeks

Discussing the number of turnovers in their business in the course of a year, Mr. Griffin told Canadian Grocer that they turned their stock over once every six weeks. Since taking inventory on the first of February, however, they have practically turned it once a month. It is their endeavor to do so, as it is Mr. Griffin's opinion, that only in quick turnovers can the grocer make a success of business.

"While prices have been showing a downward trend, we have been guarded in our buying and purchase only as requirements necessitate," Mr. Griffin remarked. "However, we have had some lines in fairly heavy quantities, but fortunately they are lines that have not declined, but rather have held at strong prices. We try to keep everything in our store moving, and it has always been our aim to have no dead stock on our shelves. If we find a certain line is not a good seller, and it is not proving popular with our trade, we get rid of it and do not stock it again."

Good Equipment Valuable

Griffin Bros. believe in having convenient equipment in their store, asserting that it facilitates service, as well as rendering economies that are well worth while. They have a refrigerator counter that has doubled their sales of meats, up-to date slicer, and computing scales that are conveniently situated, with the idea of saving time.

Window displays are a telling factor in promoting sales in the Griffin store, and Griffin Bros. keep their window changed frequently, displaying new lines from time to time. Just previous to the visit of the Canadian Grocer representative they had had a display of Northern Spy apples. On the Saturday previous, they had sold two barrels in lots of one peck and smaller from a bulk display of them in the window.

"Short Weight Law is Poor Legislation"

Members of Grocers' Section of R. M. A. Discuss Recent Convictions for Selling Bread of Light Weight—Will Interview Government in Regard to the Same—Many Matters are Discussed at Regular Meeting

TORONTO, April 11 (Special).—The grocers' branch of the Toronto Retail Merchants' Association met this evening, when several matters of importance were discussed. Jerry Burns, who was later elected chairman of the section, occupied the chair, and the minutes of the last regular meeting were read by Secretary Miller of the Retail Merchants' Association. Reference was made to the division that had taken place in the grocers' section, owing to some differences of opinion, but it was pointed out that it was only in an alliance with the Retail Merchants' Association throughout the Dominion that the best interests of the retailer could be served. Consequently a special effort is being put forth to enlist the grocers into the membership of the grocers' section, as affiliated with the association, and to correct wrong impressions that have gone forth which are detrimental to the work of the association.

Amendment Did Not Pass

Secretary Miller outlined legislation that had been urged before the present session of the legislature. He spoke of the effort that was made to have an amendment passed to the Factories and Shop Act, but which was unsuccessful, owing to the intervention of Premier Drury. The bill as introduced by Alex. Lewis, member for Northeast Toronto, would have operated to the improvement of the early closing by-law, inasmuch as it would only have permitted men who sold fruit exclusively to remain open after seven o'clock. The man who had the least possible stock of groceries, according to the amendment, would have to close. The Premier attended at one of the meetings of the committee and stated that the time was inopportune for such legislation, with the result that the amendment did not go through. "I do not think there will be any use trying to get such a clause through as long as this Government is in power," stated Secretary Miller. "However, the present early closing by-law still exists."

Want More Enforcement

"But it is not enforced," stated a member present.

Several grocers spoke of stores remaining open in their respective neighborhoods, and of the fact that little or no effort is being put forth to enforce the by-law. A resolution was passed, instructing the secretary to write the Board of Police Commissioners, and urge upon that body the necessity of seeing that this by-law is enforced.

"If you haven't the snow cleaned off the sidewalk in the winter you are quickly summoned," remarked one grocer, "but in the matter of an early closing by-law a good deal more carelessness is evident."

Peddlers' and Hawkers' Act

In regard to the Peddlers' and Hawkers' Act, Mr. Miller stated that leniency has been shown these people on the assertion that the goods they were selling from door to door were made in the province. An effort is being put forth by the Retail Merchants' Association to have this practice stopped, and the Prime Minister has asked that a committee meet him to discuss this matter, with a view to bringing down some new legislation in this regard at the next session.

The Luxury Tax

An outline of the conference of manufacturers, wholesalers and retailers, which was held ten days ago, to discuss the subject of a general sales or turnover tax, was given by the secretary. It was pointed out that the luxury tax had resulted in a stagnation of business, and how a general sales tax absorbed by manufacturer, wholesaler and retailer, would result in a more smoothly operating tax, and against which there would be little complaint.

Short Weight Legislation

The chairman brought up the matter of the law in respect to short weight merchandise, for which the grocer is liable, and over which the grocer has no control. He thought that there should be some change made in this legislation. He instanced the case of the grocers who were fined a fortnight ago for selling light-weight bread. "The law is a bad piece of legislation," Mr. Burns stated. "I believe the association should take this matter up, and see that some changes are made. The same can be said of butter and flour, as of bread. Unless a grocer weighs up everything that comes into his store, he may unknowingly be selling short weight goods. I hope all the grocers have read the regulations regarding foods that have been appearing in Canadian Grocer. These contain a lot of useful information for the grocer."

It was moved by D. W. Clark, and seconded by D. McLean, that the secretary prepare a case against this law and arrange for an interview with the Government, in order that it might be presented. A committee consisting of D. W. Clark, Donald McLean and J. Davidson was appointed to accompany the secretary on the occasion of this interview.

No Action Is Taken

A letter from Mayor Church asking the grocers' approval of a movement to have the Government return to a two-cent stamp for drop letters, instead of three cents as now. Nothing was done in the matter, several members stating that the Government had to have the money, and an extra cent for a stamp was an easy method of getting it.

Merchants' Day at Fair

The first Wednesday in the two weeks of the Toronto Exhibition will be Merchants' Day, according to an announcement of Secretary Miller at this meeting. It is intended to make it a genuine retailers' day, and merchants from all over Canada will be present. The luncheon on this occasion will be in charge of retailers, and the speakers will be men thoroughly conversant with retailers' problems. A committee of three will be appointed at a later meeting of the section to co-operate with other branches of the association.

New Officers Elected

The resignation of Robert Dowson as chairman of the grocers' section was received. J. Burns was elected chairman, J. Davidson first vice-chairman, Dave Bell second vice-chairman and Donald McLean treasurer.

The question of a picnic this summer was discussed, and the opinion was unanimous that one should be held. It has always been a success. All the grocers present were appointed a picnic committee, and the matter of arranging for a boat and destination was left to Mr. Clark, who will report at the next meeting.

Yeast is composed of round cells by the millions. Four thousand of these living cells, placed side by side, would be required to make an inch. Each cell is a complete plant by itself and can reproduce itself indefinitely by budding, and they multiply with startling rapidity in warm temperature. The yeast is generally obtained by placing selected yeast cells in a mixture of corn, rye, barley malt and water.

Selling More Important Than Location

A Little Incident That Shows That While a Store May be Far Removed From The Business Centre of the Town, Goods Can Be Sold by Real Selling Effort.

HERE is a little incident that just goes to prove that the location of a store is not always the main feature in building a business. The real outstanding factor after all is salesmanship and it makes no material difference whether the store is situated in the extreme limits of the city or whether it occupies the most central location in the busy business section. The only difference is that the business must be handled in such a way as to meet the conditions in the community in which the store is situated or the class of trade to whom the merchant wishes to make appeal.

This little story was related to a representative of Canadian Grocer by Robert Kirby, whose store is situated far from the busy marts of trade in the city of Sarnia, Ont. Mr. Kirby tells it in his own way, as follows:

Location Did Not Appeal

"A short time ago a demonstrator came to town for a certain brand of jam. She was demonstrating in a store where the proprietor happened to be a friend of mine. This friend, discussing with the demonstrator the possibilities of sales in the different stores, said that he mentioned my store as one that would be worth her time. When she found that we were situated away out here, she told my friend that it would be a waste of time, because she didn't think it would be possible to sell half a dozen tins. The demonstrator, however, came around to see me—but in the meantime I had been told about the incident of the half dozen tins. When she asked to have a demonstration I was naturally a little annoyed, and I gave her back her own words—that I thought it would be a waste of time as she probably would not sell more than half a dozen tins.

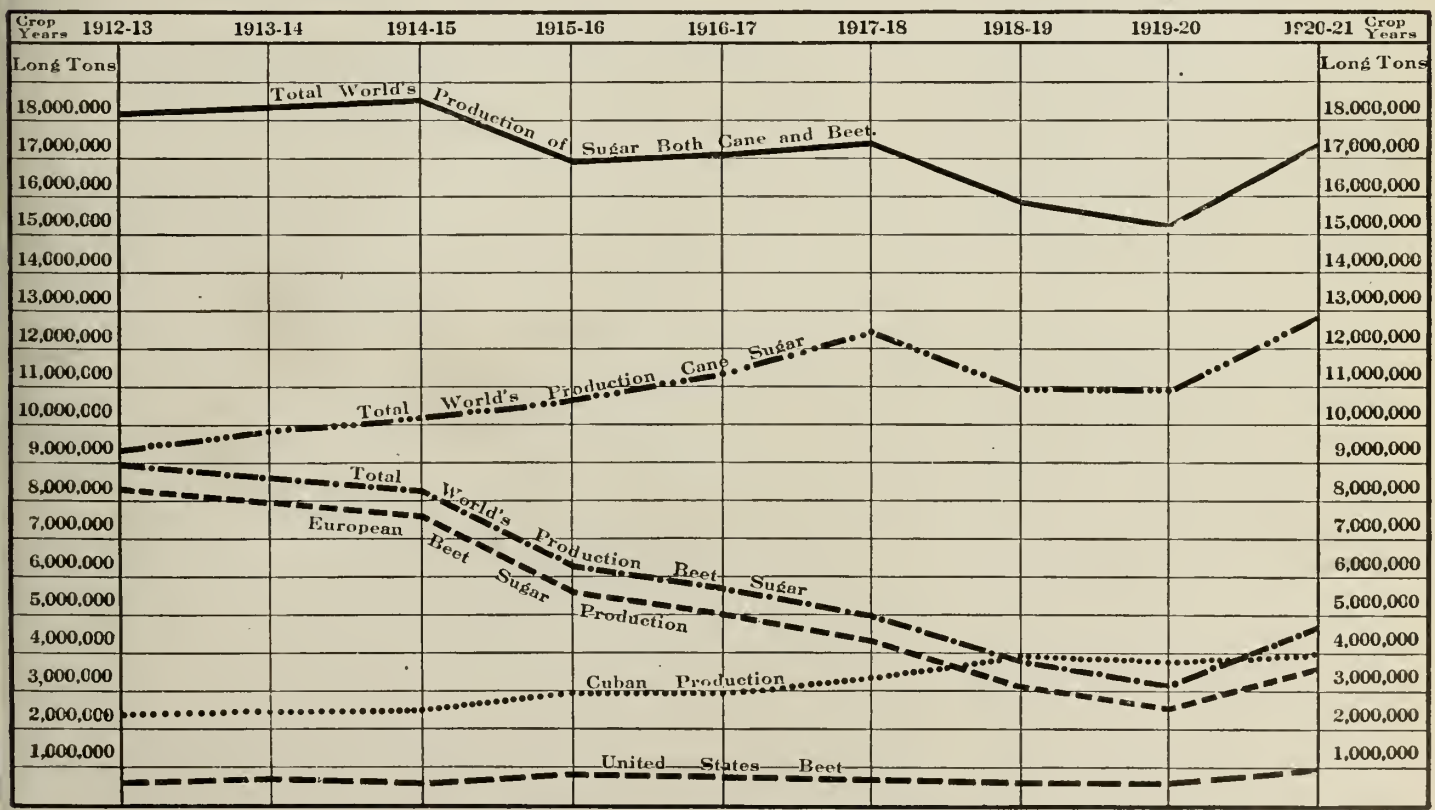
Clerks Lend Assistance

"Well, to make a long story short, she finally came here one Saturday, but as I was rather sore about what she had said, we did not take much interest in the demonstration for the better part of the morning. It was a very busy morning. The five of us were rushed. About eleven o'clock I commenced to feel kind of sorry for the demonstrator because she wasn't doing any business to speak of. I knew that the jam had quality. I told the clerks to give her a boost and to jump into the game. We then introduced every customer that came into the store to the demonstrating counter and it was suggested to customers over the 'phone when they were giving their orders.

Sells 118 Tins

"In fact we all became so enthusiastic that it almost became a contest to see who could sell the most jam. I myself was so full of the jam idea that after I got home and to bed I continued to see nothing but jam and was playing tag with it throughout the night in my dreams. When the store closed at nine o'clock and we tallied our sales, I got quite a surprise. I found that we had sold 118 four-pound tins but just six one-pound jars."

Showing World's Production of Sugar in Years From 1912-21



War's Effect on the World's Sugar Production

Almy's Ltd. Adopt Self-Serve System

Groceteria Plan of Serving Customers is Now in Vogue in Large Montreal Store—"Means Cutting Down Overhead Expenses" Says New Manager of Department

By Staff Correspondent Canadian Grocer

MONTREAL, April 12.—On Monday, April 4, Almy's, Ltd., of this city adopted the groceteria system in their grocery department. For some years this store has conducted a grocery department with a delivery system, but for a number of reasons have abandoned the delivery and have adopted the self-serve system. The new grocery is also under new management, Herbert Taylor, who, for many years, conducted a grocery business in the North of England, having come last week to take charge.

Lower Overhead Costs

In speaking to a Canadian Grocer representative on the afternoon of the opening, Mr. Taylor said: "The margin of profit in the grocery business is so small and the competition in prices so keen to-day that we have found that every possible means must be taken to cut down overhead expenses. One of our heaviest expenses is our delivery, and it is also one that can very easily be cut down. People to-day are willing to carry parcels if it will save them money, and we feel sure that we can save money for our customers and for ourselves by cutting out the delivery system. Then, too, the public is getting so used to the self-serve system throughout the country that it is past the stage where the people have to be educated to it. To me, however, it is practically a new thing for I have seen practically none of it in England. I must confess, however, that I like it. We are able to get along quite as well with a smaller staff by adopting this plan and that, too, cuts down overhead expenses.

Will Sell More Goods

"It is very hard to-day to get real salespeople for a grocery store, people who will make sales and not simply hand out what the customer asks for. By the groceteria system we do not rely on the clerks to make the sales. The tables laden with the merchandise all labelled and priced act as silent salesmen. Just for example, a woman coming up here to get two packages of cereals that she saw advertised at a cut price naturally walks around the department before she leaves. Practically everything that we have on sale is before her eyes, all ready parcelled and priced. Under the old system it is not likely that a clerk would ask her if she wanted split peas, yet as she walks around she sees a table full of two-pound packages of split peas. The idea immediately strikes her that it might help solve the dinner problem tomorrow and the sale is made. In the one day that we have been running this new system this fact has been very noticeable. Our sales are larger and more varied in character. Not only that, but in many cases we sell twice the quantity just as easily as we would have sold the smaller lot by the old system, simply because the parcels are all ready to be taken away. It is quite easily explained, for when women ask for a pound of split peas in the first instance they have very little idea just how much is in the pound, yet when she sees the two-pound package done up before her she realizes that it is not too much for her to use."

An Orderly Arrangement

Although the management of the store had only one day in which to arrange the new department on Monday everything was arranged in order and the white tables neatly piled with merchandise. In this new department everything is white. The space is enclosed by a white enameled fence. There are two entrances, two parcelling counters and two cashiers. On Monday afternoon the management of the store found that they had underestimated the requirements of their new department, and things were becoming congested, particularly around the parcel counters. Immediately a staff of carpenters were sent up to move the fence at one end and add fifteen feet more floor space to the department. When a customer enters the enclosure she is given a large basket in which to collect her purchases. This she carries back to the parcel desk, where the goods are wrapped and a price check is given her. When the bill is paid to the cashier the parcel is handed to her in receipt for the check marked "paid." Almy's, Ltd., believe that there are many advantages to the groceteria system and that the public rather enjoy choosing their own groceries in this way.

Stocks of Goods in England Are Large and Values Declining

C. Fairhall Fisher, Vice-President and Managing Director of J. W. Windsor, Ltd., Montreal, Talks of Conditions in England and in European Countries.

MONTREAL.—(Special.)—C. Fairhall Fisher, vice-president and managing director of J. W. Windsor, Limited, Montreal, has just returned from a three months' trip to France, England, Italy, Switzerland, Belgium and Scandinavian countries.

Speaking of conditions in the Old Country, Mr. Fisher stated to Canadian Grocer that stocks of many goods in England are large, value is declining, and the labor situation is acute. In France, the labor situation is practically settled and the stocks generally on hand in wholesale houses are light, because the exchange in France has been so high that buying has been going on from hand to mouth for the last two years. Further than that, France did not have the huge stocks of goods on hand during the last years of the war that England had.

What France is feeling most is the non-payment of Germany's debt. As soon as this is accomplished, or even partly accomplished, things will right themselves in France. Switzerland is feeling keenly the effects of their exchange, which has prevented to a very large extent the usual large number of visitors during the past winter, and prospects are not good for the regular influx of summer tourists. Switzerland depends largely on its tourists' trade. In Italy, business is fairly good, and on account of the low rate of Italian exchange, large quantities of goods are being exported from Italy to other countries.

Inactivity of Shipping

Denmark, Norway and Sweden, Mr. Fisher said, are suffering much from the inactivity of the shipping business and the poor state of the lumber markets. On this account there are a large number of unemployed people, especially in Sweden and Norway. The exchange in Norway is much lower than in the other Scandinavian countries, and the result is that the Norwegian government at present have prohibited the importation of all articles excepting actual necessities.

Mere Totals Will Not be Acceptable

Merchant in Western Ontario Asks For Criticism of Income Tax Returns—Has Not Arrived at Income in the Right Way—Follow Detailed Instructions

Article No. 3 by GEORGE G. YORKE

A WESTERN Ontario retail general merchant writes:

"I have read your article on making income tax returns, which is very much to the point at the present time. Below I am giving my trading returns. Is this statement correct?"

Total assets	$17,500
Total liabilities, Dec. 31, 1920	5,250
	$12,250
Less net worth, Dec. 31, 1919	$10,050
Net profit or income	$ 2,200
Exemptions	$ 1,150
Balance	$ 1,050

"Is this correct? Do I pay the tax on the balance $1,050?"

Answer.—You have not arrived at your income in the right way and have probably assessed yourself for far more than you should pay, and the income tax commissioner does not desire anyone to pay one cent which is not due.

Now take your income tax paper form TI; turn to page 4 and begin to fill in each item as it appears. Below will be found an example.

Only Way Acceptable

The example as is here shown is the only way the Government will accept your return. Everyone was told they must keep proper books of account last year, and to try to scrape through by merely showing totals of assets and liabilities and the net worth is useless today.

A merchant may have made a large sum on a side deal in real estate on which profit is not liable for income tax, yet in the same year his actual trading account may show a very small margin of profit. Follow the detailed instructions I have given in the two previous articles dealing with the subject. First obtain your forms and begin at once as directed and you cannot possibly go wrong if you make a clean-cut, honest return.

An Example to Follow:

Merchandise sold during year		$24,875
Inventory of stock, Jan. 1st, 1920 (net valuation)	$ 8,200	
Add cost of merchandise bought, including freight	16,000	
	$24,200	
Inventory of stock, December 31st, 1920	6,500	
	$17,700	$17,700
Gross profit		$ 7,175
Commission from Cream Agency		241
		$7,416
Expenses:—		
Wages, $2,350, Rent, $450	$ 2,800	
Advertising, $50, Depreciation on Rigs, $15	65	
Horse Feed, $120, Horse Shoeing, $30	150	
Gas, Oil and Tires, actual figures for Truck	200	
Cartage, $18, Telephone, $70	88	
Office Supplies and Counter Check Books	105	
Interest on Borrowed Capital used in Business	....	
Bank charges, $16, Water Tax (if any) $10	26	
Heating Store, $160, Lighting Store, $48	208	
Tax on Business Premises	16	
Business Tax, $5, Motor Truck License, $10	15	
Insurance on Stock, Fixtures, Horse and Rig	25	
Insurance on Truck, $30, Depreciation on Fixtures, $10	80	
Cost of Wrapping Paper, Bags and Twine	205	
Freight and Express Charges, Outward	55	4,038
Total Net Profits for Year		$ 3,378

Old Country Manufacturer Comments on Canada's Prosperity

Manufacturers in United Kingdom, he States, Have Not The Same Advantages Over Other Countries as in Pre-War Days—No Cheap Labor, Coal or Transportation

DAVID PERRY, of Perry and Hope, Glasgow, Scotland, manufacturers of malt extract, cream of tartar substitute, bread improvers, essences and colorings, has been in Canada for some time. Discussing business conditions with a representative of Canadian Grocer, he remarked that here in Canada he thought there was a good deal of prosperity, and Canadian business men were not suffering from trade depression to the same extent as other countries. Mr. Perry, with his wife and daughter, is returning to Scotland at the end of this week, after a five months' tour around the world. He had just come across Canada from Vancouver, on his arrival there from Australia. He has had an opportunity to study conditions in Australia, New Zealand and now in Canada.

Not the Same Advantages

"Conditions are very much better here than in the Old Land, although there is some improvement over there," Mr. Perry added. "Old Country manufacturers, however, since the war, have not the same advantages over manufacturers on this side as they had once. We have no longer any such thing as cheap labor, cheap coal or cheap transportation. These things have passed, and competition is more difficult. It just seems that all the tariff of the world are a wall around us. As a result of these new conditions, a great deal of new manufacturing is going to open up in the colonies.

Want Canadian Business

"As regards our own business, we are not selling in the Canadian market to any extent. Some years ago it was our intention to open a factory in Canada, but the idea was abandoned. Ultimately it might be that we will locate in Canada. During my short stay in Canada I have come to the conclusion that there is a big field here. Owing to the unfavorable exchange situation existing between Canada and the United States there is an evident desire to buy in the Old Land, Canadian buyers being able to profit by our unfavorable exchange in Canada."

Mr. Perry is also keenly interested in the re-establishment of soldiers, and in New Zealand. Australia and Canada, has been giving some study to the problem as dealt with in these countries. He is actively engaged in his own city of Glasgow with this matter, as he was during the war, with the entertainment and care of soldiers from the colonies as well as from the British Isles.

"Grocery butter is so unsatisfactory, dear," said Mrs. Youngbride, "I decided to-day that we would make our own."

"Oh, did you?" said her husband, as reported by the Boston Transcript.

"Yes; I bought a churn and ordered buttermilk to be left here regularly. Won't it be nice to have really fresh butter?"

Judgment Reserved in Grocers' Case

Hearing in Action Against Canadian Wholesale Grocers' Association Before Mr. Justice Orde is Now Concluded—A. W. Roebuck for the Attorney-General Occupies Nine Hours in His Argument

By Staff Correspondent to Canadian Grocer

TORONTO, April 12—Argument for the Canadian Wholesale Grocers' Association in the case of the Attorney-General of Ontario versus the association, and certain manufacturers, namely, the E. W. Gillett Co., W. C. Macdonald, Reg., the Canada Starch Co. and the St. Lawrence Starch Co., alleging price fixing and a combine in restraint of trade, was not concluded until last Saturday evening at six o'clock. Justice Orde, who heard the evidence, reserved judgment. The hearing of this case occupied two weeks, and in his presentation of his argument on behalf of the Attorney-General, A. W. Roebuck spoke for nine hours. Robt. McKay, K.C., for the association, addressed the Court for six hours, and I. F. Hellmuth, K.C., for the manufacturers, an hour and a half.

Cases Entirely Different

Evidence in the case of the Attorney-General of Ontario against the Canadian Wholesale Grocers' Association has been completed, and counsel for the opposing sides were occupied at the close of the week with the presentation of their arguments.

A. W. Roebuck, for the Attorney-General, pointed out that the present action had not already been decided, by reason of the hearing before the Board of Commerce in March, 1920, claiming that the subject matter and relief asked for were entirely different. The Attorney-General, he stated, did not lay the claim in the Board of Commerce case. The decision in this instance was not conclusive, and, Mr. Roebuck contends, is without effect to bind the Supreme Court of Ontario.

Another point that Mr. Roebuck urged appertained to the right of the Attorney-General to ask for an injunction to restrain an anticipated breach of criminal or common law, quoting numerous cases and authorities to substantiate his claim.

"No Reason for Action"

In summing up the evidence for the Wholesale Grocers' Association, Robert McKay, K.C., argued that the Board of Commerce was a court of justice and had made a decision in favor of the Wholesale Grocers in March, 1920, "that they were not an illegal combine in the restraint of trade." There was no reason whatever, he said, for the Attorney-General bringing about another investigation. "We have at this trial the same witnesses, who have given the same evidence, perhaps not the exact words, but I say the facts are the same. We had the same argument as to the resolution of the association. In fact, everything that was an issue here was an issue there. That being the case, how can your Lordship make any other decision than that already made by the Board of Commerce?"

Mr. McKay, continuing, summed up the evidence of the various witnesses, pointing out that the cheapest method of distribution to the consumer was through the wholesale trade, that there was no evidence to show that the association was operating to the detriment of the public at large, and that there was no actual malice to injure anyone. "These men so engaged in this necessary business—so engaged in such a slightly profitable business—do not appeal to me as men who are enriching themselves at the expense of the public."

Endorses Policy of Resale Price

Thomas Kinnear, of T. Kinnear and Co., wholesale grocers, Toronto, in being examined by A. W. Roebuck, stated that he was prepared to carry out the resolution of the Wholesale Grocers' Association in that wholesalers should not deal with manufacturers who sold direct to the retail trade. He endorsed the policy of manufacturers who fixed the resale price.

"So that if some manufacturers sold to retailers and at the same time sold to wholesalers, you are quite willing to join with other wholesalers in cutting them out?" asked Mr. Roebuck.

"Yes," replied Mr. Kinnear.

"You think it proper that manufacturers should then sell only to the wholesale trade?" asked Mr. Roebuck. "Are you doing it?"

"I do not say I am doing it, but I think it is fair," replied Mr. Kinnear.

Asked by Mr. Hellmuth if he approved that all manufacturers should fix all resale prices, witness replied that he did.

"Then if manufacturers fix resale prices, will this tend to lessen or increase the price to the consumer?"

"Lessen," replied Mr. Kinnear.

Referring to the exclusion of W. F. Morley and Co. from the association, Mr. Kinnear stated that Mr. Morley was not a wholesale grocer and he did not give the same service that the wholesale grocer did. If he wanted to come into the wholesale circle, he was quite welcome to do so, providing he gave the same service as other wholesalers, irrespective of overhead. Morley picked out the big dealers and did not serve the smaller merchants.

No Attempt to Fix Prices

T. Chamberlain, vice-president of the asosciation, was next called, and denied any attempt to fix prices, limit production or transportation. He stated that his firm had been in business for the past ten years, but the profits for the past year were practically wiped out, and during the past ten years their profit only averaged 2.02 per cent. on the turnover.

"Have you any objection to some manufacturers selling wholesalers and at the same time selling retailers?" asked Mr. McKay.

"I don't think manufacturers have any right to sell retailers at the same price as wholesalers," replied Mr. Chamberlain.

"Then if they did, what would happen?" asked Mr. McKay.

"I wouldn't care to handle the goods," said Mr. Chamberlain.

Asked for his opinion as to who should fix prices, witness replied that the man who makes the goods should fix the price for both the wholesaler and the retailer. "Then if the manufacturer fixes the price that the wholesaler should sell the retailer, by what method is the wholesaler to be reimbursed?" asked Mr. McKay.

"By discount," replied witness.

"When fixing this discount that the wholesaler is allowed, what do you consider the right amount?" Mr. McKay asked.

"As cheaply as it could be done," replied Mr. Chamberlain.

"Have you endeavored, either by yourself or in conjunction with the Wholesale Grocers' Association, to fix prices?" asked Mr. McKay.

"No," replied witness.

"Have you attempted in any way to increase the cost of transportation?" asked Mr. McKay.

"No," replied Mr. Chamberlain. "On the other hand, we have endeavored to reduce it."

"Have you in any way made any effort to prohibit or lessen the production of any article?" asked Mr. McKay.

"No," replied witness.

What About Competition?

Cross-examined by Mr. Roebuck: "You state that the proper person to fix prices is the manufacturer. What about competition making the price?"

"Competition enters into it, of course," replied Mr. Chamberlain.

"Then manufacturers set the prices as high as possible and competition brings down the price?" said Mr. Roebuck.

"There would have to be a reasonable profit," replied Mr. Chamberlain.

"That is a very broad term, reasonable profit," said Mr. Roebuck.

"He would make as much as he could," replied witness.

"You would not say that profiteering or gouging the public is proper, but the dealer is there to make as much money as he can out of his business?" said Mr. Roebuck.

"Yes."

"And the dealer is limited on the one side by the cost and on the other side by his competition. His price is fixed in regard to this?"

"Yes."

"And the keener the competition the greater the problem he has to face in fixing his price," commented Mr. Roebuck.

A Disadvantage to Customers

A. H. Pafford, of the firm of Armstrong and Pafford, wholesale grocers, Toronto, stated to Mr. McKay that if a manufacturer sold to a retailer as well as to a wholesaler, it would be a decided disadvantage to the customers of the wholesaler.

"Supposing that condition did exist. How long would it last?" asked Mr. McKay.

"It would have to terminate," replied Mr. Pafford.

"Then what would happen?" asked Mr. McKay.

"Drop the line entirely," replied witness.

Mr. Pafford also stated that the manufacturer was the only one who had the right to fix the price of his goods, but claimed the wholesaler was entitled to a fair remuneration for distribution.

Asked by Mr. McKay how this remuneration was got at, witness replied that it was derived by a percentage basis according to the cost of distribution.

A. W. Roebuck, in cross-examining the witness, said: "You say that if a manufacturer was to sell both wholesalers and retailers, the line would be dropped by the wholesalers. Can you give an instance of this kind?"

"Yes, I can," replied Mr. Pafford. "Take the case of a certain breakfast food. The manufacturer started to sell to the retailers at the wholesale price, and eventually wholesalers discontinued carrying it. A certain soap was another line that was cut to pieces and was dropped almost entirely."

"This soap is not a grocery line, is it?" asked Mr. Roebuck.

"Yes, it is."

"Is not this soap a drug line? Are you not sure that drug stores beat you to it?"

"No more than departmental stores. "Both these stores were cutting the price," replied Mr. Pafford.

"Then you admit that the public got some bargains," commented Mr. Roebuck.

Might Have Been Bankrupts

"No doubt some of those bargains were bankrupt sales," suggested Justice Orde. "You wouldn't like to see those very often?"

"No, my Lord, nor would I like to see the prices of the necessities of life left to the regulation of the gentlemen who have gone into the witness box during this investigation," retorted Mr. Roebuck.

Continuing the cross-examination by Mr. Roebuck, Mr. Pafford agreed with the definition of a wholesale grocer as given by other witnesses in that a "wholesale grocer was one that could fill what is considered as an opening order." He also endorsed the resolution of the Wholesale Grocers' Association regarding dealing with a manufacturer who sold to a retailer at the same time as dealing with a wholesaler.

"If preferred treatment was given by the manufacturers, then the wholesalers should not be expected to handle his goods," said Mr. Pafford.

"Then I suppose Morley is not a wholesale grocer," said Mr. Roebuck.

"No, not in the real definition of a wholesale grocer," replied Mr. Pafford. "He does not carry a full line."

"Then what about Harris, of Hamilton? Another witness was Knowles, and the York Trading Company. Are they wholesalers?" asked Mr. Roebuck.

"I would not consider them wholesalers," replied Mr. Pafford.

This concluded the evidence for the Wholesale Grocers' Association and the manufacturers.

R. K. McIntosh Testifies

"We know our ways are successful, and we are conceited enough to think there are no two ways about it," said R. K. McIntosh, general manager for Canada of the Canadian Postum Cereal Co., and until recently manager of the Battle Creek Toasted Corn Flake Co. of London, Ont.

Answering Robert McKay, K.C., Mr. McIntosh said the cost of distributing cereals was 32 cents per case when done in a wholesale way, as practised now, and 94 cents in a retail way. He was positive it would be "bad for business" if the manufacturer were to sell to one jobber at one price and to another jobber at a different price. Wholesale distribution to wholesale dealers, who had facilities for local redistribution, meant a saving for all concerned.

To Mr. Roebuck, witness insisted that the saving was shared equally by the consumer as by the manufacturer and wholesaler.

In reply to questions from I. F. Hellmuth, representing three companies, Mr. McIntosh stated that he would like to return to the times when the manufacturer made cast iron agreements with the jobber as to his price to the retailer. The stabilized price in the long run meant money in the consumers' pockets. The fluctuating price meant large expenditures for advertising, the cost of putting new products on the market, and factory costs because of fluctuating production.

"There is a price," said Mr. McIntosh, "beyond which the housewife will not go, as we found out a year ago. The price of our cereal increased because of increased cost of production. We at once observed a decrease of 22 per cent. in sales. That had to be overcome by advertising."

Wholesale Method Best

John F. Taylor, secretary of the E. B. Eddy Co., manufacturers of matches and paper bags, stated that his company distributed through the wholesalers, fixing the price to the retailer and allowing the wholesaler a discount. There was a preferred list of wholesalers, but membership in any association had nothing to do with those put on the list, which was compiled by the president of the company. Mr. Taylor believed this method of distribution to be the cheapest. His company had used it in preference to selling direct since 1851. He believed that this method of distribution stabilized the market and resulted in an ultimate saving to the consumer. Cut-rate prices would result in decreased production with ultimate increase in cost of production.

Striking Display is Effective in Building Sales

London, Ont., April 12.—The possibilities offered by simple window dressing for making a most attractive and "pulling" display are strikingly shown at the Scandrett grocery here this week. In one of the firm's windows the floor is laid with white crepe paper. The sides are trimmed with white and dull purple. This makes a background for bottles of catsup. The arrangement of the bottles is as simple as it is effective. Starting with three in the front it rises gradually to the rear until the back row is about four feet high. The bottles are built up by means of plates of glass and the entire display is one that instantly attracts and also holds because the prices are given prominently. In an adjoining window an almost identical scheme is carried out with cans of corn and tomatoes. The windows have been splendid boosters of turnover in all the lines shown.

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Breaches of the Lottery Act.

A MERCHANT was recently convicted and fined for a breach of the Lottery Act. This merchant, the week preceding Easter, for the purpose of increasing his turnover, conceived the idea of putting on a contest. With every purchase was given a ticket bearing a number, and a duplicate ticket bearing the same number was cast into a large container. The Saturday preceding Easter a person was blindfolded and told to pick out ticket from the container. The person holding the duplicate ticket was presented with a huge basket containing a chocolate Easter egg. It is said that the merchant stirred up such interest in the neighborhood that an inspector got wind of it, and laid a charge against the merchant for a breach of the Lottery Act. The result was that the merchant was summonsed to appear in court. He was fined ten dollars.

There is a lesson in this incident. The merchant who contemplates putting on a contest of any kind will be wise to take to heart, that is, before putting on a contest in which there is an element of chance, to first make sure he is within the law. Although this merchant was only fined a nominal sum, the maximum penalty for such an offence is a two-year imprisonment.

Sell the Specialties, Too.

THE majority of grocers can maintain activity in their trade by directing real selling effort to special lines. This has been pointed out in Canadian Grocer a good many times, but stands repetition, for the fact remains that there are too many merchants who are content to sell only the things that they are asked for. It is the man who is selling things that are not always demanded who has no complaints these days about business being slow. His turnover is comparing very favorably with corresponding periods of last year. He is maintaining his trade because he is selling goods all the time. He is no mere order taker, but is a salesman, and was quick to realize that if business is to proceed smoothly in these days of readjustment, he must exert to the very fullest extent his selling ability.

There is a splendid opportunity to increase your turnover by developing sales in specialties. Building a reputation for being the man who has the special lines of foodstuffs will be found profitable. It will be worth while to make a thorough and continuous study of the buying habits of your customers. Many quick sales mean more profit for you than fewer slow sales with more margin on each sale. Buy the lines that you know you can turn several times in the year, and avoid loading up with "dead" merchandise.

EDITORIALS IN BRIEF

THE MERCHANTS in Toronto who were fined for selling short weight bread had no alternative but to pay the fine. However it seems that legislation of this kind is very unfair to the unsuspecting grocer, who buys bread from the baker in confident expectation that it is according to law. Grocers say that they are too busy to weigh every loaf of bread, every pound of butter and every bag of flour that comes into the store, but apparently it is a wise policy to take the time to do so, in order that the onus of blame may be placed on the proper party. One grocer who was convicted recently stated that a loaf of bread weighed in his store was found to be four and a half ounces short of the required weight.

* * *

ELSEWHERE in this issue there is a story of a merchant who greatly increased his sales on jam with the assistance of a demonstrator. This merchant didn't think much of the demonstration at first, but after buckling down and lending his co-operation, he discovered that his customers were also taking a better interest. This move on the merchant's part stimulated sales on that particular jam and the profits for the day were greatly enhanced thereby. It surely pays to give demonstrators all possible assistance.

* * *

IT IS always an advantage to keep just a little ahead of the game. If there is buying to be done, do it to-day. To-morrow may be too late. The man who keeps ahead of the band in the business procession is the first to get the applause.

* * *

IT IS a good plan to inject all the newness possible into the store as spring comes on. Something bright and attractive always appeals. Especially is this the case as the bleak days of winter pass.

* * *

WITH the approach of spring it is good policy to look about to see what improvements can be made. The purchase of a new show case or two may be the best investment that can be made.

* * *

THE observant salesman in any store is a big asset. The grocery business is no place for the man who goes around with his eyes closed and his ears plugged.

Salvation of Retailer Lies in Maintaining Volume as Operating Costs are Still High; Business Still Speculates on Price Levels

Authorities Differ as to Amount of Liquidation Which Will Yet be Necessary to Reach "Bottom"—Claim is Made That Retailers Are Doing Best to Reduce Prices—With Heavy "Overhead" It is in Merchant's Interests to Keep Goods Moving

IN view of the fact that uncertainty as to the probable future trend of prices is generally admitted to be the principal stumbling block in the way of resumption of normal business conditions, it is perfectly natural that a considerable amount of speculation should be in evidence at present. Out of the mass of conflicting forecasts and opinions three different viewpoints may be distinguished.

What may perhaps be called the optimistic view is that prices will never go back to the 1914 level but when stabilization is accomplished the level will be closer to the recent peak than to the 1914 level. If this assumption is well founded it is probable that the present price adjustment process has not much further to go and in some lines already has gone below what will be its permanent level.

World-wide Problem Now

A middle view is that taken by those who base their predictions on experiences during and after the American Civil War. It is pointed out that during the Civil War prices compared to those of 1860 rose to a higher level than did prices during the World War as compared with 1913. After the Civil War there was a sharp drop in prices comparable in severity to the recent drop, but this continued for less than six months and after that prices declined more gradually with frequent minor rallies. It took approximately fourteen years for prices to reach the old 1860 level.

Is Retailer to Blame?

It is pointed out that conditions after the Civil War were much more favorable to a rapid fall in prices than they are now. Then commodity prices in the U. S.A. had risen to a much higher level than those prevailing in other countries. Now the situation is reversed. Moreover after the Civil War there was only one country and that a very prosperous one in which deflation had to take place. Now the problem is world-wide.

In recent weeks there has been a tendency to put the blame upon the retailer for not reducing prices and taking losses, the argument being that this would lead to a more rapid movement of merchandise and better conditions with the manufacturing industries. The case for the retailer has not received much consideration. However, the Bache Review prints an interesting letter from one of the large department stores in New England, which sets forth the position in which many retailers no doubt find themselves. This letter says in part:

Merchandise Marked "Close"

"When so much is being written and said against the retailer, would it not be fair to make an impartial examination of his case by way of a change, in a spirit of fair play and a square deal?

"Those of you who criticize us now seem to forget that it was the retailer who first cut prices almost six months ago, when the manufacturers failed to recognize the change in the temper of the buying public, which the retailer was quick to sense through his close contact over the counter.

"At that time the wholesaler and manufacturer was the first to criticize the retailer for reducing prices, telling him he would be unable to replace his stocks except at still higher prices! Had the retailer heeded this advice it would have prolonged the period of high prices, as none of us have heard of a wholesaler reducing his prices when the demand was still strong. Is this consistent with the great chorus of 'profiteer' which the wholesaler is lustily shouting to-day?

"In spite of your undoubtedly well-meaning statements to the contrary, I assert without fear of successful contradiction that the retailers as a class have not been guilty of profiteering during the war, nor are they at this time. We are all marking our merchandise closer to-day than for many years; we have been reducing stocks, and buying only from hand to mouth, and in so doing are able to follow the market down, giving our customers the benefit of the new low prices.

"I have been in close touch with a great many retailers in this section and we have freely and frankly exchanged confidential information relative to our business, and I know that as a craft the retailers are doing everything possible to bring prices to the lowest level obtainable, short of self-extermination."

Profits on Paper Only

The writer then, while asserting that the retailer during the last five years has made little, if any, increase in percentage of net profits, admits that this percentage expressed in dollars is larger than heretofore, but he further contends that the profits thus accumulated on his balance sheet were on paper only and not in cash in his pocket. Rising prices made for larger inventories, the shrinking value of the dollar increased his expenses, and then if the books showed the accumulation of a reserve, the government stepped in and took the lion's share. This is what has been happening to nearly all business operations under the baleful workings of the Excess Profits tax. The small amount left for dividends and reserve against the inevitable rainy day has, in most instances, been so inadequate that, the writer claims, the retailer should not now be blamed for trying to save himself from business disaster. He adds:

Combinations Impossible

"The nature of our business is such that combinations to maintain prices are practically unheard of, if not actually impossible. Therefore, the element of keen competition would work to lower prices even though the storekeeper desired otherwise. With costs of operating our stores still high, our salvation lies in maintaining volume, and this means sharp bidding for the business that exists in our respective communities and when you find retailers bidding for increased sales you invariably find price concessions.

"You see, gentlemen, the much abused retailer is not entirely without a defence. He is by no means the heartless, selfish, conscienceless, unprincipled being he is sometimes represented to be, and every man of the craft who takes pride in his occupation, and values the respect of his associates and the community in which he lives, resents the imputations and injustices to which he has been subjected in just such articles as yours."

Better Supply of Maple Syrup

Montreal, April 13.—There has been no further change in the condition of the market for maple syrup. Prices are steady with ample supplies coming forward. The weather conditions have improved considerably lately for the production of maple syrup, and as a result it is expected that prices may drop a little in the near future. The nights lately in the Province of Quebec have been frosty with bright, sunshiny days, which goes to make a good flow of sap. There is every probability that quotations on maple syrup will be lower before the season is over.

Possibilities in Fruits and Vegetables

Letter to Henry Johnson, Jr. Opens Discussion on the Handling of Perishables—A Study of Conditions as They Now Exist

By HENRY JOHNSON, Jr.

A MAN writes me thus: What is the present opportunity and possible future developments in the fruit and vegetable business from the standpoint of the retailer?

That is a large order, but here is the point. I am a young man holding a good position with a successful advertising organization. The future is not limited here, but I am anxious to strike into some line which offers possibilities for real development, where I can put my advertising and merchandising experience into action—and where, with money not the primary object, I can gain the satisfaction of seeing my personal efforts result in actual accomplishments. My attention has been called to the changing character of our distributing problems and the marketing of our food products—fruits and vegetables in particular. Do you see any special unit which should be developed to a higher efficiency or do you see any steps which could be eliminated in the marketing of fruits and vegetables by the substitution of some new aggressive unit which might combine the former functions of a given group? Or, simply, is there any business opoprtunity here that is being overlooked?

I understand you are familiar with our local situation — the fruit auction, the dormant wholesale receiver, the aggressive broker, the successful wagon trade to the grocer, etc. Is, for example, the broker to put the old jobber or receiver out of the way? Is the grocer giving the best service to the community by not getting up early enough to get down to the market, but relying on the wagon jobber? Or is the grocer merchandising his fruits the way he should? I am not yet familiar with the per cent. of volume fruits and vegetables form in the average grocery, but familiar with only one local store where a really good job is being done in trying to sell the purchaser on these products in any but the ordinary corner grocery display style. You know what is meant.

Now, what is the opportunity for an exclusive fruit and vegetable store? Secondly, if this exclusive store was backed by capital enough, and then went in and did a real job of advertising and merchandising their location, products, etc., is the fruit and vegetable business of the character to stand this kind of publicity and will it react as other specialty businesses have? Are there any stores of this character operating now? If successful and you would advise it, I should want to go and study their methods.

You possibly never received a letter like this before. You have no way of knowing my standing and may be hesitant in answering that long series of questions as freely as I hope you will. Be assured that if anything you should write is confidential in any way, it will be kept as such. Any light you may be able to throw in the path of a man considering entering the ramifications of this industry will be greatly appreciated.

Covers Practically Limitless Ground

No: you guessed right—I never have received such a letter before; and by the same token I am mighty glad to get this one. It opens the way to a discussion of the handling of perishables that is so wide in its possibilities that probably I shall have to carry it into several articles. But that is fortunate, for the subject merits all the attention we can give it.

Before I tackle it, I want to give this boy a hint that may be useful to him through life. I have altered his letter to the extent of cutting out a lot of indirection used to avoid saying "I think," "I seek" and other uses of the personal pronoun singular. This is folly. About forty years ago a notion got about that to say "I," "me," "my," "myself" was to manifest undue and offensively obtrusive egotism, conceit and self-importance, and everybody veered away from that short, expressive, direct form of speech. This boy refers to himself as "the writer" and says "it is meant" and "it is hoped" instead of writing "I," "I mean," "I hope." We have had a lot of efforts to avoid direct speaking—saying, apologetically, "personally, I," for example, to sidestep unfavorable comment when to avoid the pronoun was impossible.

Cut it out! Come forward yourself and say what you have to say! Real people have no time to waste on circumlocution, and no real person will object to any use of I, me, myself, provided you have anything worth listening to to utter. Advertising men especially should be speakers to the point. Same with everybody else. Glance at the Bible once in a while for a model of direct, simple, comprehensible speech. Take this in good part. It is meant that way. Now to our knitting:

This letter apparently is predicated largely on the rather prevalent idea that there is a lot of waste motion and needless expense in our present scheme of distribution. Men analyze costs that intervene between producer and consumer in various countries. One tells me that in Japan it is, say, 14 per cent.; in Italy, 18; in Germany, 24; in Britain, 46, and in the United States, 76. Much emphasis is laid on that figure of 76—usually this way!!!!

But is all this conclusive evidence that we are glaringly wrong and the entire scheme going to pot? I think not; for I reason that Japanese live on rice and tea, while we enjoy the most varied dietary of any people in history—and the other nations come in between us and the Japanese in variety. Further: what did distribution cost 100, 300, 1,000 years ago, having in mind what the people ate those days and what was available for them to eat? Have we improved? In 1688 it was common for food to rot in one township in England while famine raged in the next. The Russians of to-day would be glad to have enough coarse bread and some milk to keep body and soul together, but money will not buy either. Rightly considered, the distributive cost of our most varied food list is therefore incomparably lower than is that of Russia.

Altruism Not Practical

"With money not the primary object," says my friend. Wherever money is not the really definite object, business fails. If the work be worthy, the service genuine, money follows inevitably. Therefore, the logical and entirely proper aim in preparing to enter any business and pursue it with all that is in you is to make money, for money making connotes success and success evinces service; and solid, lasting satisfaction will follow the attainment of all this. Hence, go after this with "your heart and brain and sinew" for what you can make out of it. The rest will follow.

Do I see any special unit which should be developed to a higher efficiency? Yes: all the units. Many individual links in the chain are functioning well, but all could function better, and those which now are doing the best work are progressing steadily to better things. It is possible that "some new aggressive unit might combine the functions of a group" to the benefit of business and consumer. That might be revealed to some bright student of the problem, provided he was working from within. If he were in the business, had learned it thoroughly, was familiar with all its ramifications, he might see opportunity for its radical bet-

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CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

Harold Seddon, who has been Canadian sales representative for a number of years for Lea and Perrins, is leaving Montreal for Worcester, England, the head office of the company, where he will be located in future. The Canadian office will be changed to the C.P.R. Bldg., Toronto, and is in charge of Mr. Lloyd.

F. W. Bobbett, of Slough, England, was in Montreal during the early part of this week on his way to the West. Mr. Bobbett is a director of the King-Beach Manufacturing Co., Ltd., of Mission and Vancouver, B. C. He is spending a few days in Toronto on his way westward.

C. Fairall Fisher, vice-president and managing director of J. W. Windsor & Co., Montreal, returned recently from a three months' trip to Europe. He visited a number of European points, including London, Liverpool, Paris, Stockholm, Bergen in Norway, Genoa, Lausanne in Switzerland, etc.

ONTARIO

H. Findlay, Toronto, has sold to H. D. Warner.

Cousins Bros., Wallaceburg, recently suffered a loss by fire.

W. M. Sutherland, Elmwood & McKay streets, Toronto, has sold to Fred Hodgson.

Joseph Ruddy, Toronto, vice-president Canada Starch Co., was in Montreal first of this week for a couple of days.

J. W. Cronk, of Port Rowan, Ont., has purchased the grocery business of T. Morrison, who intends to retire.

C. E. Naylor, of Essex, Ont., has returned after spending three months in California.

At the annual meeting of the Chamber of Commerce at Delhi, Ont., on Friday, Charles Hickling, of Hickling Bros., was elected as secretary-treasurer.

J. S. Royer, general manager Old City Manufacturing Co., Rgd., Quebec City, was in Toronto this week on a business trip.

A deal was closed this week by which Stanley Hopper secures a half interest in the business of Joseph Hopper, at Hatsworth, Ont.

Russell Damm, of Essex, Ont., has purchased the interests of his partner, William Crozier, and will carry on the grocery and baking business.

Edgar Butts has purchased the store of Robert Brownlee at Kippen, Ont., and took over the business this week. Mr. Brownlee is leaving shortly for Oregon, where he has purchased a farm and intends going into prune raising.

R. K. McINTOSH,

who, as announced in last week's issue, has become general manager for the Canadian Postum Cereal Co.

A. F. Choate, of A. F. Choate & Son, Warsaw, Ont., general merchants, was a business visitor in Toronto this week.

W. M. Bowman, manager Holbrook's, Ltd., with headquarters at Toronto, was a business visitor to Montreal and Quebec city last week. He returned to Toronto on Friday morning.

J. T. Menzies, of Stewart Menzies & Co., manufacturers' agents, Toronto, is on a business trip to Western Canada. He will go as far as Victoria, B.C., and will be absent about a month.

Archie Hawthorne has taken over the general store business in Warsaw, Ont., of Douglas & Calder. Mr. Hawthorne has been connected with the retail trade in Western Canada for a time. He was born near Warsaw.

W. Graham, of Morpeth, who has been conducting the Erie Hotel as well as his grocery store, has sold the hotel to Mrs. C. Avern, of Brantford. Mr. Graham will continue the store.

Leo Grondin, of Amherstburg, is completing work this week in connection with remodelling his store front and the installation of new plate glass windows.

Elmer Morrow, of Tara, Ont., has taken a position in the grocery store of C. J. Halliday at Chesley. Harry Stevens, who has been with the firm for many years, is leaving shortly to go into the insurance business.

E. H. Graham, of Cromarty, Ont., sustained a serious loss in the complete destruction of his store by fire. When discovered in the early morning the flames had made such progress that nothing could be done to check them.

Peter Hubert was sentenced in Sudbury to one year in Burwash for the theft of groceries to the value of $50 from the store of L. P. Trudeau, of the same town. Wilfred Pare, Joseph Spencer and Hubert were also sentenced to six months for breaking into summer cottages. Hubert's sentences will run concurrently.

Joseph Howard, general merchant at Waterford, Ont., fought two bandits recently, and fought with such good result that he got the gun away from them. He was wounded in the shoulder. Nothing was stolen as the culprits made a get-away when Mr. Howard secured the firearm.

GILBERT NOBBS IN AUSTRALIA

According to a cable received by the Toronto office of Holbrook's, Ltd., H. Gilbert Nobbs, overseas director of this firm, recently arrived in Sydney, Australia. Mr. Nobbs was in Toronto last November, after which he went to England. He left in February for India and then went to Australia. He was a captain in the British army during the war and unfortunately, as will be remembered, lost his sight. In spite of this handicap he travels all over the world in the interests of his firm.

Striking Cigar Workers Are Now Back at Work

London, Ont., April 12.—An important development in connection with the cigar trade took place here this week when the employees of seven shops went back to work. The settlement of the strike, which was called last December, was arranged by Fair Wage Officer E. N. Compton. The men go back to work accepting a cut in wages equal to the increase they received last fall. What is perhaps equally important from the manufacturers' standpoint is that seven other shops, including several of the largest, refuse to be union shops any longer and will operate only as open shops. Since the strike was called probably two hundred cigarmakers have gone from London to Montreal, Detroit and other points. Many of them will not return.

St. John Merchants' Annual Banquet

Large Representation of Merchants at St. John Gathering—Spirit of Co-operation Among All Branches of Trade — Associated Ad. Clubs to Put on Organization Campaign in New Brunswick

ST. JOHN, N.B.—A large number of merchants in St. John were at the annual banquet of the St. John branch of the Retail Merchants' Association of Canada. A strongly optimistic note marked the gathering of the retailers, and although they realized that there were difficulties still to be overcome before readjustment would be complete, they felt that matters were righting themselves in a very satisfactory manner.

Many prominent speakers told of the advantage of the association, and outlined present conditions in Canada today. The principal guest of the evening was F. W. Stewart, of Montreal, who spoke eloquently on present conditions and what might be expected in the future. A. N. McLean, president of the association, occupied the chair. The first speaker was His Worship Mayor Schofield. He paid a tribute to the association and said that the city officials appreciated the work done by the association in the city, and were glad at all times to hear their views. He told of efforts to keep the tax rate down, and of the progress the city had made in a sane way. It was now in a good position as compared with other cities. He read a list of per capita expenditure of several cities, showing St. John to be one of the lowest. He suggested that the Retail Merchants' Association discuss the subject of hydro development when it found an opportunity, as this would be ready in about a year and the question was how to distribute the power in the city.

Appeals For Unity

Stanley C. Emerson made a strong appeal to the merchants for unity, and showed the necessity of all working together. W. S. Fisher, of Sackville, N.B., in a brief address caused much laughter by giving figures showing that the manufacturer was the first man to go when hard times came, then he was followed by the jobber, but the retailer survived until the last minute. He added that the manufacturers of today were doing all in their power to co-operate with the jobber and retailer, and fully realized that one could not be successful without the other.

Robert A. Macauley made a strong and forceful speech, pointing out the needs of the association and asking for closer co-operation on the part of the members. He stated that the organization was a national one and reached from coast to coast, and must eliminate from the public mind that the organization was a narrow one or worked for selfish ends. The consumer did not pay all the taxes and all must bear a part of the burden. He touched on group legislation and said that the association should combat this. The chairman then read a telegram from the Associated Advertising Clubs, meeting at Hamilton, telling of a campaign of organization that would be made in New Brunswick. The chairman then called on F. W. Stewart, the speaker of the evening.

F. A. DYKEMAN,
St. John, N.B., elected President of the local branch of the Retail Merchants' Association at the annual meeting.

Retailers Keep Manufacturers in Business

Speaking on the conditions throughout Canada, he said that there had been a disappearance of profits on the part of most concerns. The general impression was that the manufacturer did all he could to hurt the retailer. Such was not the case as they realized that they kept them in business, and in some cases the manufacturers were supplying the goods and acting as banker as well. He wanted the Retail Merchants' Association to feel that the manufacturers were working with them, and that many of them were advising their customers to make their purchases cover a period of no longer than from sixty to ninety days. Buying for short periods would do much to stabilize business conditions and put merchandising on a firm basis. Price advances had covered a long period but the decline only a few months. Some things had gone too low, and would react, while others had not yet reached their lowest point. Conditions in the United States were in a much more unsettled condition than in Canada, and he cited instances where Canadian factories were still operating but United States factories in the same lines of business were closed down.

Mr. Stewart showed that declines in raw material did not affect the finished product until several months later, and regretted that the press did not make this clear when announcing declines in raw materials. The transportation problem was a serious one and had a marked influence on prices. Transportation charges should be such as to encourage haulage east and west. He favored high rates on short hauls and low rates on long hauls.

Hopeful Outlook

In concluding, he said that the retailers should encourage the sale of goods produced in Canada, but the Canadian manufacturer should see that his goods were equal to those of any other country. He said that very few articles were produced in Canada that were not equal to those of any other country, and that great strides had been made in the last few years. The business outlook was hopeful and encouraging.

The annual business meeting was held immediately after the speeches, A. N. McLean, the retiring president, being in the chair. The election of officers resulted as follows: Honorary president and chairman of the advisory board, A. N. McLean; president, F. A. Dykeman; vice-president, R. A. Macauley; second vice-president, J. H. Marr; secretary, S. E. Fisher; treasurer, M. E. Grass. Partial advisory board: A. O. Skinner, E. W. Daniel, A. E. Everett, S. C. Emerson, H. H. Scovil, H. Magnusson, C. McConnel, F. S. Thomas, H. Everett, D. Magee, J. McPherson, A. A. McIntyre, J. H. Vaughan, P. Rising, P. Levine, C. H. Smythe, H. C. Brown, A. R. Campbell, W. H. Turner, H. M. Jones, W. Hawker.

A hearty vote of thanks was given the retiring president for his untiring energy in the work of the association during the past year.

F. A. Dykeman, the new president of the St. John Branch of the Retail Merchants'

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NEWS FROM WESTERN CANADA

WESTERN

T. H. Davis is managing Brown's store at Mt. Dennis, Ont.

S. Melville has purchased the business at 1532 Queen St. W., Toronto, recently carried on by S. Partington.

A new grocery store has been opened in Blairmore, Alta., and will be under the proprietorship of Mr. Scott.

W. F. Lea has joined the staff of Mason and Hickey and is now in charge of the Regina, Sask., branch.

A. F. Higgins, president of the A. F. Higgins Co., Ltd., retail grocers, of Winnipeg, Man., is on a trip to the coast, where he intends to spend a few weeks.

J. W. Laurence has purchased the business at 1107 Weston Road, Mt. Dennis, Ont., until recently carried on by L. Fortier.

W. B. Grant, formerly branch manager for Mason and Hickey, at Regina, Sask., has been transferred to the head office, Winnipeg, Man.

Stroyan Dunwoody Co., manufacturers' agents and brokers, Winnipeg, have been appointed agents for Grimsby Fruit Growers, Ltd., and Grimsby Pickle Co.

George W. Griffiths, manufacturers' agent, Winnipeg, Man., has been appointed representative for the Russell-Murray Co., Ltd., manufacturers of Swiss chocolate bars, for Western Canada.

The M. DesBrisay & Co. store at Mission City, B.C., was visited by burglars on Sunday, March 27. Groceries and tobacco were stolen, as well as a few changes of raiment.

R. S. Ward, manager of the Winnipeg Co-operative Store, Ltd., has resigned. R. Graham, manager of the stores' grocery department, has been appointed to the vacancy.

George J. Cameron, of the W. L. McKenzie Co., Ltd., Winnipeg, is on an extended trip to Toronto and Montreal, renewing acquaintance with his principals, W. Clark, Ltd., and W. C. Macdonald, Reg'd., Inc.

CALIFORNIA RAISIN CROPS BADLY DAMAGED BY FROST

Fresno, Cal.—Twenty per cent. of the 1921 raisin crop, or about 40,000 tons were destroyed by the frost that hit the raisin section of the San Joaquin Valley recently, according to a statement issued by W. M. Giffen, president of the California Associated Raisin Co. Mr. Giffen estimates that the money loss to growers will be in the neighborhood of $10,000,000.

New Proprietors of Old Established Wholesale Grocery in Vancouver, B.C.

J. H. ELLIOTT,
who, with J. A. Thompson, has taken over Des Brisay & Co., Vancouver.

J. A. THOMPSON,
one of the new proprietors of Des Brisay & Co., Vancouver.

Addresses the Travellers in City of Calgary

Calgary, April 12.—Alderman Frank Freeze recently addressed the Associated Commercial Travellers at their usual monthly luncheon. He spoke on "Credits and Finance," and his remarks were exceedingly interesting. Alderman Freeze is the manager of the Calgary branch of the Canadian Credit Men's Association, Ltd., and is an authority on the subject of credits.

Twenty-five new members were added to the membership roll at the last meeting of the A.C.T. and there are a number of applications already approved by the chairman of the membership committee, Pat Walsh.

The president, J. T. McCulloch, presided at this meeting. A dance was held in the evening at the McDonald Academy.

SASKATCHEWAN R.M.A. WILL MEET ON JUNE 8, 9 AND 10.

The annual convention of the Saskatchewan Retail Merchants' Association will be held at Saskatoon on June 8, 9 and 10.

Tea and Olives Now Grown on Vancouver Island

Ottawa.—That there are now being successfully grown in Vancouver Island, and for the first time in Canada, both tea and olives, was the information given here to a banquet of local horticulturists by Hon. Dr. Tolmie, Federal Minister of Agriculture.

This year, too, on Vancouver Island, there will be a good fig crop. Filbert and almond trees are in full bloom, and the bamboo crop is large enough to harvest for baskets and fishing poles.

This is an astonishing statement to those without our borders who are prone to think of Canada as a land of snowbanks and wild country.

It is stated, too, that it will only be a matter of time until Canada is able to buy its roses from Pacific coast towns and cities within her borders.

The best caviar is processed from the sturgeon caught in the Caspian Sea of Russia. As a table delicacy it is famed the world over ever since the days of Shakespeare. It is packed generally in small tins or glass jars.

Vancouver Grocer Comments On Difference in Quotations

Points to Facts That a Cash and Carry Store is Selling a Certain Line Three Cents Under Price Quoted by Wholesaler's Salesman to Him, as an Extra Special Offer

VANCOUVER, April 12—(Special.)—"Recently I had a specialty salesman call on me," remarked M. T. Greene, 1,000 Denman St., in discussing buying with a representative of Canadian Grocer. "As an extra special offer he wanted me to contract for a six months' supply of his product and I was to get a very favorable price.

"At the same time, his brand was being advertised locally by the cash and carry department of a downtown departmental store at three cents a pound cheaper than his special price to me. I believe that those who have special prices for the maximum quantity that a small retailer could use have extra special prices for the big stores. I believe that the function of a retailer is to distribute to the consumer. This being true, it is entirely unreasonable for the wholesalers to give an unfair advantage to any one of their customers. The largest cash and carry stores here, run as a feeder to departmental stores, must buy at better prices than are offered to small retailers. I have the greatest confidence in those salesmen who come to me and quote me a fair price, make no attempt to have me strain my resources to handle an excessive quantity, and who seem certain that their line is saleable in such quantities that I will be able to order further modcrate quantities frequently."

Convenience Rather Than Credit

Mr. Greene gives thirty-day credits to many of his customers, but considers that such should properly be called convenience, rather than credit. The opening of the monthly account does not indicate that the customer cannot pay for each article as purchased, but merely that it is more convenient to pay once a month than to bother with C.O.D.'s.

Dead-beat Is No More

This grocer says that conditions are such at the present time, owing to the good work of the Retail Merchants' Association, that the dead-beat customer is practically eliminated. The credit rating department of the Vancouver branch makes it exceedingly difficult for any householder to open a new credit account while that customer has any other grocery bill unpaid.

Looking For The Man Who Let Them "In On The Deal"

A number of Small Retailers in Vancouver, B.C., are the Victims of a Man Who Was Supposed to Have Let Them in on an Extra Favorable Contract For Sugar and Flour

VANCOUVER (Special).—In recent years many stories could be told dealing with sugar. Out in British Columbia there have been many amusing incidents, and some not so amusing.

While the Board of Commerce were holding their August sessions in Victoria one of the prominent druggists was haled before the commission to answer several charges laid by zealous citizens. After the charges concerning tons and tons of sugar stored in this druggist's warehouse were sifted down, it was found that about fifty sacks of coarse salt had stood in front of his little private ice cream factory for several hours one day.

During the shortage, many householders accumulated several months' supply of canned goods in their efforts to get sugar which many grocers would not sell without some additional purchases.

Five Pounds for 49 Cents

Recently one of the cash and carry departments in Vancouver has started to sell five pound cartons of granulated sugar for 50 cents. This sugar costs any retailer at least 60 cents. Imagine the surprise of the trade then when a Granville Street Chinese grocer commences to sell these cartons at 49c. It was found out that while the cash and carry grocery loses 10 cents per carton, to make a leader, the wily Chinese has his boys buy quantities of this sugar from the white price-cutter, and he makes a good fellow out of himself at an expense of only 1 cent per carton.

Let Retailers "in on" Deal

Within the last week literally dozens of small retailers have carefully scanned the pages of the daily papers hoping to see the news that one "Hayes" has been caught. It would appear that Mr. Hayes, in the largeness of his heart, has been letting a considerable number of Vancouver's small retailers "in on" an extra favorable contract which he is alleged to have with the sugar refiners. Two or three of his small deals with the retailers were consummated to the King's taste, and at last, whispering to them in deepest secrecy that his alleged arrangement was about to expire, he allowed these intimate friends to thrust about $10,000 of their money into his hands, with which to buy them sugar and flour at $2 a hundred under the market.

It is to be concluded that the local quotations were not sufficiently attractive and that more remote markets seemed to offer superior advantages, for the police are combing the country for him. He will probably return, for he is not one to slip easily through a comb. He weighs about 300 pounds.

New Goods

The Upressit Corporation of New York City is putting on the Canadian market a device for salt and pepper shakers designed to keep the holes free during hot and damp weather. To clear the holes a pressure at the centre of the shaker is necessary. The Upressit shaker top may be removed and replaced by a simple pressure of the finger. The pressure expands therein, thus permitting the cap to be removed. To close again the rim is pressed and the shaker is resealed. The Upressit shaker is of white glass artificially fluted. The cap is plated with silver. The Upressit Products Corporation also manufactures Upressit caps for bottles, tins, jars, etc. The illustrations show the salt and pepper shakers.

ST. JOHN MERCHANTS HOLD BANQUET

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Association of Canada, has always been one of the live members of the association and has probably attended more meetings than any other member. Mr. Dykeman is at the head of a large and flourishing business, but has always found time to interest himself in the welfare of the association.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

THE raw sugar market during the week under review has developed further weakness and is in an unsettled condition attributed mostly to the opinion rendered by the counsel of the Federal Sugar Company that the Sugar Finance Committee is illegally constituted. Sales of Cubans were made at varying prices from 5 cents per pound on 43,000 bags afloat down to 4⅞ cents, and one sale reported of 10,000 bags at 4 13-16 cents. Since then the market declined further with sales of Porto Ricos at 5.77 cents and of full duty-paying sugars at 4.77 c.i.f., which equals 4.75 cents for Cubas.

The correct visible production for Cubas to end of March is 1,573,234 tons against 1,901,906 tons at same date last year. The Ways and Means Committee have announced a new tariff bill, which, if passed, will increase the duty on raw sugars practically one cent per pound. One American refinery has reduced its price on refined sugars to 7.75 cents, but others are unchanged and there are rumors of a sale for export to Europe of 5,000 tons at 6.60 cents.

There is no change to report in Canadian refined sugar and the consumptive demand remains normal. Nothing definite can be said with regard to future prices, but it is well for the trade to watch the New York market as some authorities seem to think the declines that have transpired will be only temporary.

The strength of the nut market is a feature this week. Shelled walnuts are extremely strong and with the small stocks held both in Canada and in France, higher prices are practically assured before the new crop arrives, which it very rarely does, in time for the Christmas trade. Shelled almonds, although not quite in the same position as walnuts, are also showing a firmer tone, and prices in primary markets are somewhat higher. Pecans, on account of the very small crop last season, are becoming scarcer, and prices tend upward.

Cereals are quiet and easy, and the same can be said of flour and millfeeds, although bran and shorts are in scant supply, attributed to the mills not operating at full capacity.

Some brands of soaps are reduced, while others have special deals, which practically constitute a decline. Some brands of cleansers in cake form show an advance, while certain brands of peanut butter, soap powder and cooking oil have declined.

Currants are in a strong position with prices in primary markets higher. Raisins and evaporated apples, although showing no price changes, are firmer and show an improvement in movement. Canned vegetables are fairly steady under a good demand but fruits and jams are quiet with prices irregular.

In the vegetable and fruit market little change is noted with the exception of potatoes, which are dull and lower. Barrel apples are about cleaned up, and any that have quality are in good demand and command high prices. New potatoes from Florida are arriving in straight car lots and are moving freely.

Eggs have developed a firmer tone and have a tendency to remain steady at about the present price basis for a time at least. Butter and cheese have easier tendencies.

QUEBEC MARKETS

MONTREAL, April 13.—Sugar prices stand unchanged this week, and while the American market shows some weakness Canadian prices have every appearance of holding steady. There is no change in the tea market, although the primary markets are stronger, it is having little or no influence locally, and buying is only for immediate requirements. Prunes are lower, but figs, dates and raisins are very firm in price, with stocks short. Walnuts and almonds are scarce with higher prices quoted and a good demand in all lines of nuts. There is a big change in the soap market this week, with prices upset locally. Lower prices are quoted this week on canned asparagus tips, lobsters and on olives. The rice market is in the same unsettled condition. The cereal buying is light and prices are unchanged. Lower prices are quoted on green vegetables with larger supplies arriving and a bigger demand. Strawberries are also lower and oranges are holding firm in price. There is no change in the coffee market.

Coffee Prices Firm

Montreal.

COFFEE.—The coffee market stands steady in price, although the primary markets are much stronger. Supplies on spot are sufficient to carry the trade without any sharp adjustments in price following the changes in primary markets, and a fairly steady basis may be expected for coffee.

Lower Prices on Prunes

Montreal.

DRIED FRUITS.—Much strength this week is shown in dates and figs, with an advance of one cent per pound on both in the wholesale market. The supplies of Smyrna figs are reported to be low and both London and New York are quoting higher prices. Raisins are standing firm in price. Prunes are very weak, with further declines listed; 70-80's are quoted at 14 cents this week.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 29
Apples (evaporated)	0 12½	0 14
Peaches (fancy)	....	0 28
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New pack—		
Orange	0 48	0 49
Citron	....	0 78
Choice, bulk, 25-lb. boxes, lb.	....	0 22

Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 ozs.	0 21	0 23
Do., 16 ounces	....	0 27¼
California Seedless in bulk	....	0 28
Cluster 20 1-lb. pack	....	6 75
Currants, loose	....	0 30
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.	....	0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do, mats	....	3 00
Do., 22-lb. box	....	1 90
Do., (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 25
30-40s	....	0 19
40-50s	....	0 17
50-60s	....	0 15
60-70s	....	0 14
70-80s	....	0 12
80-90s	....	0 10
90-100s	....	0 08

Soap Prices Unsteady

Montreal.

SOAP.—Quotations on all soaps have changed this week and vary considerably. Prices in the city of Montreal are set by local wholesalers this week at a reduction of $1.00 a case. Soap manufacturers in some instances have set a price on their soap, with a bonus offer on 5, 10 and 15 case lots. This bonus offered virtually means a reduction in price, but some of the local wholesalers have preferred to make an actual reduction in list prices and sell from their old stock. This action of the wholesalers has made considerable change in the quotations on soap locally and only holds in Montreal district. French castile soap, 50 one-pound bars to a case, is reduced $2.00 per case and is now quoted at $9.50 per case. The reduction on Comfort and Surprise soap differs among the different local wholesalers and prices as a result may be considered unsteady since some standard basis must be determined in the near future. The only official change in the price of soap is the bonus offer made by the manufacturers.

Rice Market Unsettled

Montreal.

RICE.—The rice market continues in its unsettled condition, with prices ruling very low. There is considerable variations in prices, owing to the fact that much price cutting is going on. Practically nothing can be said of the future of the rice market.

Carolina, extra fancy	....	....
Do., (fancy)	....	0 08
Honduras, fancy	....	0 06
Rangoon "B"	....	0 08
Rangoon "CC"	....	0 05
Broken rice, fine	....	0 05
Texas rice	....	0 05½
Siam	....	0 06
Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras	....	0 07
Siam	....	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Spices are Steady

Montreal.

SPICES.—Following the change in prices last week quotations have remained steady, with a much improved movement of supplies. There are no price changes this week.

Allspice	....	0 20
Cassia (pure)	0 27	0 30
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 23
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	0 40	0 45
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 30
Ginger (Cochin)	....	0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 45
Pepper, black	....	0 25
Do., white	....	0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Cereal Market Quiet

Montreal.

CEREALS.—There is no change in the cereal market this week. With the coming of the warmer weather the demand for cereals is falling off and buyers are only purchasing supplies for immediate requirements. Prices, however, are ruling steady and no change is looked for in the near future.

Oatmeal, gran., fine standard	....	4 25
Rolled Oats, 90 lbs.	3 55	3 75
Pearl Hominy	....	3 25
Cornmeal, Gold Dust Brand	....	3 25
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	6 00
Pearl Barley	....	7 25
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 12
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00
Split Peas, per bag	....	5 75

Walnuts Getting Scarce

Montreal.

NUTS.—There is no change in the quotations on nuts this week, but the strength of walnuts is increased by the rapidly diminishing spot stocks and prices are strong. As the primary markets are very strong, replacement prices will be higher and consequently higher prices may be expected for walnuts. Almonds are steady in price, with a good demand. The approaching Jewish holidays have increased considerably the demand for nuts.

Almonds, Tarragona, per lb.	0 23	0 25
Do., shelled	....	0 48
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 25
Chestnuts (Italian)	....	0 18
Cocoanut (shredded, bulk)	0 33	0 34
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 12	0 15
Peanuts, Jumbo	0 16	0 18
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, red	0 21	0 23
Do., shelled, No. 1 Virginia	0 14½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 30
Fancy splits, per lb.	....	0 25
Pecans, new Jumoo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	0 26	0 28
Do., new Naples	....	0 20
Do., shelled, Manchurian	....	0 64
Do., Bordeaux	....	0 53
Do., Cbilean, bags, per lb.	....	0 33
Do., Spanish, shelled	....	0 57

Note—Jobbers sometimes make an added charge to above prices for broken lots.

Sugar Market Steady

Montreal.

SUGAR.—There is no change this week in the quotations on sugar. The Canadian market for refined sugar is steady, but New York shows weakness on raw sugar, with some refineries in the United States shading their prices. This, however, is not affecting materially the Canadian market and prices holding.

Granulated Sugar, per cwt.	....	11 00
Do., barrels	....	11 00
Granulated, gunnies, 20/5	....	11 40
Do., gunnies, 10/10	....	11 50
Do., cases, 20/5-lb. cartons	....	11 60
Do., cases 50/2-lb. cartons	....	11 75
Yellow, light, per cwt.	....	10 60
Do., medium, per cwt.	....	10 60
Do., dark, per cwt.	....	10 40

Green Vegetables Lower

Montreal.

VEGETABLES.—The feature of the vegetable market this week is the increasing supplies of fresh green vegetables which are arriving. Cucumbers are now offered at $7.00 per hamper. New cabbage is lower this week, since they are now being sold in crates at $7.50. The price last week was $7.00 per hamper, which shows a decrease in cost during the week, with larger supplies on the market. There is a big demand for new tomatoes and the price shows a slight advance, being now quoted at $7.50 per crate. Sweet potatoes are also advanced in price this week. Potatoes continue weak in price and some local retailers are selling potatoes as low as $1.25 per bag.

Beets, per bag	0 75	0 90
New cabbage	....	4 50
Chicory, doz.	....	0 50
Celery, Florida, per crate	4 00	4 75
Do., California	....	11 00
Carrots, per bag	0 75	1 00
Cucumbers, per hamper	....	7 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 10	1 25
Do., sweet, hamper	....	5 50
Pumpkins, per doz.	....	2 00
Spinach, box	....	....
Turnips, per bag	0 75	1 00
Spanish Onions, per case	5 00	5 50
Yellow Onions, cwt.	....	2 00
Red Onions, per cwt.	....	2 50
New Tomatoes, per crate	....	7 50

Molasses Unchanged

Montreal.

SYRUPS.—There is no change this week in either molasses or corn syrups. The prices are holding firm, with a steady demand.

Corn Syrup—		
Barrels, about 700 lbs.	....	06½
Half barrels, about 350 lbs.	....	0 06¾
Quarter barrels, about 175 lbs.	....	0 07¼
2 gal., 25-lb. pails, each	....	2 25
3 gal., 38½-lb. pails, each	....	3 25
5 gal., 65-lb. pails, each	....	5 20
2-lb. tins, per case	....	4 50
5-lb. tins, per case	....	5 30
10-lb. tins, per case	....	5 00
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	5 10
5-lb. tins, 1 doz. in case, case	....	5 90
10-lb. tins, ½ doz. in case, case	....	5 60
	Price for Island	of Montreal
Barbadoes Molasses—		
Puncheons	....	0 77½
Barrels	....	0 79½
Half barrels	....	0 79½
Puncheons, outside city	....	0 72½
Fancy Molasses (in tins)—		
16-ob. tins, 2 doz. case, per doz.	....	2 40
2-lb. tins, 2 doz. in case, case	4 20	7 25
3-lb. tins, 2 doz. in case,, case	5 50	10 75
5-lb. tins, 1 doz. in case. case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

Lower Prices on Olives

Montreal.

CANNED GOODS—There are a number of changes this week in canned goods but most changes are in fancy lines. Prices on asparagus tips are all reduced and 2½s mammoth are quoted 50 cents lower at $5.25 and ½s large are quoted at $6. Queen olives are lower. Six-ounce bottles are down 20 cents, now quoted $2.20 per dozen and eight-ounce bottles are reduced 50 cents, now quoted at $2.50. Other sizes are correspondingly reduced in price. Lower prices are also quoted on canned lobsters. The decline amounts to 60 cents per dozen on the one-pound tins and 50 cents per dozen on the ¼ pound tins.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	....	5 25
Asparagus, imported (2½s)	....	....	6 00
Beans, golden wax	2 10	2 15	
Do., Refugee	2 10	2 15	
Corn, 2s	1 50	1 60	
Carrots (sliced), 2s	1 45	1 75	
Corn (on cob), gallons	7 00	7 50	
Spinach, 3s	2 85	2 90	
Squash, 2½-lb. doz.	....	1 50	
Succotash, 2 lb., doz.	....	1 80	
Do, Can. (2s)	....	1 80	
Do., California, 2s	3 15	3 50	
Do., (wine gals.)	8 00	10 00	
Sauerkraut, 2½-lb. tins	....	1 60	
Tomatoes, 1s	1 55	1 60	
Do., 2s	....	1 40	
Do., 2½s	1 65	1 70	
Do., gallons	5 70	5 75	
Pumpkins, 2½s (doz.)	1 50	1 55	
Do., gallons (doz.)	....	4 00	
Peas, standard	1 80	1 90	
Do., early June	....	2 00	
Do., extra fine, 2s	....	3 00	
Do., Sweet Wrinkle	....	1 57½	
Do., 2-lb. tins	....	2 75	
Peas, New Pack—			
Standard, 2-lb.	....	1 82½	
Choice, 2-lb.	....	1 87½	
Esrly June, choice	....	2 05	
Do., standard	....	2 00	
Fine French, 2-lb.	....	2 80	

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2-½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s., doz.	4 00	4 05
Do., gals., doz..	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	2 75	2 85
2½-lb.	4 25	4 35
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	4 65	4 75
Do., 2-lb.	3 50	3 60
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced), 2½-lb.	5 40	5 80
2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

No Change in Teas

Montreal.

TEA.—There is little change in the tea market this week. The buying is still from hand to mouth and although the primary markets in Ceylon teas are stronger it has little effect on the local market. Dealers state that at the present time there is a bigger run on Indian teas than on Ceylon. Quotations are unchanged.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 53	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 53	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Strawberries Are Lower

Montreal.

FRUIT.—The orange market is holding very firm although there have been large supplies arriving in the city lately. Quotations this week have a firmer tone with a good demand for supplies. Blood oranges are a little cheaper, but the requirements are limited. Bigger supplies of strawberries are on the market this week with lower prices and resulting increased demand. The quality of the fruit is also improved. As low as 30 cents a pint is quoted on strawberries this week. Reports from this province show that the frosts of the early part of the week have not damaged the strawberry plants, and so far there is no reason for concern as to the domestic crop this year.

APPLES—		
Do., Baldwin	9 00	9 50
Do., Ben Davis	7 50	8 00
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Porto Rico	....	4 25
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	7 00
Lemons, Cal., 300-360s	4 25	4 50
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	5 50	6 00
Do., Florida, 150-216s	4 75	5 00
Do., Blood Oranges, half boxes	....	3 50
Tangerines	....	4 25
Pears, Keiffers, per box	....	4 50
Tokay Grapes, per box	....	5 00
California Grapes, in drums	....	7 50
Almerias Grapes, in kegs	....	16 00
Cranberries, per bbl.	....	16 00
Malaga Grapes, per keg	....	10 00
Strawberries, per pint	....	0 30

Bird Gravel Advanced

Montreal.

PACKAGE GOODS—The only change in package goods this week is an advance in the price of Brock's bird gravel. The price is up 25 cents per case, now quoted $2.75.

PACKAGE GOODS

Breakfast food, case 18	....		3 50
Cocoanut, 2-oz. pkgs., doz.	....		0 78½
Do., 20-lb. cartons, lb.	....		0 36
Corn Flakes, 3-doz. case	3 50	3 65 3 50	4 20
Corn Flakes, 36s	....		4 16
Oat Flakes, 20s	....		5 40
Rolled oats, 20s	....		5 60
Do., 18s	....		2 00
Oatmeal, fine cut, pkgs., case	....		5 75
Puffed Rice	....		5 70
Puffed Wheat	....		4 40
Farina, case, 24s	....		3 25
Hominy, pearl or granu., 2 doz.	....		3 00
Health bran (20 pkgs.), case	....		2 85
Pancake Flour, case	....		3 60
Do., self-rising, doz.	....		1 50
Wheat Food, 18-1½s	....		3 25
Wheat Flakes, case of 2 doz.	....		2 95
Oatmeal, fine cut, 20 pkgs	....		6 75
Porridge Wheat, 36s, case	....		6 40
Do., 20s, case	....		6 50
Self-raising Flour (3-lb. pack.) doz.	....		2 85
Do. (6-lb. pack.), doz.	....		5 60
Do., Buckwheat flour, per doz.	....		1 50
Corn Starch (prepared)	....		0 10
Potato Flour	....		0 12½
Starch (laundry)	....		0 08
Flour, Tapioca	0 15		0 16
Shredded Krumbles, 36s	....		4 35
Shredded Wheat	....		4 95
Cooked Bran, 12s	....		2 25
Enamel Laundry Starch, 40 pks. case	....		....
Celluloid Starch, 45 pkgs., case	....		4 15
Package Cornmeal	....		3 00
Malt Breakfast Food (36 pkgs.)	....		9 50
Quaker Two-Minute Oat Food	....		1 80
Puffed Rice Pancake Flour	....		2 90
Egg Noodles, case 24	....		2 65
Macaroni	....		2 65

ONTARIO MARKETS

TORONTO, April 13.—The feature of the markets this week is the reduction on soaps. While some of the brands have not made a straight reduction in single case lots, there are special deals in five case lots which reduces the price over a dollar a case. Other brands have made a straight drop of 75 cents per case. Sani-Flush, Bon-Ami and Sapolio are higher, also one brand of grape juice is quoted at advanced prices. Shelled walnuts are slightly higher in a extremely strong market. Shelled almonds, although not registering any advance, are in a firm position with a tendency for an advance. Cereals are easy with slight reductions on cornmeal and breakfast food. Triscuit and individual shredded wheat biscuit, after being off the market since the war are again on the market. Currants and raisins are in a firm position, while evaporated apples show a better movement. Refined sugar is steady and unchanged. Potatoes are easy and lower.

Bean Market Quiet

Toronto.

BEANS.—There is nothing of interest developed in the bean market since our last report. The demand has considerably fallen off but stocks throughout the country are not large.

Ont., 1-lb. to 2-lb. pickers, bus.	3 00	3 25
Do., hand-picked, bus.	....	3 25
Limas, Calif., per lb.	....	0 10
Madagascars, per lb.	....	0 5¾

Cereals in Easy Position

Toronto.

CEREALS. — Generally speaking the situation on cereals is easy with a very small demand as compared with other years at this season of the year. Cornmeal is slightly reduced, now quoted at $3 per bag. Breakfast food, both No. 1 and No. 2, are down 25 cents per bag, now quoted at $6.

	F.o.b.	Toronto
Barley, pearl, 98s	....	6 25
Barley, pot, 98s	....	5 00
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 00
Cornmeal, Golden, 98s	....	3 00
Oatmeal, 98s	....	4 50
Corn Flour, 98s	....	3 75
Rye Flours, 98s	....	6 00
Rolled oats, 90s	....	3 40
Rolled Wheat, 100-lb. bbl.	....	7 25
Cracked Wheat, bag	....	5 50
Breakfast Food, No. 1	....	6 00
Do., No. 2	....	6 00
Rice Flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 50
Flaxseed, 98s	....	7 00
Peas, split, 98s	....	6 25
Marrowfat green peas	0 05¼	0 06
Graham flour, 98s	....	5 25
Whole Wheat Flour	....	5 25
Wheat Kernels, 98s	....	6 75
Farina, 98s	..	6 20

Canned Goods Quiet

Toronto.

CANNED GOODS.—The special deal announced last week by one of the big canners has been cancelled, few of the wholesalers taking advantage of it. The movement of canned goods has apparently slowed up, many wholesalers reporting sales as rather quiet during the past week. This condition especially on vegetables is perhaps only temporary as the majority of retailers are not carrying heavy stocks. Canned fruits have not enjoyed a heavy sale this season, although wholesalers generally have reduced prices far below the replacement values. Keiller's marmalade 4s are offered at 80 cents each. Upton's pineapple marmalade 4s are offered at 95 cents each. No. 2 tins Bahama sliced pineapple are offered at $2.90 per dozen. Libby's No. 1 tin asparagus tips are selling at $4.90 per dozen. Crown Norwegian sardines are offered as a special this week at $14.50 per case.

Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	....	3 50
Do., ¼-lb. tins	2 25	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 60	1 85
Peas, Standard, doz.	1 65	1 70
Beets, 2s, doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	....	1 45
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each	....	0 90
Black Currants, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Gooseberry, 4s, each	....	0 89
Do., 16 oz., doz.	....	4 10
Peach, 4s, each	....	3 75
Do., 16 oz., doz.	....	0 83
Red Currants, 16 oz., doz.	....	4 40
Do., 4s, each	....	0 94
Raspberries, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Strawberries, 16 oz., doz.	....	4 60

Currants are Higher

Toronto.

DRIED FRUITS. — Currants in primary markets are stronger and prices during the past week have again advanced. Some shipments have arrived during the week and Patras currants are offered to the trade at 17 cents per pound. Raisins are holding firm. Evaporated apples show a better movement and although prices are unchanged the situation has shown a marked improvement with a more satisfactory condition existing for the evaporators. The advance registered on prunes a couple of weeks ago did not hold and prices slumped to the old basis. Some wholesalers are quoting lower prices on prunes this week.

Candied Peels—		
Lemon	....	0 42
Orange	....	0 44
Citron	....	0 72
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 18
Do., Vostizza	....	0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 50
Dromedary, 3 doz. to case	....	7 00
Fard, per box aprox. 12 lbs.	....	3 25
Hallowee dates, per lb.	0 11	0 12
Figs—		
Smyrna layers, 4 Crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 10½
Prunes—		
30-40s, 25s	....	0 20
40-50s, 25s	....	0 16
50-60s, 25s	....	0 13
60-70s, 25s	....	0 13
70-80s, 25s	....	0 11
80-90s, 25s	....	0 10
90-100s, 25s	....	0 8½
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	..	0 42
Standard	....	0 34
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 28½
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 29
Valencia	....	0 23
Evaporated apples	0 12	0 13½

Southern Fruits in Demand

Toronto.

FRUITS.—Southern fruits are arriving in heavy shipments and there is a good demand noted. Strawberries are a little higher but are expected to be lower at the end of the week. Pineapples are arriving in splendid shape and are offered at $9 to $9.50 per case. Quotations on oranges, grapefruit and lemons are practically unchanged. Barrel apples are about finished and anything that has quality is bringing around $8 per barrel. Box apples are plentiful and are showing a good movement.

Oranges, California Navels—		
126s	6 00	6 25
150s	....	5 25
176s	....	5 25
200s, 216s, 250s	5 00	5 25
288s	....	5 00
Grapefruit—		
36s, 46s	....	6 50
54s	....	6 75
64s	....	7 00
70s, 80s, 96s	6 75	7 00
Bananas, Port Limons	....	0 09½
Lemons, Cal., 240s, 270s, 300s	....	4 75
Do., 360s	....	4 25
Do., Messinas	....	4 75
Apples, Ontario—		
Spies, No. 1s	....	8 00
Do., No. 2s	....	7 00
Other varieties	6 00	7 00
Box apples, B.C.	....	3 85
Do., Washington	....	4 00
Hot House Rhubarb, doz.	....	1 15
Strawberries, Louisianna, pts.	....	0 26
Do., qts.	0 50	0 55
Pineapples, 18s, 24s, 30s, case	9 00	9 50

Flour Market Unchanged

Toronto.

FLOUR.—There is no change in the flour market. Quotations are steady under the decline of last week.

FLOUR—	
Patents Firsts, in jute bags, barrel	10 30
Do., seconds, in jute bags, per barrel	9 80

Bran and Shorts Scarce

Toronto.

MILLFEEDS.—There is no change in millfeeds since the decline of last week. Bran and shorts continue rather in scant supply owing to the fact that many mills are not running to full capacity.

MILLFEEDS—		
Shorts, per ton	....	35 25
Bran, per ton	....	33 25
Choice Middlings, ton	....	40 25

Honey Market Dull

Toronto.

HONEY.—The honey market continues dull and little movement is noted. Stocks are fairly large and prices are practically unchanged although some dealers state they are willing to take a lower price to move off their stocks.

Honey, extracted, Ontario, No. 1, white clover, in 30 and 60 pound tins	....	0 21
10 pound tins, per lb.	....	0 22
5 pound tins, per lb.	....	0 23

Walnuts To Be Higher

Toronto.

NUTS. — Bordeaux shelled walnuts continue to show considerable strength, so much so that it is intimated that the price will shortly be advanced to at least 65 cents per pound. This week importers are quoting at a three-cent advance. Spot stocks are very light and the same situation exists in France, which condition is bound to react in higher prices and a shortage of supplies by the time the new crop arrives, which very rarely does in time for the Christmas trade. Almonds, although not in such a strong position as walnuts, are nevertheless quite firm and higher prices are practically assured. Shelled pecans on ac-

count of the extremely small crop this past season are scarce and prices are advanced 10 cents per pound, bringing the price to $1.40. The new crop Brazils are arriving and are lower in price than last year; shelled are quoted at 95 cents and in the shell at 20 cents per pound.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	8 00
Cocoanut, unsweetened, lb.	....	0 30
Do., sweetened, lb.	....	0 35
Do., shred	....	0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 20	0 22
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 58	0 63
Do., Manchurian	....	0 50
Peanuts, Spanish, lb.	....	0 12
Brazil nuts, lb.	....	0 95
Pecans, lb.	....	1 40

Some Price Changes

Toronto.

MISCELLANEOUS. — Squirrel brand peanut butter is reduced as follows: One-pound tins are now $3.20 per dozen, 5-pound tins $14.50 per dozen, 15-pound tins 21 cents per pound and 55-pound tins 20 cents per pound. Niagara grape juice is advanced; the following are now the new prices: Individual size, $7.50 per case; medium, $6.50 per case, and large size, $6 per case. Mazola oil is lower; No. 1 tins are now quoted at $6.75 per case, 2s at $6.25, 4s at $11.75 and 8s at $10.80 per case. Sani-Flush is advanced to $3.40 per dozen. Sapolio is higher, now quoted at $1.50 per dozen. Bon-Ami is advanced to $4.15 per case or $1.40 per single dozen.

Triscuit Again on Market

Toronto.

PACKAGE GOODS.—After being off the market since the first year of the war, triscuit is again offered to arrive in about ten days. The price is $2.65 per case of 18 cartons. Individual shredded wheat is also back on the market and quoted at $1.70 per case of 72 cartons each containing two biscuits. In view of the lower quotations on bulk oats there are indications that a lower price will be named within a couple of weeks on package oats.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	5 60
Do., 20s, square, case	....	5 60
Do., 18s, case	....	2 00
Do., Aluminum Prem., 20s	....	6 40
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas., 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 10½
Do., No. 2, lb. cartons	....	0 09
Laundry Starch	....	0 08
Do., in 1-lb. cartons	....	0 08¾
Do., in 6-lb. wood boxes	....	0 11¾
Do., in 6-lb. tin canisters	....	0 12½
Celluloid Starch, case	....	4 15
Potato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	5 75
Cornmeal, 24s	3 00	3 20
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	3 50
Buckwheat flour, 24s	....	4 00
Two-minute Oat Food, 24s	....	1 80
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 00
Do., pearl, case	....	3 00
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65
Puffed Rice Pancake Flour, 24s	....	2 90

Rice in Active Demand

Toronto.

RICE.—There is a good demand for rice, especially for the Southern variety now that prices have reached the low level. Blue Rose rice is quoted at 7 cents per pound. Tapioca is easy at 7 cents per pound, which is the lowest price since 1915.

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.	....	0 07
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	....	0 07

Soaps Quoted Lower

Toronto.

SOAPS.—There are special deals out on five-case lots of such brands of soap as Surprise, Comfort and Sunlight. This deal gives the purchaser one box free with a five-case order shipped from the factory, which practically reduces the price per box to $7.45. Proctor & Gamble's soaps are reduced as follows: Lennox 100s, $7 per box; P. & G. White Naptha and Gold, $8 per box, and Pearline all size packages, $7 per case. Fels Naptha soap is reduced to $8 per case. Taylor's soap powder is reduced to $3.40 per case. Rinso is reduced to $7.25 per case.

Syrups Unchanged

Toronto.

SYRUPS. — There is no change in syrups or molasses. The market is fairly steady and the demand is purely a consumptive one.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case	....	5 10
Cases, 5-lb. tins, white, 1 doz. in case	....	5 90
Cases, 10-lb. tins, white, ½ doz. in case	....	5 60
Cases 2-lb. tins, yellow, 2 doz. in case	....	4 50
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 30
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 00
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 50
Molasses—		
Fancy. Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal	....	0 56
Do., half bbls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ dozen to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

No Change in Spice Prices

Toronto.

SPICES.—There are no changes in quotations on spices, the market is ruling fairly steady.

Allspice	0 20	0 22
Cassia	0 30	0 35
Cinnamon	....	0 55
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Herbs — sage, thyme, parsley,		
Pastry	0 28	0 35
Pickling Spices	0 25	0 28
Mace	0 90	1 00
Peppers, black	0 24	0 26
Do., white	0 34	0 36
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 45
Do., 80s	....	0 50
Do., 64s	....	0 60
Do., ground	....	0 40
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Turmeric	....	0 28
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 45
American high-test, bulk	....	0 45
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Sugar Holds Steady

Toronto.

SUGAR.—The raw sugar market has developed further weakness but fairly heavy sales have transpired at the lower price basis. There is no change in Canadian refined and the consumptive demand remains normal. There is nothing definite to be learned in regard to the near future but it is well for the trade to watch conditions in the New York market as some who are in close touch with the situation seem to think that the decline in prices is only temporary.

St. Lawrence, extra granulated, cwt.	11 34
Atlantic, extra granulated	11 34
Acadia Sugar Refinery, extra granulated	11 34
Dom. Sugar Refinery, extra granulated	11 34
Canada Sugar Refinery, granulated	11 34

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c.

Tea Market Holds Firm

Toronto.

TEAS.—There are no new developments in the tea situation. The market continues to rule firm at the advanced prices.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson tbirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

New Potatoes Arriving

Toronto.

VEGETABLES. — The first straight car of new potatoes from Florida arrived during the week and No. 1s are quoted at $10 per barrel and 2s at $9 per barrel. Asparagus and cabbage are slightly easier. Hamper cucumbers are down 50 cents, now quoted at $7. Canadian potatoes are dull and lower, now selling at 70 to 85 cents per bag.

Cabbage, Florida, hamper	....	2 50
Do., Carolina, large cases	....	4 00
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	0 85	0 90
Onions, 75-lb. sack	....	1 15
Do., Spanish, large crate	....	5 50
Do., New Texas, crate	....	4 00
Potatoes, per bag	0 70	0 85
Mushrooms, 3-lb. basket	....	3 25
Cal. Head Lettuce, 4 doz. crate	....	6 00
Cauliflower, standard crate	....	6 00
Celery, Florida	4 00	5 00
Tomatoes, Florida, 6-bkt. crates	....	9 00
Pepper, per doz.	....	1 25
Parsley, per doz.	....	1 00
New beets, hamper	....	2 00
New carrots, hamper	2 00	2 50
New spinach, bushel	....	2 25
Asparagus, per case	7 00	8 50
Cucumbers, hamper	....	7 00
New Potatoes, Floridas, bbl.	9 00	10 00

WINNIPEG MARKETS

WINNIPEG, April 13.—Bulk rolled oats are slightly easier and quotations are reduced. There is a noted improvement in the demand for tea and coffee. Cloves are easier. Several wholesalers are quoting reduced prices on off grades of canned fruit and vegetables. The primary prune market is showing a slightly firmer tone. Sugar is holding firm. Bordeaux shelled walnuts show a firmer tendency and spot stocks are very light. Fresh vegetables and fruits are in good demand.

Rolled Oats Easier

Winnipeg.

CEREALS.—Bulk rolled oats are slightly easier and are quoted at $2.35 per bag of 80s. Whole green peas also declined and are quoted at $3.80 per bushel. Other lines show no change.

PACKAGE CEREALS

Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square pkts	....	4 65
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	3 80
Puffed Wheat, 3 doz. case, case	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case	....	3 75
Cream of Wheat, 3 doz. case, case	....	9 00

BULK CEREALS

Rolled Oats, 80s, per bag	....	2 35
Do., 40s, per bag	....	1 33
Do., 20s, per bag	....	0 70
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran., or stand., bag	....	3 50
Wheat Granules, 98s, per bag	....	6 00
Do., 16-6s, per bale	....	6 75
Peas, whole, green, 100-lb. bag, per bush.	....	3 80
Do., split, yellow, 98s, per bag	....	7 00
Do., split, yellow, 49s, per bag	....	4 00
Do., 24s, per bag	....	0 76
Do., 10-10s, per bale	....	3 65
Buckwheat grits, whole, 98-lb. bags, per bag	8 25	8 75

Coffee Market Steady

Winnipeg.

COFFEE.—It is not unusual to have a dull and declining coffee market in the spring, but with prices at present levels many of the trade believed that this spring would be an exception. Prices of coffee are low, future crop prospects are favorable for a considerably higher basis, and from many sources expert opinions are expressed that general financial conditions are improving and an upward turn may come sooner than expected, but at the moment a decided reduction in the Brazil receipts seems the only factor that might bring about an advance. The local market has shown a decided improvement in the demand.

COFFEE—

Rio, lb.	0 18½	0 19½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 27	0 29

Cloves Quoted Lower

Winnipeg.

SPICES.—The only change in the spice market is the decline on both whole and ground cloves. All spices are in good demand.

Allspice, Jamaica, best quality, lb.	....	0 25
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica, No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, extra large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 40
Do., med. brown, 110 to lb., lb.	....	0 38
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 28

GROUND SPICE

Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 30
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 65
Do., 2 oz., cartons	....	1 45
Do., 4 oz. cartons	....	2 00

Fine Teas Firm

Winnipeg.

TEA.—There is practically no change this week in the tea market. Prices remain unchanged, and an improvement in the demand is noticed for all grades.

INDIA AND CEYLON—

Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoes, first quality	0 40	0 48
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken Orange Pekoe, 1st qual.	0 50	0 60
Japan	0 52	0 70

JAVAS—

Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

Syrups Are Unchanged

Winnipeg.

SYRUPS. — The demand for corn syrups has shown a slight improvement. The molasses market remains steady, with no change in quotations.

CANE SYRUP—

No. 2s	....	7 30
No. 5s	....	8 40
No. 10s	....	7 85
No. 20s	....	7 65

CORN SYRUP—

Cases, 2-lb. tins, white, 2 doz. in case	....	5 40
Cases, 5-lb. tins, white, 1 doz. in case	....	6 25
Cases, 10-lb. tins, white, ½ doz. in case	....	6 00
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 00
Cases, 2-lb. tins, yellow, 2 doz. in case	....	4 80
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 65
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 40
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	5 40

MAPLE SYRUP—

Pure, 2½s, tins, case of 2 doz.	....	24 85
Pure, 5s, per case of 1 doz.	....	22 65
Pure, 10s, per case of ½ doz.	....	21 05

TABLE SYRUP—

Maple flavor, 2½s, tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50

MOLASSES, BARBADOES—

2-lb. tins, 2 doz. case	....	8 30
3-lb. tins, 2 doz. case	....	11 70
5-lb. tins, 1 doz. case	....	9 50
10-lb. tins, ½ doz. case	....	9 20

Molasses quotations subject to 5% discount.

MOLASSES, BLACKSTRAP—

1½s, 4 doz. in case	....	4 80
2s, 4 doz. in case	....	4 40
2½s, 4 doz. in case	....	4 10
5s, 4 doz. in case	....	4 10
10s, 4 doz. in case	....	4 05

Starches Remain Steady

Winnipeg.

STARCH.—The starch market continues steady with no change in price.

Cornstarch, 1-lb. pkgs., per lb.	....	0 09
Do., No. 1 quality, 1-lb. pkgs.	....	0 10½
Gloss, 1-lb. pkgs., per lb.	....	0 10¾
Celluloid, 1-lb. pkgs., per case.	....	4 30

Canned Goods Reduced

Winnipeg.

CANNED GOODS.—There are many lines of both canned fruit and vegetables being quoted by wholesalers at reduced prices, but these are largely off grades which have been picked up from holders irrespective of price. This condition applies particularly to canned corn. Large quantities of American canned peas are arriving and are quoted at $3.20 per case. The sale of canned tomatoes is reported heavy, with corn and peas up to normal at this time of the year. However, the canned goods market on the better grades continues firm. Sockeye salmon has been high for the past two years or more, but packers state that there will be no decline in price this year, as there is enough of the other grades on the market and they will be forced to devote all their attention to the packing of sockeye, which naturally means that the expenditure must be borne by this line.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50

Lobsters, ¼s, 8 doz. case, doz..	....	3 35
Do., ½s, 4 doz. case, doz.....	....	6 00
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Oysters, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case..	....	22 00
Do., ½s flat, 8 doz. in case..	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case ...	....	16 25
Cohoe, 1s, tall, 4 doz. case....	....	18 00
Do., ½s, flat, 8 doz. case....	....	16 00
Pink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case...	....	11 00
Humpback, 1s, tall, 4 doz. case	....	8 60
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case.	2 90	3 35
Blueberries, 2s, 2 doz. case.....	....	7 15
Cherries, 1s, 4 doz. case.....	8 25	9 00
Peaches, 2s, 2 doz. case.....	6 75	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	....	5 00
Do., Lombard, light syrup, 2s, 2 doz. case	....	4 65
Do., heavy syrup, 2s, 2 doz. case	....	5 95
Raspberries, 2s, 2 doz. case.....	10 25	10 75
Strawberries, 2s, 2 doz. case ...	9 00	9 75
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 65
Peaches, 2½s, 2 doz. case	....	12 60
Do., sliced, 1s, 4 doz. case ...	....	14 50
Do., halved, 1s, 4 doz. case ...	....	14 50
Do., 2s, 2 doz. case	....	9 75
Pears, 1s, 4 doz. case	....	16 25
Pineapples, sliced, 2s, 2 doz. case	....	8 00
CANNED VEGETABLES		
Asparagus, Tips, 1s, tins, 4 doz. case, per doz.	....	4 75
Beans, Golden Wax, 1s, doz. cs.	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corn, 2s, 2 doz. case	3 30	4 00
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2-½s, 2 doz. case	....	7 00
Pumpkins, 2-½s, 2 doz. case ...	....	3 00
Sauer Kraut, 2-½s, 2 doz. case .	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz, case.....	3 60	3 85
Spinach, 2-½s, 2 doz. case ...	6 75	7 25

Prunes are Higher

Winnipeg.

DRIED FRUIT.—The primary market on prunes is showing a slightly firmer tone, and prices advanced from one-quarter to one-half cent per pound, according to size. This has been caused by large European export orders from both Oregon and California packers. In fact, some Oregon packers claim that they are entirely sold out of the smaller sizes. Peaches and apricots show no change. There is a limited quantity with no special demand for same. Raisins are firm and holders have no difficulty in disposing of their stocks long before the new crop is available.

DRIED FRUIT

Evaporated Apples, per lb.	0 12½	0 13
Currants, 90-lb., per lb.....	0 20	0 21
Do., 8 oz., pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb..	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt. ...	....	0 35
Peaches, standard, per lb.	0 21	0 22
Do., choice, per lb.	0 24	0 25
Do., fancy, per lb.	0 28	0 29
Do., Cal., in cartons, per carton	....	1 25
Do., unpitted, per lb.	0 18	0 19
Pears, extra choice, per lb.	....	0 25
Do., Cal., cartons, per carton	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 19
40-50s, 25s, per lb.	....	0 17¼
50-60s, 25s, per lb.	....	0 14½
60-70s, 25s, per lb.	....	0 13
70-80s, 25s, per lb.	....	0 10¾
80-90s, 25s, per lb.	....	0 10
90-100s, 25s, per lb.	....	0 08¾
In 5-lb. cartons, per carton ..	....	0 80
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 ozs., 3 doz. to case, per lb.	....	0 23½
Do., bulk, seedless, 25-lb. boxes, per lb.	....	0 27½
Pears, extra choice, per lb.....	....	0 30
Apricots, choice, 25s, lb.	....	0 32
Do., 10s, lb.	....	0 34
Do., Standard, 25s, lb.	....	0 28
Do., choice, 10s, lb.	....	0 30
Do., fancy, 25s, lb.	....	0 36
Do., fancy, 10s, lb.	....	0 38

No Change in Jams

Winnipeg.

JAMS.—Some wholesalers report an active demand for jams, while others claim that they are not selling as well. One wholesaler stated that this condition was the result of some retailers getting rid of jams bought at high prices who have taken their loss and are doing a good business, while others are still keeping prices at the high figures.

Eastern		
Strawberry, 4s, per tin	....	0 90
Black Currant, 4s, per tin	....	0 90
Raspberry, 4s, per tin	....	0 90
Apricots, 4s, per tin	....	0 85
Cherry, 4s, per tin	....	0 85
Peach, 4s, per tin	....	0 85
Compound (all flavors), 4s, tin	....	0 55
Western.		
Strawberry, 4s, per tin	....	0 95
Black Currant, 4s, per tin	....	0 95
Raspberry, 4s, per tin	....	0 95
Apricot, 4s, per tin	....	0 90
Cherry, 4s, per tin	....	0 90
Peach, 4s, per tin	....	0 90

Sugar Market Firm

Winnipeg.

SUGAR.—The sugar market continues firm and there is some talk of even higher prices being quoted. Some local wholesalers are selling at $12.50, with others at $12.00, but indications are that the latter will advance their prices shortly.

Extra granulated, bags, 100 lbs. .	....	12 50
Do., gunnies, 5/20 lbs.	....	12 90
Do., gunnies, 10/10 lbs.	....	13 00
Do., cartons, 20/5 lbs.	....	13 10
Do., cartons, 50/2 lbs.	....	13 25
Yellow, No. 1 light, bags, 100 lbs.	....	12 10
Do., golden, bags, 100 lbs. ...	....	12 00
Powdered Sugar, bbls.	....	12 85
Do., boxes, 50 lbs.	....	13 05
Do., boxes, 25 lbs.	....	13 25
Icing, barrels	....	12 95
Do., boxes, 50 lbs.	....	13 35
Do., boxes, 25 lbs.	....	13 35
LUMP SUGAR—		
Soft Lumps, boxes 100 lbs. ...	....	13 25
Do., boxes, 50 lbs.	....	13 35
Do., 25 lbs.	....	13 55
Do., cases, 20 cartons	....	14 30
Do., cases, 40 half cartons..	....	15 05
Small Lump, boxes, 100 lbs...	....	13 15
Do., boxes, 50 lbs.	....	13 25
Do., boxes, 25 lbs.	....	13 45
Do., cartons, 50/2 lbs.	....	14 55
Hard Lump Sugar, barrels	....	13 45
Do., boxes, 100 lbs.	....	13 45
Do., boxes, 50 lbs.	....	13 55
Do., boxes, 25 lbs.	....	13 10

Rice Market Firm

Winnipeg.

RICE.—The rice market is ruling firm with little or no indication of further decline. Southern grades such as Carolina and Japan type, are slightly easier. Recent purchases made by wholesalers will be arriving soon, which will permit of a selling price to the trade of one to one and one-half cents under previous quotations. Tapioca is reported easier while sago is ruling firm.

RICE—		
No. 1 Japan, 100-lb. sacks, lb..	....	0 07¾
Do., 50-lb. sacks, lb.....	....	0 08
Siam, 100-lb. bags	0 05½	0 05¾
Do., 50-lb. bags	....	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 08¾
Do., in less quantities, lb.	....	0 09
Tapioca, pearl, per lb.	....	0 07¾

Shelled Walnuts Firmer

Winnipeg.

NUTS. — Bordeaux shelled walnuts have a firmer tendency, with indications that prices will be higher. Spot stocks on halves are very bare, and this has caused an unusual demand for broken. Shelled almonds are quoted at low figures and are considered good buying at the present time. Spot stocks are reported light. No. 1 Spanish shelled peanuts continue low in price. Shelled pecans are difficult to procure with high quotations. Shelled Brazils show no change, although lower prices are quoted on June to December deliveries.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, per lb.	....	0 12½
Pecans, per lb.	....	1 30
Walnuts, per lb.	....	0 45
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 25

Flour Market Steady

Winnipeg.

FLOUR.—The flour market is quiet with the demand regulated by the merchants' requirements. Quotations on No. 1 Manitoba flour in cotton bags is $10.85 per barrel; jute bags, $10.65.

Grapefruit in Good Demand

Winnipeg.

FRUIT.—Strawberries from Louisiana are arriving freely and are quoted at $7.00 per crate. Pineapples are reported scarce, and the few that are arriving are quoted at $15.00 per case. Grape fruit is in good demand and is ranging in price from $7.00 to $8.00 per case. There is little change in quotations on oranges. The larger sizes range from $6.00 to $7.00 per case, with the smaller sizes $5.00 to $5.75. California lemons are selling at $5.25 to $6.00 per case. Washington winesap apples are moving freely from $3.00 to $4.25 per box. The demand for bananas has shown an improvement and are quoted at 13 cents per pound.

Fresh Vegetables Active

Winnipeg.

VEGETABLES.—Shipments of fresh vegetables from the South arrive daily and have an active demand. Walla Walla rhubarb is on the market and is quoted at $4.50 per case. New spinach is in good demand and is quoted at $2.50 per case. Mexican tomatoes are selling freely at $9.00 per case. Florida celery is now on the market and quoted at $7.50 per 50-pound boxes. Green onions, radishes and leaf lettuce as well as cucumbers are in good demand.

Potatoes, per bushel	....	1 00
Carrots, per cwt.	....	3 00
Turnips, per cwt.	....	2 00
Parsnips, per cwt.	....	4 00
Beets, per cwt.	....	2 00
Cabbage, per cwt.	....	3 00
Peppers, per basket	....	1 60
Celery (Cal.), per case	....	12 00
Head Lettuce (Cal.), per case ...	....	6 00
Cauliflower (Cal.), per case	....	4 00
Cucumbers, per case	....	6 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N.S., April 13.—Business has been fairly active in all lines during the past week. American clear pork is quoted at $35.00, a drop of $5.00. Lard, both compound and pure, dropped one cent per pound. Cheese advanced one cent. Eggs are down two cents per dozen, now quoted at 36 cents. Potatoes show a decrease of 10 cents per bag, making the price $1.40.

Flour, No. 1 patents, bbl.	....	13 75
Cornmeal, bags	....	3 25
Rolled oats, per bag	....	4 10
Rice, Siam, per 100 lbs.	0 07½	0 10
Tapioca, 100 lbs.	....	10 00
Sugar, standard, granulated	....	11 10
Do., No. 1, yellow	....	10 60
Molasses, gal.	....	0 72
Cheese, Ont., twins	....	0 36
Eggs, fresh, doz.	....	0 30
Lard, compound	....	0 15
Do., pure, lb.	....	0 20
American clear pork, per bbl.	....	35 00
Tomatoes, 2½s, standard, doz.	....	2 12½
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 38
Do., aver. 12-18 lbs.	....	0 38
Do., aver. 18-25 lbs.	....	0 37
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 60
Do., dairy	....	0 50
Raspberries, 2s, Ont., doz.	....	4 95
Peaches, 2s, standard, doz.	....	3 45
Corn, 2s, standard, doz.	....	1 85
Peas, standard, doz.	....	1 90
Strawberries, 2s, Ont., doz.	....	4 60
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 14
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	1 40
Beans, white	....	3 65
Do., yellow eye	....	7 50
Bananas, lb.	0 09½	0 10½
Lemons, Cal.	....	6 00
Oranges, all sizes	6 00	7 00
Grapefruit, Florida, case	....	7 00
Do., Jamaica	....	5 50
Apples—		
Nonpareils, No. 1	....	7 50
Do., No. 3	....	4 50
Oats, per bush.	....	0 92

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N.B., April 13.—Eggs are now lower than they have been since pre-war days. Prices dropped again during the week and are quoted at 25 to 33 cents per dozen. Tapioca declined $2.00 per hundred. Cheese is firmer at 33 to 33½ cents per pound. Pure lard is easier at 18¾ to 19 cents per pound. Compound lard is also down to 14¼ to 14½ cents per pound. Corned beef is quoted at $4.00. Corn dropped 55 cents and peas 50 cents per case. Bananas are easier at 10 to 11 cents per pound. Grapefruit declined 50 cents, now selling at $6.00 to $7.00 per case.

Cornmeal, gran., bags	3 90	4 00
Do., ordinary	....	2 75
Rolled oats	....	9 00
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	8 00	10 00
Molasses	0 70	0 75
Sugar—		
Standard, granulated	....	11 10
No. 1, yellow	....	10 60
Cheese, N.B.	0 33	0 33½
Eggs, fresh, doz.	0 25	0 33
Lard, pure, lb.	0 18¾	0 19
Do., compound	0 14¼	0 14½
American clear pork	35 00	39 00
Tomatoes, 2½s, standard case	....	3 80
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	....	0 63
Do., dairy	0 56	0 60
Do., tub	0 52	0 54
Potatoes, per bbl.	2 25	2 75
Corn, 2s, standard, case	....	3 30
Peas, standard, case	....	3 60
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	6 00	6 50
Oranges, California	5 50	7 00
Bananas, lb.	0 10	0 11
Grapefruit, case	6 00	7 00

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., April 13.—Crisco dropped three cents per pound. Some soaps are down 50 cents per case, while a free deal figures in others. Cooking oils are considerably lower, also milk stock. Kootenashi beans are quoted $5.00 to $6.25 per hundred. One line Eastern jam 4's offered at $10.00. Eggs are arriving more freely and are now quoted at $10.00 per case, but a lower price is expected by the end of the week. Evaporated apples are easier, 50's being quoted at 14 to 15½ cents per pound and 25's at 14½ to 16½ cents per pound. Recleaned Filiatra currants are offered at 19 cents per pound. Brazil nuts are quoted at 22 to 23 cents per pound.

Beans, B.C., per hundred	5 00	6 25
Rolled oats, 80s	....	2 50
Rice, Siam	....	6 00
Japan, No. 1	6 90	7 00
Tapioca	6 90	7 25
Sago	....	7 50
Sugar, pure cane, gran., cwt.	....	13 27
Cheese, No. 1, Ont., large	0 34	0 35
Alberta cheese, twins	....	0 30
Do., large	....	0 29
Butter, creamery, lb.	....	0 58
Do., dairy, lb.	0 35	0 40
Lard, pure, 3s	....	13 20
Eggs, new laid, local, case	....	10 00
Corn, 2s, case	3 70	3 80
Peas, 2s, standard, case	3 90	4 10
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 15½
Do., 25s, lb.	0 14½	0 16½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08½	0 10
Do., 70-80s	0 11	0 13
Do., 60-70s	0 12¾	0 14
Potatoes, local, ton	....	28 00

POSSIBILITIES IN FRUITS

Continued from page 32

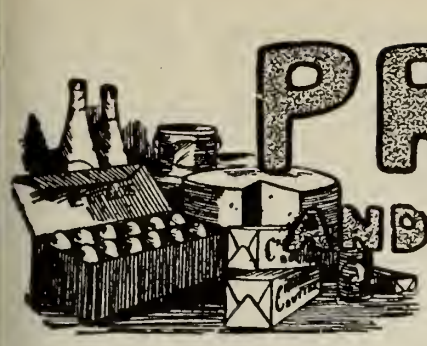
terment; but it is quite evident to me that this young man has a lot to learn first.

His town is an auction market where anybody with cash can buy—the man who can swing ten boxes of oranges, lemons or grapefruit, for example, is on the footing of the biggest buyer. That leads automatically to very free competition and protects the community from excessive costs.

For "the dormant wholesale receiver" let us see what conditions are. That man gathers some 500 products—around the various seasons—from all parts of the world and holds them ready for the retailer in quantities to fit the needs of all classes of merchants. He blankets their credit, enables many of them to operate who otherwise could not function at all. The little ones who thus thrive, or make ends meet, on the jobbers' capital, are a potent force in stabilizing consumers' costs on a basis much below what would prevail if retail distribution were confined to strong hands, concerns amply capitalized and centrally located. The jobber does all this for a very moderate return, business risks considered. What he gets on various commodities is varied by the same hidden but most potent economic forces which operate, for instance, to compel the retail grocer to handle sugar at 10 per cent., flour at 9 or 10, butter and eggs at 6 or 7. Thus the jobber handles oranges and other citrus fruits for around 14 per cent. on his sales' average.

"Is, for example, the aggressive broker to put the old jobber out of the way?" I cannot see it. If he did, he would immediately cease to be a broker. He woud have to assume the functions of the jobber, carry the various stocks, receive them, distribute them at wholesale and wait for his money—blanketing the credit as aforesaid.

There is plenty material here for another story and I'll write it next week. Let me say in closing this one that business changes constantly. The only things that do not change are dead things, and business is alive. The story is not closed. Business development goes on. Not unlikely some units may be eliminated that now function well or ill. But the way lies through evolution from present methods and such can only be brought about by those who know conditions intimately. It is certain that the jobber survives only because he is to-day economically sound, and he must cease to be the minute he fails to render a service commensurate with his cost.



PRODUCE AND PROVISIONS

Will There be a Large Sockeye Run in 1921?

Fishermen and Salmon Packers are Aware that 1921 is a Lineal Descendant of Those "Big Years" Which Prior to 1917 Occurred Without Fail in Every Fourth Season

By DR. CHAS. H. GILBERT, in Canadian Fisherman

IT may be assumed that any indication of the probable size of the sockeye salmon run to the Fraser River in 1921 will be received at this time with lively interest. Fishermen and salmon packers, and all who are concerned with the salmon situation, are aware that 1921 is a lineal descendant of those "big years" on the Fraser which, prior to 1917, occurred without fail in every fourth season, and brought such incredible hordes of salmon to the fishing grounds and into the river. Even after the depletion of the river had become pronounced for the three "small years" of each cycle, still the quadrennial big years remained unimpaired. And they would probably have maintained themselves until now but for the accidental blockage of the Yale Canyon in 1913, precisely in time to intercept the spawning run of that big year.

An Unfortunate Coincidence

The coincidence was most unfortunate. Had the blockade occurred a year earlier, or a year later, comparatively little damage would have resulted. There would have been time to apprehend the seriousness of the situation and to remove the barrier—as was subsequently done—before a big year should come round. But in 1913 the catastrophe had become irreparable before adequate measures of relief could be taken. The canyon was already full of struggling salmon, destined for up-river spawning grounds, trying in vain to force the blockade. Myriads of them subsequently weakened and died, still retaining their spawn, and they formed decaying masses on the bars and shores of the river below Hell's Gate. Thus the up-river spawning grounds in 1913, for the first time in any big year, were left relatively bare of fish.

These facts were fully set forth by J. P. Babcock in the report of the Commissioner of Fisheries of British Columbia for 1913, and their bearing on the unfavorable prospects for 1917 was plainly stated. As the season of 1917 approached, interest in this problem became intense. The question was much debated whether the immemorial big year on the Fraser would again repeat itself, or whether the warnings of the experts would be justified in the event. Some of the packers took counsel of their hopes rather than their fears and made preparations for the usual pack of a big year. The result is still painfully fresh in our minds. By most strenuous exertions, and an intensity of gleaning never before witnessed, a pack of 560,000 cases was produced; little more than one-fifth of the pack of the big year of the previous cycle.

Decreased Run in 1917

Two entirely independent lines of evidence had pointed to a greatly decreased run in 1917. One of these we have already mentioned, based on the insufficient seeding of the up-river spawning beds in 1913. The other method forms an interesting side-line of prophecy, which could not be developed in that cycle until 1916, the year before the season which so anxiously was being awaited. We shall proceed to discuss the second more in detail, inasmuch as it is now equally applicable to the year 1921.

It is known to all packers and fishermen that the year before the big run was always made conspicuous by the occurrence of large numbers of greatly undersized individuals, which evidently constituted a class apart from the main body of the run, and in the small years of each cycle were rarely encountered. They were not only undersized, but they were all male fish; and their flesh was relatively pale in color and poor in oil. Being thus of small value to the trade, they were not very welcome visitors. The canners who were jealous of the quality of their pack put them up separately as an inferior grade, and were thus in position to compare their abundance in the year of their occurrence with that four or eight or twelve years previously. From observations made in this manner, it came to be currently believed that whenever the number of small fish was relatively large, then the big year which followed would be correspondingly increased in comparison with other big years. It was believed that some basis for forecasting the size of the big run was furnished by the relative numbers of undersized sockeyes that were included in the run of the previous year.

Maturing in Third Year

The reason for such possible direct relation between the two became apparent in the course of our investigations of the ages of salmon. It then became known that whereas the usual run of sockeyes to the Fraser were maturing in the fourth year of their age, these undersized males—or grilse, as we call them—were maturing in their third year; and they would therefore make their appearance in the run one year earlier than would the four-year fish which resulted from the same spawning. If, then, the spawning of the last big year had been an unusually successful one, this might be expected to result in an exceptionally large run of grilse three years thereafter, and an equally exceptional run of the four-year fish which would constitute the big run of the following year. The number of three-year grilse in the year before the big year might well, therefore, give a clue to the probable size of the big year itself.

One in Five a Grilse

Our investigations for the Provincial Fisheries Department of the Fraser River sockeyes began in 1911, and have permitted us but three opportunities to witness this run of grilse; in 1912, in 1916, and now during the last season, 1920. In the first of these, 1912, the big years were still undisturbed, for the grilse of that year had developed from eggs laid down in 1909, when the pack of sockeyes of the Fraser River had totalled over a million and a half cases.

The 1912 grilse came from a successful season, and the proportion which they formed of the 1912 run could be accepted as an approximate statement for the corresponding years of previous cycles. Tests made throughout the season indicated that about one fish in five of the total run was a grilse. This condition in 1912 was followed in 1913 by a big year of the first magnitude, resulting in a pack of well over two mlion cases.

It was with these data in our possession concerning the relation of the grilse to the big-year runs, that we approached the season of 1916. The grilse that would run that year would have developed from eggs deposited in the year of the blockade in the Yale Canyon. Should they show a decided reduction in numbers compared with 1912, their condition would reinforce the argument from the impoverished spawning beds of 1913, and a dismal outlook would be presented for 1917. It is a matter of record that the grilse of 1916 were only one-fourth as numerous as in 1912; and it is equally a matter of record that the pack of 1917, compared with that of 1913, suffered an equal reduction.

Conditions in 1921

For the year 1921, the same two lines of evidence are available; that derived from the condition of the spawning grounds in 1917, and the independent evidence to be derived from the numbers of grilse that made their appearance in the run of 1920. As to the condition of the spawning grounds, we have again the testimony of Mr. Babcock, and from this the prospect seems gloomy indeed. Not only was no improvement found over the conditions which had produced the curtailed run of 1917; the situation, on the contrary, had become definitely worse. The spawners throughout the up-river district seemed scarcely more numerous than in many of the lean years of the past cycles and could be expected to produce nothing better in their turn.

Material to establish the numbers of grilse to be found in the run of 1920 was collected with great care, under the supervision of Mr. Babcock. Collections of scales for age-determination, accompanied by data concerning the length and sex of the fish, were obtained at frequent intervals throughout the season. When the receipts of the cannery were small, the entire catch was examined. At other times, liberal samples were obtained, taken at random as the fish lay on the cannery floor. Secured in this manner, the nineteen hundred and fifty individuals which we have examined can be safely accepted as presenting a reliable cross-section of the entire run.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 13.—There is a further weakness to the hog market this week. The weakness is due principally to larger supplies being offered without a corresponding increase in the demand. There is no change in cooked meats or smoked meats although there is a good demand for smoked meats. There is also a marked weakness in butter with lower quotations both on creamery and on the new make of butter. There is little or no call for dairy butter. The egg market is steadier this week. In some cases there are further declines in prices but the average price is about the same with a big demand and an equally big production. Cheese is advanced in price this week on account of the small spot stocks and the demand for local consumption, which is very good, particularly for old cheese. The lard market remains in the same weak, unsteady condition. There is no change in the fish market but supplies of fresh lake fish are expected on the market this week.

Further Declines on Butter

Montreal.

BUTTER—The weak feeling which has characterized the local butter situation for the last two weeks has been more pronounced during the past week and prices closed 5 cents lower than a week ago. The prospects for the dairy season this year are very good. There is a steady increase in the new makes throughout the country owing to the favorable weather that has prevailed for the season and larger receipts have come forward for which there has been only a limited demand as buyers in most cases have had sufficient creamery butter on hand to meet all their requirements. New milk creamery butter has been offered as low as 52 cents per pound and the finest creamery available on spot is selling at 50 cents per pound. The wholesale price on creamery is 54 cents per pound for either the finest creamery on spot or the new make. Solids are selling at from 52 to 53 cents per pound. There is little or no demand for dairy butter at the present time on account of the low prices quoted on creamery, and quotations on dairy butter are from 40 to 42 cents per pound.

BUTTER—		
Creamery prints, qual., new...	....	0 54
Do., solids, quality, new	0 52	0 53
Dairy in tubs, choice	0 40	0 42
Do., prints	....	0 43

High Prices on Cheese

Montreal.

CHEESE—A stronger feeling characterizes the cheese market this week and an advance of from ½ to 1 cent per pound on old cheese on spot was recorded. There is a steady demand for small lots for home consumption. All prices are advanced on cheese this week and spot stocks are very low.

CHEESE—		
Old, large, per lb.	0 30	0 31½
Twins, per lb.	0 30	0 31½
Triplets, per lb.	0 30	0 31½
Stilton, per lb.	....	0 42
Fancy, old cheese, per lb.....	0 35	0 37
Quebec	0 31	0 33

No Change on Cooked Meats

Montreal.

COOKED MEATS—There is no change in the quotations on cooked meats this week. There is only a fair demand at the present time and prices remain steady.

Jellied pork tongues	....	0 40
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 33
Hams, cooked	0 61	0 68
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 63
Do., 6-lb. tins, per lb.....	....	0 16
Do., 25-lb. pails, per lb.	....	0 15

Barrel Meats Unchanged

Montreal.

BARRELLED MEATS—There is no change in the quotations on barrelled meats this week. Prices are fairly steady with an average demand.

BARRELLED MEATS

Barrel Pork—		
Canadian shot cut (bbl.), 30-40 pieces	24 00	45 00
Clear fat backs (bbl.), 40-50 pieces	....	39 00
Heavy mess pork (bbl.)	....	37 50
Plate beef	....	30 00

Egg Market Steadier

Montreal.

EGGS—The egg market is a little steadier this week showing only a decline of one or two cents per dozen for the week. Consumption at the present level of prices is heavy. Moreover, all dealers and packers are now storing for future requirements. In spite of this demand, however, the supply has been sufficient to keep the prices at the low level. There is no sign of a falling off in the production. Quotations vary considerably, but the price given below is a fair average of the wholesale market.

EGGS—		
Strictly fresh	0 34	0 36

Lard Market Still Weak

Montreal.

LARD—The feeling in the market is unsettled on account of the liberal sup-

plies and prices are easier with sales made as low as 17 cents per pound.

LARD—		
Tierces, 360 lbs.	0 18	0 19
Tubs, 60 lbs.	0 18½	0 19½
Pails, 20 lbs.	0 19	0 20
Bricks	0 23	0 24

Smoked Meats Steady

Montreal.

SMOKED MEATS—There is no important change in the conditions of the market in smoked meat. Supplies of all lines are ample and there has been a steady demand for local and country accounts. Prices are unchanged.

BACON—		
Breakfast, best	0 38	0 43
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 36
Picnic Hams	....	0 32
Wiltshire	0 42	0 46
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 35	0 37
Do., 14-20	....	0 35
Do., 20-25	....	0 33
Do., 25-35	....	0 32
Over 35 lbs.	....	0 30

Lower Prices on Hogs

Montreal.

FRESH MEATS—Lower prices are quoted on live hogs with a decline of from 50 to 75 cents per 100 and in a few cases even more. To some extent the labor troubles in packing plants in Ontario are responsible for the weaker feeling, but in this market it is entirely a case of an abundant supply.

FRESH MEATS		
Hogs, live (selected off cars)	15 00	15 00
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 22½	0 23
Fresh Pork—		
Legs of pork (foot on)	....	0 30½
Loins (trimmed)	....	0 35
Bone trimmings	....	....
Trimmed shoulders	0 24	0 26
Untrimmed	....	0 24
Pork sausage (pure)	....	0 25

(Cows)		(Steers)
$0 16 $0 23	..Hind quarters..	$0 18 $0 25
0 09 0 13	..Front quarters..	0 11 0 15
Fresh Beef—		
0 33 0 38	..... Loins	0 40 0 44

Little Change in Fresh Fish

Montreal.

FISH—There is very little change in the fish market. Small offerings of fresh lake fish are on the market but are not sufficiently large to meet the demand. It is expected, however, that during the next week bigger supplies will commence to arrive and that there will be a big demand for this line.

FROZEN FISH		
Halibut, large and chicken	0 16	0 17
Haddock	0 10	0 11
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 7¼	0 8½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11
Doree	0 12	0 13
Whitefish	0 16	0 17
Smelts	0 15	0 20
Grass Pike	0 10	0 11
Round Pike	0 08	0 09

SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20

SMOKED		
Chicken Haddies, 15-lb. box	....	0 07
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box	....	0 17
Boneless Herring, per box	....	1 60
Smoked Herrings	....	0 21
Kippers, new, per box	....	2 75
Bloaters, new, per box	....	2 50
Smoked Salmon	....	0 35

BULK OYSTERS		
Standard, No. 1	....	3 25
Do., No. 3, can	....	9 50
Selects, No. 1, can	....	3 75
Selects, No. 3, can	....	11 00
Jars, 1 doz. box	....	6 50
Do., 2 doz. box	....	12 50

ONTARIO MARKETS

TORONTO, April 13.—In spite of the strike of the abattoir employees, packing houses are doing some killing and they state that they are in a position to handle all business with perhaps the exception of some export. The strike however, has to some extent upset the live stock market. Values are holding fairly steady at the same price basis as a week ago and although packers are not buying anything near the amount of hogs they would under normal labor conditions some business is passing every day. Fresh cured and cooked meats are unchanged. Butter has easier tendencies with prices slightly reduced. Eggs have a steadier tone and it is generally considered that the market from now on, for a time at least, will remain at about the present basis. The position of old cheese is unchanged but new cheese is arriving more freely and the situation is a fairly easy one. Lard is reduced in price but shortening is unchanged. Fresh halibut has advanced but otherwise fish quotations are unchanged.

Butter Markets Easier

Toronto.

BUTTER—The butter market has developed an easier tendency with prices down one to three cents per pound. The make of fresh made butter continues to increase and with the creameries now paying a lower price for cream there is no doubt that an easier market from now on can be expected.

BUTTER—		
Creamery prints, No. 1	0 59	0 61
Do., No. 2	0 50	0 56

Cooked Meats Steady

Toronto.

COOKED MEATS—There are no price changes on cooked meats. Some of the packers affected by the strike report a shortage of square pressed hams, headcheese and bologna, but otherwise the strike is not interfering with the supply as packers still have a generous stock.

Boiled hams, lb.	0 50	0 52
Do., square pressed	....	0 55
Boiled shoulders, lb.	....	0 45
Head cheese, 6s, lb.	....	0 15
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 56
Bologna	0 17	0 20

Above prices subject to daily fluctuations of the market.

New Cheese Easy

Toronto.

CHEESE—The situation in the cheese market insofar as old cheese is concerned remains unchanged and quotations generally hold around 35 cents per pound, although one house is offering at 33 cents. New cheese is arriving fairly well and prices are down one half cent per pound, bringing the price to 30½ and 31 cents per pound. New cheese has an easy tendency with prospects for lower prices.

CHEESE—		
Large, old	0 33	0 35
Do., new	0 30½	0 31
Stilton, per lb.	....	0 36

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Egg Market Steadier

Toronto.

EGGS—The egg market has developed a steadier tone and there are now indications that the market will remain at around the present price basis. Deliveries during the week have not been large and some dealers have advanced their prices at country points. Storage operations have also commenced in a moderate way, but are not yet in full swing as export business is still unfavorable.

EGGS—		
New laid	0 30	0 31
New laid in cartons	....	0 34

Prices shown are subject to daily fluctuations of the market.

Hog Values Unsettled

Toronto.

FRESH MEATS—The strike of the abattoir employees has upset the live stock market and sales in consequence were few. Values, however, held fairly steady, although there is a certain amount of uncertainty. In spite of the strike the packing houses involved are doing some business and made purchases of hogs on the same price basis as a week ago. The real effect of the strike is shown in the receipts of hogs, which amounted to 2,849 as compared with 4,770 the previous week and 5,188 for the same period a year ago. Packing houses affected by the strike state that they are not expecting any difficulty in meeting the situation as far as supplies are concerned, with the stocks on hand and the amount of killing going on they state they are in a position to handle the business in a manner satisfactory to their customers.

Hogs—		
Dressed, 70-100 lbs., per cwt.	20 00	22 00
Live, off cars, per cwt.	....	14 50
Live, fed and watered, per cwt.	....	14 25
Live, f.o.b., per cwt.	....	13 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 31
Loins of pork, lb.	....	0 35
Fresh hams, lb.	....	0 33
Tenderloins, lb.	....	0 65
Spare ribs, lb.	....	0 21
Picnics, lb.	....	0 20
New York shoulders, lb.	....	0 23
Montreal shoulders, lb.	....	0 23
Boston butts, lb.	....	0 27
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 20	0 23
Front quarters, lb.	0 10	0 13
Ribs, lb.	0 18	0 25
Chucks, lb.	0 10	0 12

Loins, whole, lb.	0 28	0 30
Hips, lb.	0 15	0 18

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 19	0 22
Spring lamb, each	13 00	16 00
Yearling lamb, lb.	0 28	0 32
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Halibut Slightly Higher

Toronto.

FISH—The only price change effected in the fish market is an advance of one cent per pound on fresh halibut. Chicken halibut is quoted at 18 to 19 cents per pound and medium at 22 to 23 cents. Fresh lake fish is not yet arriving in any quantity and prices are holding at the high level.

Lard Down One Cent

Toronto.

LARD—The lard market is in an easy position with prices down one cent per pound making one pound prints 21 cents and on the tierce basis 16 cents per pound.

LARD—

1-lb. prints		0 20
1-lb. tierces, 400 lbs.		0 16

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Cured Meats Unchanged

Toronto.

PROVISIONS—The market is practically unchanged. Some packers have advanced the price of small smoked hams but this is more in the nature of wishing to hold back sales in order to build up stocks for turning into cooked hams for the summer trade, and is not a real market condition.

Poultry Unchanged

Toronto.

POULTRY—Receipts continue very light and prices are firm. Storage stocks are filling the greatest part of the demand.

Prices Paid by Dealers.

	Live	Dressed
Turkeys	0 40- 0 45	0 50- 0 58
Chickens, spring	- 0 35	- 0 58
Roosters	- 0 25	- 0 28
Fowl, over 5 lbs.	- 0 34	- 0 34
Fowl, 4 to 5 lbs.	- 0 32	- 0 32
Fowl, under 4 lbs.	- 0 25	- 0 28
Ducklings	- 0 35	- 0 35
Guinea hens, pair	- 1 25	- 1 50
Spring chickens, live.	0 25- 0 32	0 30- 0 38
Geese	- 0 22	- 0 30

Prices quoted to retail trade:		Dressed
Turkeys	0 60	0 63
Geese	0 35	0 40
Hens, heavy		0 35
Do., light	0 30	0 33
Ducklings	0 45	0 45

Shortening Steady to Easy

Toronto.

SHORTENING—There is practically no change in shortening, quotations are steady but the market is fairly easy. Crisco is reduced, 1s and 3s are now 22½ cents per pound, 6s and 9s are 22 cents per pound.

SHORTENING—

1-lb. prints		0 14½
Tierces, 400 lbs.		0 12

In 60-lb. tubs, ½ cent higher than tierces, and in 20-lb. pails, ¾ cent. higher than tierces.

WINNIPEG MARKETS

WINNIPEG, April 13.—There is practically no change in quotations on produce, provisions or fish this week. The creamery butter market continues steady. There is a noted shortage of both Ontario and Manitoba cheese and the market is firmer. Eggs have shown a firmer tone and receipts are lighter. Both cooked and smoked meats show no change. The hog market continues steady with prices unchanged.

Butter Market Steady

Winnipeg.

BUTTER.—The butter market is ruling steady with no change in quotations. Best grade is quoted at 60 cents per pound.

BUTTER—

Creamery, best table grade		0 60
Dairy, best table grade	0 24	0 26
Margarine	0 28	0 32

Cheese Market Firm

Winnipeg.

CHEESE.—There is no improvement in the cheese market. In fact, the market is showing a slightly stronger tone and spot stocks are reported very scarce in both Ontario and Manitoba cheese.

CHEESE—

Ont., large, lb.		0 32
Ont., twins, lb.		0 33
Ont., triplets, lb.		0 33½
Man. cheese, large, lb.		0 36

Egg Market Firmer

Winnipeg.

EGGS.—The egg market has shown a firmer tone and quotations are higher. Receipts are reported light. Fresh eggs are quoted at 35 cents per dozen.

Cooked Meats Unchanged

Winnipeg.

COOKED MEATS.—There is no change in prices for cooked meats this week. The market is steady under a seasonable demand.

HAMS—

Best quality, skinned, 8-13 lbs.		0 56
Do., 13-16 lbs.		0 53
Roast Ham, lb.		0 59
Roast shoulders, lb.		0 47½
Head Cheese, 1-lb. tins		0 17
Jellied Ox Tongues, lb.		0 60
Pork tongues, lb.		0 55½
Luncheon Cooked Meats, lb.		0 25

Smoked Meats Hold Firm

Winnipeg.

PROVISIONS.—There is no actual change in the condition of the market for smoked meats. Prices are holding firm on account of the steadiness of the hog market and the continued good demand for supplies from local and country dealers.

Hams—

8 to 16 lbs., per lb.		0 44
16 to 20 lbs., per lb.		0 43
Boneless, 8-16 lbs., per lb.		0 48
Skinned, 14-18 lbs., per lb.		0 45
Skinned, 18-22 lbs., per lb.		0 44

Bacon—

Sliced, 6 to 10 lbs., lb.		0 59
Cottage Rolls, boneless		0 32
Bellies, 6 to 10 lbs., per lb.		0 43

Poultry Market Unchanged

Winnipeg.

POULTRY.—Poultry is reported very scarce, and prices are fully maintained.

D. P. Chickens, 3½ lbs. and under		0 36
Do., 3½ lbs. and over		0 39
D. P. Fowl, 3½ lbs. and under		0 32
Do., 3½ lbs. and over		0 34
Turkeys, mixed weigbts	0 48	0 50

Lard and Shortening Steady

Winnipeg.

LARD.—There is no change in the quotations on lard and shortening. The market is fairly steady.

Pure lard, No. 1 quality, per lb. (in tierces of 400 pounds).		0 20
Do., wooden pails, 20-lb. pails		4 50
Shortening (wooden pails), 20-lb. pails), per pail		3 35
Shortening, tierces of 400 lbs.		

Hog Market Steady

Winnipeg.

FRESH MEATS.—The hog market continues firm and selected live hogs are now quoted at $14.00 per cwt. Buying on the cattle market was slow. Killing steers were the strongest sellers in the butchered division, and those showing quality sold from $8.00 to $8.75, while the rest were weighed up from $6.50 to $7.75. Heifers were light sellers, and best quality changed hands at $8.00, while the good kinds were disposed of at $6.50 to $7.50. Veal calves maintained a firm tone and choice kinds brought from $8.00 to $11.00, and the common grades from $5.00 to $6.00. The sheep and lamb markets have been quiet, due to the meagre offerings. A few common lambs sold at 8 cents per pound with mutton sheep quoted at from $5.00 to $6.00.

Fish Quotations Steady

Winnipeg.

FISH.—There are no changes in quotations of note this week. The demand for fish is not as large as it has been, but the trade is well satisfied with the demand at this season of the year. Supplies are arriving daily and prices remain steady.

Black Cod, lb.		0 13
Brills, lb.		0 09
Herring, Lake Superior, 100 lbs.		
sacks, new stock		3 50
Halibut, chicken, cases 300 lbs.		0 15½
Do., broken cases		0 16½
Jackfish, dressed		0 08
Pickerel, case lots		10 50
Salmon—		
Cohoe, in full boxes, 300 lbs.		0 19
Do., in broken cases		0 20
Red Spring, in full boxes		0 24
Do., broken cases		0 25
Soles		0 08½
Baby Whites or Tulibees		0 09
Whitefish, dressed, case lots		0 13½
Do., broken cases		0 14
SMOKED FISH		
Bloaters, Eastern National, case		3 50
Do., Western, 20-lb. boxes, box		2 10
Haddies, 30-lb. cases, lb.		0 14
Do., in 15-lb. cases, lb.		0 15
Kippers, East. Nat., 20 count, per count		3 25
Do., Western, 20-lb. boxes, box		2 25
Fillets, 15-lb. boxes, lb.		0 19
SALT FISH		
Steak Cod, 2s, Seely's, lb.		
Acadia Strip Cod, 30-lb. boxes, lb.		
Acadia Cod, 12-2s, wood boxes, lb.		
Do., 20-1s, tablets, lb.		
Holland Herring, Milkers, 9-lb.		
Do., pails, per pail		1 35
Do., mixed, 9-lb. pails, per pail		1 25
Labrador herrings, 100-lb. bbls., per barrel		7 00

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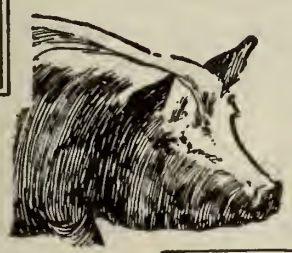

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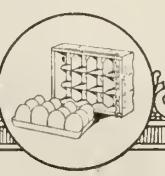

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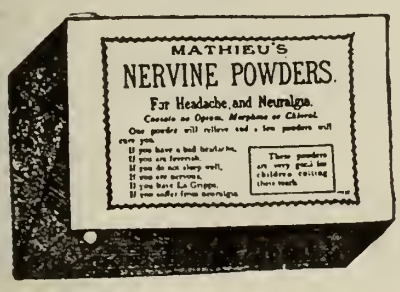

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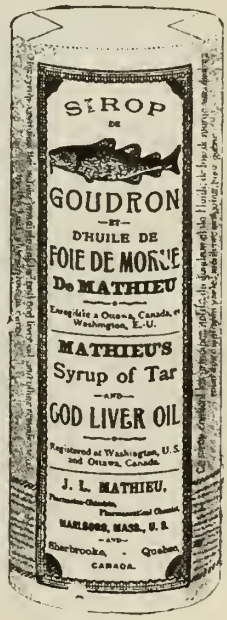

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WHERE TO BUY SARATOGA CHIPS NAME OF BUYER OF LEAD PAPER

Will you be kind enough to inform me where I could buy Saratoga chips in Canada and the name of the firm; also give names of buyers of lead papers?

L. BORDELEAU,
c/o Geo. A. Fuller Co., Ltd.,
Commissary Department,
Temiskaming, Quebec.

Answer.—You could purchase Saratoga chips in Canada from V. Keachie, 2 Collier street, Toronto, Ont., and buyers of lead papers are: E. Pullan, Maud street, Toronto, Ont.

THE ANT PEST

Will you kindly tell us how to get rid of ants?

READER.

Answer.—Here are a few remedies:

Balsam of Peru: Rub a thin film of it near the bottoms of the table legs or on the floor, and renew the application in three weeks. In addition, boil one ounce of the balsam in a gallon of water for thirty minutes, and sponge this water, while hot, over wooden floors and walls.

Powdered Borax and Pulverized Alum: Sprinkle underneath the paper on the shelves.

Oil of Sassafras: Follow the train—for the ants form a train in travelling—to it's origin. Saturate a small cloth with the oil and apply to every portion of the distance covered. If they come out of a crack, pour a little of the oil into it—it is sure death to them.

If ants become troublesome about the pastry case in the summer time, insulate it by raising it on four inverted cups set in saucers filled with water. Give the case a good cleaning and in half a day the ants will become discouraged. Do not leave the case insulated longer than is necessary, as it is suggestive.

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Bloomfield Station,
Kings County, N.B.

Answer.—Re preparation called "No Dust"; we have been unable to locate firm manufacturing this but would refer you to a similar preparation called "So-Clean" which can be purchased from the So-Clean Company, Limited, King St. West, Toronto, Ont., also another preparation from the Kennedy Manufacturing Company, Montreal, which manufactures "Anti-Dust" and The Dustbane Mfg. Co., Ottawa.

WHO MANUFACTURES BELFAST GINGER ALE?

Is the so-called Belfast Ginger Ale manufactured in Canada same as in Belfast, Ireland?

Reader.

Answer.—J. J. McLaughlin Co., Toronto, Ont., manufacture Belfast Ginger Ale which is the same and is called Belfast Ginger Ale on account of the similarity of bottle.

POTATO BUYERS

Can you give us names of buyers of potatoes by the car?

W. A. Singleton,
Singleton, Ontario.

Answer.—Peters Duncan Company, Ltd., North Bay, Ont. and Toronto; Hugh Walker & Son, Guelph, Ont.; White & Co., Toronto, Ont.; Lemon Bros., Owen Sound, Ont.; Stronach & Son, Toronto, Ont.; McWilliam & Everist, Toronto, Ont.

POST CARDS FROM PHOTOS

Can you direct us to any stationery dealer or printer, who prints post cards from photos. We have some views of our town that we require post cards of and should be very glad if you can direct us to the right quarter for same?

Messrs. Hodge Brothers,
Twillingate, Nfld.

Answer.—You should be able to get these done by Ralph Clark Stone, Limited, Carlaw Ave., Toronto, or the Artist Supply Company, 77 York Street, Toronto.

EXTRACT OF MALT

Please advise me of a firm which manufactures extract of malt, or some wholesale firm who handles it?

E. A. Buck,
General Merchant,
Crystal Beach, Ont.

Answer.—For manufacturers of extract of malt we would refer you to Dole Bros., Hop & Malt Co., 15 Commercial Wharf, Boston, Mass.; and Malt Products Co., 3 St. Nicholas Bldg., Montreal, Que.

BANANA SPECIALTY CO.

Will you be good enough to advise us the address of the Banana Specialty Co., Inc?

Halifax Subscriber.

Answer.—Banana Specialty Co., Inc., Bush Terminal Bldg., Brooklyn, N.Y.

GLUTEN FLOUR

Where could we purchase pure gluten flour?

W. J. Evans, Box 233,
S. Marys, Ontario.

Answer.—We would refer you to the White Swan Spices & Cereal Company, 156 Pearl Street, Toronto, also the Mount Royal Milling Company, Limited, Montreal.

BERRY BOXES AND FRUIT BASKETS

Will you please tell us where to buy berry boxes and fruit baskets?

GILBERT RAMSAY,
R. R. No. 1,
Mille Roches, Ont.

Answer.—Walter Woods Co., Hamilton Ont.; Oakville Basket Company, Oakville Ont.; Beamsville Basket & Veneer Company, Beamsville, Ont.; Keenan Woodenware, Owen Sound, Ont.; Erie Basket Company, Leamington, Ont.; W. T. Glover Manufacturing Co., Burlington, Ont.; G. A. Holland & Son, Montreal, Que.

CORN STARCH AND CORN FLOUR

What is the distinction between corn flour and corn starch and is there any regulation in Canada against calling corn starch "corn flour?"

W. I.

Answer.—Canadian Grocer submitted this question to Prof. A. McGill, chief analyst Department of Health, Ottawa, and has received the following reply:—

Ottawa, March 15, 1921

"There is a difference between corn flour and corn starch, but in popular usage the terms are employed synonymously. Flour means ground flour from which only the husk has been removed and contains more or less of the proteids of the grain as well as the starch. Of course, starch always constitutes the chief component of flour but the flour is not starch. Corn starch proper is prepared from corn flour, by destruction of the material other than starch and removal of the same by flotation processes. On account of the ambiguity of well established popular usage, we find it undesirable to carry out the distinction between corn flour and corn starch too arbitrarily, but the distinction exists and if conditions justify us we may insist upon its legal recognition."

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date 1921

Please give me information on the following:—Name.....

Address .....

.....

.....

TEA and COFFEE

Reduced 9c to 20c per Pound

Headliners—

TEAS

Galt's No. 1 blend .. 42c
Galt's No. 2 blend .. 36c
Galt's Pekoe 29c

Only the Finest Indian Teas.

Chests of 110 lbs.

GALT'S
Quality
TEAS and COFFEES
"Satisfaction or Money Back"

Be the first in your district with pre-war prices.
ORDER NOW!

Headliners—

COFFEES

Superb 38c
Elite 36c
Special 33c
Regal 30c
No. 1 Bourbon Santos 28c
No. 2 Santos 26c

Only the best of pure, fresh Coffee (no compounds).
25 and 50 lb. boxes.

FREIGHT PREPAID

D. A. GALT

107 Front Street East **TORONTO, ONT.**

Canadian and British Made PRODUCTS

for the

Canadian Trade

Vanillin "BUSH"
Emulsions
Oil Vanilla
Pure Fruit Extracts
Butter Flavor

We guarantee the quality of all these lines.
Write us for quotations.

The W. J. Bush & Co. Canada, Ltd.

MONTREAL **TORONTO** **WINNIPEG**

Genuine Italian Olive Oil

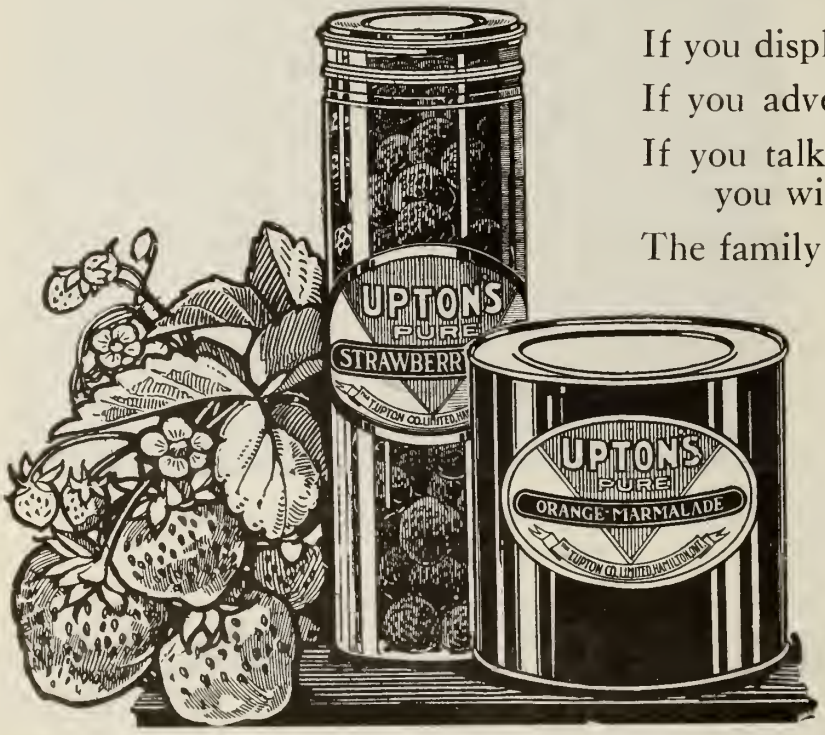
at Greatly Reduced Prices

A Special Offer to re-introduce "PURITY" Italian Olive Oil — absent from the market since the early part of the Great War which made it impossible to import further supplies until recently. An opportunity for YOU to replenish your stocks at BARGAIN PRICES. We have received a complete assortment of sizes, namely, 6 gal., 1's, ½'s, ¼'s, ⅛'s, and 1-16 gal. tins.

Advise us promptly as to your needs and we will quote you.

P. Pastene & Co., Limited
340 St. Antoine Street, Montreal

UPTON'S Pure Jams and Marmalades



If you display Jams Now—

If you advertise Jams Now—

If you talk Jams to customers Now—
you will sell Jams.

The family fruit cellar is almost empty.

Upton's Jams and Marmalades can be safely recommended to your best customers.

The T. Upton Co., Limited
HAMILTON, CANADA

Sell Aylmer Catsup

A
Pure Tomato Catsup

The Catsup Season Is Here
Order Now

In Glass and Stone Jugs
1 Gal.—4 to Crate

DOMINION CANNERS LIMITED
HAMILTON, CANADA

In Glass Bottles
8 oz., 12 oz., 17 oz.
2 doz. to Case

ROYAL ACADIA SUGAR

What Brand of Sugar Do You Recommend?

The grocers' recommendation is usually the deciding factor in sugar sales.

Sugar as a rule is not asked for by name. But the dealer is always justified in recommending ROYAL ACADIA—the sugar that's always good.

Every Grain Pure Cane. When she asks for sugar give her Royal Acadia brand.

Acadia Sugar Refinery

Montreal, Que. - - - Halifax, N.S.

Sell Oriole Rice

Instead of Potatoes

MOUNT ROYAL MILLS
Oriole
RICE
EAT RICE EVERY DAY - YOU WILL ENJOY IT
Eat it as you do potatoes with gravy or butter on it. Eat it as a vegetable with meat, fish or poultry
D. W. ROSS CO. AGENTS
MONTREAL

Many people having substituted Oriole Rice for potatoes are still using it, preferring it to potatoes—finding it more nutritious and more economical.

By advertising to the consumer we are making known the merits of "Oriole" Rice and creating a demand for it.

Will you stock "Oriole" Rice and be prepared to fill this demand?

Sold in 5-lb. Bags.

Mount Royal Milling & Mfg. Co.
LIMITED

D.W. ROSS CO., Agents Montreal, P.Q.

Richardson, Green, Ltd.

take pleasure in announcing their appointment as representatives in Manitoba, Saskatchewan, Alberta and British Columbia for

Mrs. Shepard's Apple Flakes

Five detail salesmen are working the retail trade of Western Canada introducing this new *Canadian-made* product.

Write any of our offices for samples.

Richardson, Green, Ltd.

WINNIPEG CALGARY REGINA
SASKATOON EDMONTON VANCOUVER

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.
180 St. Paul St. West, Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each 48 cans	$11 50
Reindeer Brand, each 48 cans	11 00
Silver Cow, each 48 cans	10 60
Gold Seal, Purity, ea. 48 cans	10 45
Mayflower Brand, ea. 48 cans	10 45
Challenge Clover Brand, each 48 cans	9 85

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	$7 25
Jersey Brand, Hotel, each 48 cans	7 25
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 00
Jersey Brand, Family, each 48 cans	6 00
Peerless Brand, Family, each 48 cans	6 00
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 00
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.,

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case $4 80

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches

Laundry Starches

Boxes—

4-lb. Canada Laundry	$0 08
100-lb. kegs, No. 1, white	0 08½
200-lb. bbls., No. 1 white	0 08½

Toronto, Ontario.

40-lb. Edwardsburg Silver Gloss 1 lb. chromo pkgs.	0 10¼
Celluloid, 45 cartons, case	4 15

Culinary Starch

(Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½

(20-lb. boxes ¼c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 10
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 08½
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 08½
40 lbs. Argo Corn Starch, 1 lb. packages	0 09
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., 1 lb. packages	0 08½

(20 lb. boxes ¼c higher, except Potato Flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 10
5-lb. tins, 1 doz. in case	5 90
10-lb. tins, ½ doz. in case	5 60

KARO

24—2-lb. tins, per case	4 50
12—5-lb. tins, per case	5 30
6—10-lb. tins, per case	5 00

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	4 50
5-lb. tins, 1 doz. in case	5 30
10-lb. tins, ½ doz. in case	5 00

(5, 10, and 20-lb. tins have wire handles.)

MAZOLA

	Per case
No. 1, 24 tins, 1 lb	$ 7 70
No. 2, 12 tins, 2 lbs.	7 10
No. 4, 12 tins, 4 lbs.	13 50
No. 8, 6 tins, 8 lbs.	12 60

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

MAGOR, SON & CO., LTD.

INFANTS' FOOD

	Doz.
Robinson's Patent Barley—	
1-lb.	
½-lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODUCTS, LIMITED

Ontario Prices.

KLIM

8 oz. tins, 4 dozen per case	$11 2
16 oz. tins, 2 dozen per case	10 2
10 lb. tins, 6 tins per case	23 0

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tin
D.S.K., ¼ lb.	
D.S.F., ½ lb.	
D.C.F., 1 lb.	
F.D., ¼ lb.	

	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

Keen's Oxford, per lb.	0 2
In cases, 12 12-lb. bxs. to case	0 2

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 2
White Cleaner (liquid)	$2 0
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 8
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 6

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 2
Bobs, 12s	1 1
Currency, 12s	1 1
Stag Bar, 9s, boxes, 6 lb.	1 0
Pay Roll, thick bars	1 8
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 2
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 2
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 8
Forest and Stream, tins, 9s, 2-lb. cartons	1 4
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 8
Master Workman, 2 lbs.	1 2
Master Workman, 4 lbs.	1 2
Derby, 9s, 4-lb. boxes	1 2
Old Virginia, 12s	1 7
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 1

For Dainty Spring and Summer Desserts

Junket
MADE *with* MILK

When your customers want a delicious, wholesome dessert that is decidedly economical, give them JUNKET. JUNKET makes such a great variety of delightful desserts in such a short time that it never fails to win repeat orders. It is put up in 10-tablet packages that retail at 15c with an excellent profit.

JUNKET POWDER

NESNAH

This is a JUNKET in powder form. It makes tempting desserts in a jiffy. Just the thing for rush meals. Attractively packaged in four different flavors. It will pay you to have a good supply of these two sellers for the Spring and Summer months.

Chr. Hansen's Canadian Laboratory
TORONTO, CANADA
LOGGIE, SONS and COMPANY
Selling Agents for Canada
32 FRONT STREET WEST, TORONTO

MAN! MAN! MAN!

Where is that man you need so badly?

Well, no use grouching, is there? Best thing to do is to advertise for the man you want. Use CANADIAN GROCER as the best and cheapest medium. Use dailies if you think they're better. It's up to you.

All we know is that you get to a sifted class when you use CANADIAN GROCER. The replies you will get will be from men **now in jobs**—not slackers nor idlers, not job-chasers. It will cost you three cents a word first insertion to use CANADIAN GROCER, and you may have to use several issues before the right man puts himself on your hook. Nobody knows in advance just how much you'll have to advertise. But we all know good men are scarce and don't have to look for jobs. You'll have to do some inducing, perhaps, to tempt the man you want to leave his present employer.

But you never can tell who's open for your proposal. Climate, inclination, the boss's bad temper, a fancied slight, desire to get into a new field — all these are explanations of why men change; all these are pegs on which you can hang your hopes.

So send along your advertisement. Better order it to run "until forbid." It will be cheap enough if you find the right man; and anyhow, there's no other cheaper or better way of finding your man.

Three cents a word for the first insertion, two cents a word for each insertion after. Five cents extra per insertion if addressed to Box Number. **Payable in advance.**

Address: **CANADIAN GROCER WANT ADS.**
153 University Avenue - - Toronto, Ont.

Your Customers Know

No "talking up" is ever required to sell a customer an Eddy product.

If it's a match order, one of the thirty to forty different brands of Eddy's is certain to satisfy in every particular. Even where the customer doesn't specifically ask for Eddy's you can take it for granted that Eddy's is expected, for with most people, to think of **good** matches, is to think of Eddy's.

The same holds good where Indurated Fibreware is concerned. These handy, light and durable utensils are made under the self-same standards of manufacture that have made Eddy's Matches famous. They never bulge, leak or fall apart and are ideally suited for household or farm use.

Eddy Products are Made-in-Canada—by Canadians—for Canadians.

The E. B. Eddy Co., Limited

HULL, CANADA

THE COWAN CO., LTD.

Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz...	$5 60
Perfection, ¼-lb tins, doz. .	1 55
Perfection, ½-lb. tins, doz..	2 85
Perfection, 10s size, doz. ..	1 10
Perfection, 5-lb. tins, per lb.	0 41

UNSWEETENED CHOCOLATE

Supreme Chocolate, 6-lb. boxes, per lb.	0 40
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 00
Perfection Chocolate, 10c size, 2 doz. in box, per box....	1 80

SWEET CHOCOLATE

Eagle Chocolate, ½s, 6 lbs. in box, per lb.	0 32
Eagle Chocolate, 10c size, 2 doz in box, per box.....	1 80
Diamond Chocolate, 10c size, 2 doz. in box, per box	1 80
Diamond Chocolate, 5c cakes, 20 cakes in box, per box..	0 75

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb...	0 42
Milk Croquettes, 5-lb. boxes.	0 40
No. 1 Milk Wafers, 5-lb boxes, 30 boxes in case, per lb. ...	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 39
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.....	0 39
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 39
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 39
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	$2 15
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 00
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 40

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.....	5 75
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	3 15
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	6 00
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 25
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 00
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	1 90
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	1 90
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	1 90
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 10
20—1c Milk Chocolate Sticks,	

BRODIE & HARVIE, Ltd.

14 Bleury St., Montreal.

XXX Self-Raising Flour, 6-lb. packages, doz.	$5 60
Do., 3 lbs.	2 85
Superb Self-Raising Flour, 6 lbs.	5 40
Do., 3 lbs.	2 75
Crescent Self-Raising Flour, 6 lbs.	5 50
Do., 3 lbs.	2 80
Buckwheat, Self-Raising, 1½ lbs.	1 5[illegible]
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1 5[illegible]

SMALL'S LIMITED, MONTREAL

FOREST CREAM MAPLE SYRUP

Price Delivered	F.o.b. Factory	Ont. & Marit
36—10 ozs., bottles..	$ 8 10	$ 9 [illegible]
24—16 ozs., bottles..	7 75	8 [illegible]
12—32 ozs., bottles...	6 95	7 [illegible]
24—28 ozs., tins	9 90	10 [illegible]
12—80 ozs., tins	14 25	15 2[illegible]
6—160 ozs., tins ...	13 85	14 9[illegible]
1—5 gall. tins	13 50	14 5[illegible]
In barrels, per gal. .	1 50	2 7[illegible]

FOREST CREAM PURE SYRUP

36—10 ozs., bottles...	$ 6 65	$ 7 4[illegible]
24—16 ozs., bottles..	6 15	6 9[illegible]
12—32 ozs., bottles..	5 35	6 0[illegible]
24—28 ozs., tins	7 10	7 8[illegible]
12—80 ozs., tins	10 30	11 3[illegible]
6—160 ozs., tins ...	9 80	10 8[illegible]
1—5 gal. tin	9 50	10 5[illegible]
In barrel, per gal. ..	1 70	1 9[illegible]

STANDARD SUGAR SYRUP

36—10 ozs., bottles..	$ 5 75	$ 6 5[illegible]
24—16 ozs., bottles..	5 25	6 0[illegible]
12—32 ozs., bottles..	4 45	5 1[illegible]
24—28 ozs., tins	5 45	6 1[illegible]
12—80 ozs., tins	7 95	8 9[illegible]
6—160 ozs., tins....	7 50	8 5[illegible]
1—5 gal. tin	7 05	8 1[illegible]
In barrel, per gal. ..	1 20	1 4[illegible]

FOREST CREAM MAPLE BUTTER

24—13½ ozs., tins ..	$ 4 65	$ 4 7[illegible]
24—2½ lbs,. tins	11 75	12 8[illegible]
1—30 lbs., pail	4 80	...
2—30 lbs., pails ...	9 80	10 [illegible]
In barrel, per lb. ...	0 14	0 15[illegible]

FOREST CREAM AMBER HONEY

48—No. 1 Tumblers..	$ 6 40	$ 6 8[illegible]
24—No. 3 Tumblers..	6 90	7 4[illegible]
24—2½ lbs., tins ...	19 75	20 8[illegible]

FOREST CREAM PEANUT BUTTER

48—No. 1 Tumblers..	$ 5 30	$ 5 7[illegible]
24—No. 3 Tumblers..	4 75	5 2[illegible]
24—2 lbs., tins	11 80	12 6[illegible]
1—24 lbs., pail	4 55	...
2—24 lbs., pails ...	9 75	10 6[illegible]
In barrel, per lb....	0 17½	0 1[illegible]

FOREST CREAM SALTED PEANUTS

1—15 lbs., pail ...	$ 2 75	$ ...
2—15 lbs., pails ..	6 05	6 6[illegible]
In bags of 85 lbs...	13 15	14 5[illegible]
In barrel, per lb. ...	0 16¼	0 1[illegible]

FOREST CREAM PEANUTS, MAPLE SUGAR COATED

72—5c packages	$ 2 40	$ 2 5[illegible]
48—No. 1 Tumblers..	4 95	5 3[illegible]
24—No. 3 Tumblers..	4 45	4 8[illegible]
24—1 lb., tins	8 45	8 9[illegible]
1—12 lbs., pail	3 85	...
2—12 lbs., pails ...	8 20	8 6[illegible]

FOREST CREAM SALTED PEANUTS (BLANCHED)

72—5c packages ...	$ 2 40	$ 2 5[illegible]
48—No. 1 Tumblers..	4 40	4 7[illegible]
24—No. 3 Tumblers..	3 60	4 0[illegible]
24—1¼ lbs., tins ...	8 50	9 0[illegible]
1—15 lbs., pail	3 10	...
2—15 lbs., pails....	6 50	7 0[illegible]

Spring *and* Maple Syrup

A carload of New Maple Syrup just arrived from Quebec.

Guaranteed Pure

Put up in tins of various attractive sizes. Also put up in 25 gal. kegs. A size for every business.

All the same No. 1 quality.

Order now while our sizes are complete. We have a large number of advance orders to fill.

HUGH WALKER & SON, LTD.

"The House of Quality"

GUELPH ONTARIO

Pineapples
Strawberries
Cucumbers
New Cabbage
Tomatoes
Celery

Also Grapefruit, Oranges, Lemons, Bananas, Asparagus

The best of everything the market affords. Correctly priced, fresh and good.

Service "Next Train"

WHITE & CO., LTD.
TORONTO

O.K. SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax, N.S.
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J. W. Gorham & Co.

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & CO.
Hamilton and Winnipeg

A Tribute To Development

A splendid recognition of the work done by business papers in furthering advertising and merchandising has come in the election of Mr. C. A. Otis, publisher of "Finance and Industry," to the high post of President of the Associated Advertising Clubs of the World.

His election to this coveted position is a tribute to the section he represents—the business, financial and technical papers that have played such a part in the development of advertising and merchandising for many years.

It recognizes that business papers are leaders of progress in their respective industries. By their editorial contents they automatically select the men in each industry whose words carry the weight of buying authority.

Business paper advertising has developed because for a judicious expenditure of money, you reach a circulation of tremendous buying power which is being taught by the publication itself to want the very products advertised.

In the election of Mr. Otis the whole advertising and business fraternity joins in a tribute to the development and service of the business press of America.

THE MacLEAN PUBLISHING COMPANY, Limited

Toronto, Montreal, Winnipeg, Vancouver
London, Eng.

Publishers of
The following specialized trade newspapers:

Weekly	Monthly
Hardware and Metal	Bookseller & Stationer
Druggists' Weekly	Men's Wear Review
Canadian Grocer	Dry Goods Review
Canadian Machinery	

Bi-Monthly
Sanitary Engineer

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When Writing to Advertisers Kindly Mention this Paper

BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

New stoneware catalogue just out, prices effective April 1st. Yours for the asking.

The Toronto Pottery Co
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto

STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.

OPPENHEIMER BROS., LTD. Vancouver, B.C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber to-day

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ont.

Montreal Agents:—Vigneault & MacGillivary 7 Bonsecours St., Montreal. Que.

Ottawa Agents:—W. R. Barnard, 374 Bank St.

BARRELS

Order your Maple Syrup Barrels and Kegs Now.

Prompt Shipments

CANADA BARRELS & KEGS, Limited

WATERLOO, ONT.

Information

We can keep you posted with all daily news and business Tips.

Canadian Press Clipping Service.

143-153 University Avenue, Toronto

POTATOES EASY AND LOWER

Potato values have again moved downward and even at the lower levels there appears to be no great demand. In Toronto during the week potatoes were sold on the track in car lots at 50 cents per bag and dealers state that they are buying at country points, loaded on the cars at 25 cents to 30 cents per 90-pound bag. The abundant crop and the small demand both for export and domestic use is apparently having the effect of bringing prices down to the 1914 level. There are no indications at present that the market will recover. Then again Southern new potatoes are commencing to arrive in straight car lots, the price is high, it is true, but there appears to be a good demand which of course does not react to the benefit of Canadian producers who have still large supplies of last year's crop on hand.

These one-inch spaces only $2.20 per insertion if used each issue in the year.

BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
Before Burning
After Shaping on Burner
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

---

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

BARRELS

For all purposes. The best package for exporting. I can make them to suit your goods.

JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

TANGLEFOOT PRODUCTS

STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH AND ANT POWDER.

THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk Pickles, Mincemeat, etc.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—GENERAL STORE DOING BIG business in good location in live town, splendid prospects, groceries, dry goods, boots and shoes, good fixtures; reason for selling, retiring from business. Apply P.O. Box 939, Trenton, Ont.

FOR SALE—ONION SETTS, 3 TONS OR ANY part. Best quality. 6c lb. at Hensall Station. Bags extra. Melick & Braun, Zurich, Ont.

FOR SALE—GROCERY AND BAKERY BUSIness. Dwelling red brick. All conveniences; barn, etc. Apply Box 10, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—NO. 1 YELLOW DUTCH SETTS at 6 cents per lb. F.o.b. Hensall Station. Not less than 50 lbs. to one address. J. Gascho & Son, Zurich, Ont.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Quo

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

FIXTURES FOR SALE

STORE FIXTURES FOR SALE AT BARGAI prices. Two safes, one National Cash R gister, two McCaskey Registers, one wall cas two 6-ft. silent salesmen, also one Snooker tabl Apply Leonard Bros., Mond, Ont.

READER'S NOTICE

Regarding

CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this advance notice. Be sure to give your old address as well as the new one.

RID-OF-RATS

The Killing of one single Rat or Mouse now, may mean the destruction of a whole Brood. Spring and Summer are the Seasons when they Breed and Propagate. Rid-of-Rats is Non-Poisonous and can be used anywhere without Risk. Send for full information on Rid-of-Rats and our Other Products. It is Interesting Reading Matter.

Representatives Wanted Everywhere.

THE BERG & BEARD MFG. CO., Inc., 100 Emerson Place, Brooklyn, N.Y.

When Answering Advertisements Kindly Mention this Paper

Advertising that doesn't cost you a cent

will hustle Procter & Gamble Soap Products right off your shelves into your customers' baskets.

These are what do it:

Big advertisements, many of them in colors, in the leading magazines, reaching the best homes in the Dominion.

Newspaper advertising ever so often.

House to house sampling and couponing at regular intervals.

In your store, aren't the good goods, strongly advertised, the ones that sell best?

PROCTER & GAMBLE PRODUCTS - EST. 1837 -

Ivory Soap
Gold Soap
P and G The White Naphtha Soap
Lenox Soap
Pearline
Sopade
and

The Procter & Gamble Distributing Co.
of Canada, Ltd.
50 Bay Street, Toronto, Canada

CRISCO
For Frying - For Shortening
For Cake Making

—the pure, vegetable shortening that is displacing lard in up-to-date homes and grocery stores. Gives more satisfaction to the housewife; more profit to the dealer. Net weight sanitary packages; one pound and larger.

IF IT'S
A DAYTON
IT'S RIGHT

"TRUTH'S" MESSAGE To Scale Buyers

Are you a FORWARD-LOOKING business man?

Are your eyes turned toward the future—toward the up-building of a STURDY business that will flourish while FLIMSY businesses all about you wither and die?

STURDY businesses are not built with FLIMSY equipment.

When you are equipping your store with scales look to the years ahead and instal the Dayton. Dayton Scales are the product of the great pioneer scale-manufacturing house. They have stood the test of the years. The reason is, in two words: Scientific construction.

The sturdy and compact Dayton is the scale for the buyer who looks to the future.

When the Grocer asks: "Why?"

The grocer who asks "Why" is the grocer the Dayton Salesman is delighted to meet.

No question, for instance, more welcome than this:

"**WHY** should I buy the Dayton Scale in preference to any other weighing machine in the world?"

The question is simple and direct.

The answer is simple and direct.

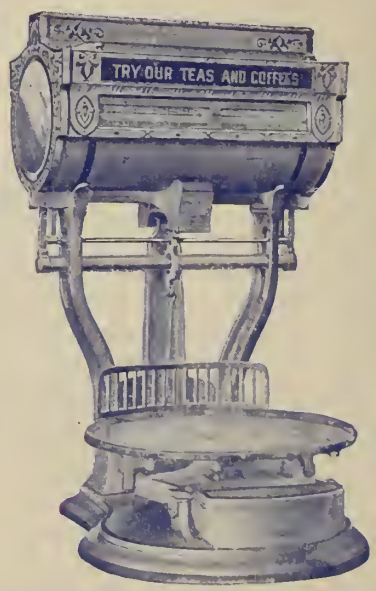
Here it is: Scientific construction.

Behind the words "scientific construction" stand 30 years of experience and research. In a score of important details, Dayton construction excels all others. Take just these three for consideration—any Dayton Salesman will be glad to give you a personal demonstration of the vital part they play in true and perfect scale-building:

CHART ACCURACY—The Dayton's chart, like some of the most delicate, sensitive scientific instruments in the world, is propelled by oil-tempered springs. Scale's position on counter makes no variation in chart.

CENTRE PULL—Equalizes weight on machine between platform load and chart.

SWIVEL BASE—Permits merchant to weigh on either side of counter and to get proper light on scale.



INTERNATIONAL DAYTON SCALES

End time wastes and money wastes in the weighing of goods. They stand for goodwill and the square deal between merchant and customer

Made in Canada.

INTERNATIONAL BUSINESS MACHINES CO., Limited

F. E. Mutton, Vice-President and General Manager

Head Office and Factory: 300-350 Campbell Avenue, Toronto

For your convenience we have Service and Sales offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

IN THIS ISSUE ; NET WEIGHT ON CANNED GOODS LABELS DISCUSSED

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE: TORONTO, APRIL 22, 1921 No. 16

The Tobacco with a heart

MACDONALD'S

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

O-Cedar Polish

—*from every angle,* A PROFIT-MAKER FOR YOU

THE high esteem in which O-Cedar Products are held by merchants is, of course, due chiefly to the profit-possibilities of the goods. These profit-possibilities are in evidence every way you consider the line!

First, from the angle of "profit per sale."

Second, from the viewpoint of "frequent turnover."

Third, from the consideration of "customers' satisfaction."

And last, but not least, for the reason that the price of O-Cedar Products is well-maintained. Merchants easily get the full price for O-Cedar Polish and the O-Cedar Polish Mop—thus making sure of the full profit they are intended to have on every O-Cedar Sale.

CHANNELL LIMITED, TORONTO

Visit Our Factory

Thousands visit our factory annually, and view McCormick Biscuits in the course of manufacture.

After seeing the up-to-date methods used and the cleanliness throughout our plant, they are better able to appreciate the quality of our standard products.

McCormick Mfg. Co., Limited, London, Canada

Branches at: Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B., Vancouver.

The Food Value of "Cascade"

Teach your counter-men the value of pink Cascade salmon as a food. It is more valuable than meats for making flesh and bone, has less fat, is digestible as the best Sirloin Steak and there is no waste. Then they can speak with true selling power to your customers. *Here's another Dandy Recipe:*

SCALLOPED SALMON NO. 2

One can of pink Cascade salmon; remove all bone and bits of skin; mince fine. Roll one dozen crackers fine. Put in a buttered baking dish in alternate layers, adding bits of butter and a sprinkling of salt and pepper to taste. Have the top layer of crackers, and add sufficient milk to moisten the whole mass (about one pint). Bake thirty minutes and serve hot.

There is no Higher grade of Pink than Cascade. Its food value is excellent. Tell your customers all about it.

Don't be Penny Wise and Pound Foolish. See that it's packed by

B. C. Fishing & Packing Co., Limited

Vancouver, B. C.

Cable Address: "Langleyew"
(Western Union and Bentleys)

Langley, Harris & Co.

Limited

Manufacturers' Agents

Importers and Exporters

Grocers, Confectioners and
Drug Specialties

Toronto - Canada

SUCCESSORS TO
MACLURE & LANGLEY, LIMITED

CLARK'S

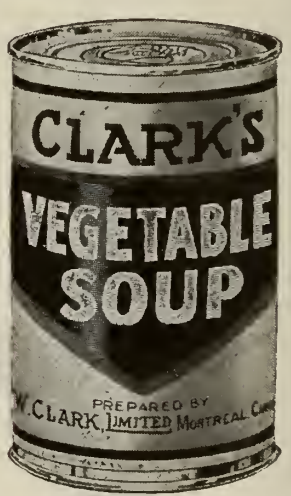
Tomato
Vegetable
Celery
Consomme
Green Pea
Julienne
Mutton Broth
Ox Tail
Chicken
Pea
Scotch Broth
Mulligatawny
Mock Turtle

SOUPS

Will give you excellent results during the Summer Season, Mr. Grocer. The Quality is the highest, the package is attractive and well advertised and the selling price is a popular one.

Don't let business go past you.

ORDER NOW.



Made in Canada *By a strictly Canadian Company*

W. CLARK, LIMITED MONTREAL

Always Good— *—Good All Ways*

Stickney & Poor's Prepared Mustard

is the favorite condiment for sandwiches, salads, cold meats, and fish. Prepared from selected mustard seed, ground and mixed with aromatic spices, etc., in our own mill. Put up in handy and attractive containers that sell readily.

Your co-operating servant,
MUSTARDPOT.

STICKNEY & POOR SPICE COMPANY
1815 Century old Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

Eureka Refrigeration Equipment

This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.

Head Office and Factories:
OWEN SOUND, ONTARIO

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax, N.S.
David Brown 67 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J. W. Gorham & Co.

Feature "King Oscar" Sardines during the social season and suggest them for making delicious, appetizing, dainty sandwiches for afternoon teas, etc. It will pay you well.

KING OSCAR SARDINES

The finest flavored, highest grade sardines on the market. They are packed in pure olive oil from the best, selected bristlings caught in the cool waters of Norway.

You can highly recommend them to your better class of trade and know that their tempting, wholesome flavor and quality will always insure repeat orders.

YOUR DEALER CAN SUPPLY YOU

Canadian Agents:

John W. Bickle & Greening

Hamilton, Ontario

Only 5c a Tin to Consumer

WE recently sold to the trade some 1's Flats Pork and Beans in Tomato Sauce which you can, if you live east of Fort William, buy if stock still unsold to retail at 5c a can.

The supply sold was strictly limited.

ASK YOUR DEALER AT ONCE FOR THIS BARGAIN

British Canadian Canners Limited

57 Queen St. West
TORONTO

Something Brand New

A Big Profit for You

LIQUID VENEER MOP POLISH

Goes Twice As Far

Here is a wonderful new polish made by the "LIQUID VENEER" People.

It will renew any dusting or polishing mop as it has never done before. When used on floors it will show remarkable results at once, not only making them spotlessly clean, but bringing out the original polish and luster in a surprising manner.

And you can offer your customers this wonderful polish with our strong money back guarantee. They must be satisfied in every way or you are authorized to refund their money. We, in turn, will reimburse you for any so returned.

Liquid Veneer Mop Polish does not displace the regular Liquid Veneer which has been sold throughout the world for over twenty years. It is a wonderful companion product and will double the cleaning, dusting and polishing possibilities of all dusting and polishing mops.

Packages and retail prices are as follows :

4 oz. 30c bottles, cartoned. 32 oz. $1.25 tin cans.
12 oz. 60c bottles, cartoned. 64 oz. $2.00 tin cans.
128 oz. $3.00 tin cans.

You are missing something big if you don't ask your jobber about Liquid Veneer Mop Polish.

Liquid Veneer Products are Made in Canada.

Buffalo Specialty Company

Bridgeburg, Ont., Canada

GOLD SEAL FLOUR

UNEQUALLED FOR PASTRY

QUALITY—THEN PRICE

Canadian Cereal and Flour Mills, Limited

BABY'S OWN SOAP

50% PROFIT

Buy Direct From the Factory. Freight Prepaid. Minimum Quantity 2 Gross.

$38.40 less 20% and 5% = $29.18
Sell at 15c per cake - = $43.20

In Sask., Alta. and B.C. add 60c per gross and retail at 50c per box of 3 cakes.

ASK FOR PRICE LIST OF OTHER LINES

ALBERT SOAPS, Limited, 168 McCord St., MONTREAL, Que.

1920

"I spent 5 days of worrying, trying to complete my income tax papers, and had finally to seek help from outside." — A Merchant.

The Sanderson-Yorke System of Bookkeeping

So simple a school boy can keep it properly

PRICE $15.00

26 Manchester Avenue - Toronto

1921

"This system is all right. I made the whole thing out in less than one hour this year, thanks to you." — Same Merchant.

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son Box No. 266 **Stratford, Ont.**

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.
Newmarket, Ontario

Marsh's Grape Juice

Marsh's Grape Juice
Unfermented Port
Black Cherry Wine
Raspberry Vinegar
Marsh's Pure Apple Cider

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Co. Limited
Toronto and Montreal

Let Us Quote You on Our

HIGH GRADE BROOMS

Long life and great strength are built into every one of our brooms

STANLEY	BEAVER	CANUCK
5 string, fancy corn, all selected stock, polished handle.	5 string, good quality house broom, popular weight. Stands up to every test.	4 string, from cheaper stock, well made, and worth the price.

Special attention to mail orders

We also make a number of other lines, including Toy Brooms and Whisks.

Waterloo Broom & Brush Company, Limited
Telephone 286 Waterloo, Ontario

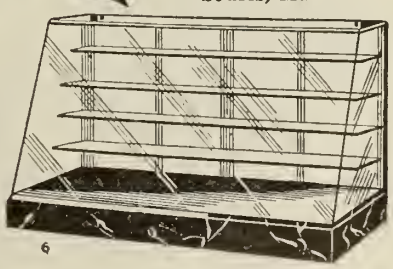
When Writing to Advertisers Kindly Mention This Paper

ARNETTIZE YOUR STORE

Arnett Silent Salesmen

are built to accommodate effective displays. Walk into an Arnettized Store and see how your attention is attracted by the appearance of the Silent Salesman. Let our experts arrange your store for more sales. Our illustrated catalog will show you the range of styles.

Thomas Lewis Arnett
Souris, Man.



By Appointment *to H.M. the King*

Lea & Perrins' Sauce

is often alluded to by people when they want to express what they mean by quality, prestige and good-will.

Lea & Perrins' reputation for highest quality obtainable did not come overnight but from many years of never-varying standards and unfailing satisfaction to the public.

Such quality products not only sell most readily but they help the quality reputation of your own store.

Absolute Leadership

In every way Lea & Perrins' excels all other sauces, Its quality makes all the difference, and is *worth* the difference.

Lea & Perrins SAUCE
The ORIGINAL and Genuine Worcestershire

77

For a grocer to be "out of stock" of Lea & Perrins' is almost an admission "We do not carry high-class products."

Harold Seddon
137 McGill Street - Montreal, P.Q.
Special Agent

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Johnson-Lieber Mercantile Co.
of Canada, Ltd.
MANUFACTURERS' AGENTS
Calling on Grocers, Confectioners, Hardware, Stationers, and Ship Chandlery in British Columbia.
850 Hastings St. West, VANCOUVER, B.C.

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

Western Transfer & Storage, Ltd.
OFFICIAL CARTERS FOR
C.P.R., C.N.R., E.D. & B.C. Central Canada Ry., G.T.P. and A. & G.W.
DISTRIBUTION—STORAGE—CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

QUAKER BRAND

Quaker Brand canned fruits and vegetables are the choicest products of the fertile valleye of British Columbia.

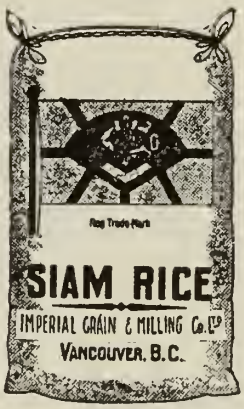
Canneries are located at strategic points throughout the Province in the centres of each district where certain fruits or vegetables reach their highest perfection.

In stocking Quaker Brand you offer your customer the best canned goods Canada can produce.

Dominion Canners B. C. Ltd.
Head Office: Vancouver, B.C.

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

WALLACE'S HERRINGS

Like Wallace's Salmon and Pilchards, Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipe
Service coupled with Reliability brings Results
We want your business. Write us.

THE McLAY BROKERAGE CO.
WHOLESOME GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

GIBSON-PATERSON-BROWN
LIMITE
Grocery Brokers and Manufacturers' Agents
WINNIPEG: CALGARY: VANCOUVE

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Head Office: WINNIPEG, MAN.

Our staff of aggressive, thoroughly experienced salesmen are constantly in touch with every wholesaler in Manitoba, Saskatchewan, Alberta, British Columbia and Western Ontario.

If you want real live representation get in touch with us.

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We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
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have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

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Wholesale Brokers *Exporters* *Importers*

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14 Detail Salesmen—18 years' experience—ample capital—personal service.

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Wholesale Grocery Brokers and Manufacturers' Agents

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W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers—Manufacturers' Agents—Commission Merchants

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SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

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Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.

8

Thompson's Sealed Salted Peanuts

Packed in drum-shaped packages to retail at 5 cents. Forty packages to a carton. 22 cartons to a case.

Order from your jobber To-day

"Nifty Brand" whole blanched Jumbos, in 5 lb. tins, with envelopes. Packed in Canada by

A. E. THOMPSON

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Halifax, N.S.; Winnipeg, Man.

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Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
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Concentrated representation within the Province of Ontario

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Confectionery and Grocery Brokers
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Brokers, Importers and Exporters
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GROCERS, CONFECTIONERS and DRUG SPECIALTIES
Montreal Winnipeg
WE COVER CANADA — LOGGIE, SONS & CO.
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W. G. A. LAMBE & CO.
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Established 1885
SUGARS FRUITS

JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
REPRESENTING
J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
Correspondence Solicited Agencies Wanted
LAING BUILDING, WINDSOR, ONT.

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Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
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Reliable representation. Centrally located.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

H. C. BRENNAN
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Frost, Moorman & Co.
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Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

The **CROWN** *Trade-Mark*
on a bag of white beans is a guarantee of their uniform size and choice quality.
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.
BRAND
G. T. MICKLE - Ridgetown, Ont.

C. A. MANN COMPANY
Strictly New Laid Eggs
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Special Attention to Grocers' Orders.
Satisfaction Assured.
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Established 1876
Telephone Main 1581

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Manufacturers' Agent and Commission Broker
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H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections.
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AGENCIES WANTED
We are open to market several good lines of food products.
Manufacturers interested in securing distribution — we invite correspondence.
We work the Retail and Wholesale Trade.
THE VLIT MANUFACTURING CO., LIMITED
Hannan, Manager (formerly with Lipton's), Montreal

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

PEAS WANTED
Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS

Importateurs & Exportateurs	Importers & Exporters
Pois et Feves	Peas and Beans
Produits Alimentaires	Food Products

ST. NICHOLAS BUILDING, MONTREAL

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Spring and Summer Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited. Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST. W., MONTREAL

Your Dollar is worth One Hundred Cents with Us

WEST INDIA PRODUCTS
Direct

COFFEE, COCOA, GINGER, RAW SUGAR, MOLASSES, SPICES, ETC.

Specialty: BLUE MOUNTAIN VALLEY COFFEE
Special Quotations in Quantities

MORSE, HUNTER & SMITH
252 Fairmount Ave. W. MONTREAL

Maple

OTTAWA - 1900 - PARIS

"Highest awards in all countries for past 90 years including 1919"

"Small's Maple Cream bids fair to become World Famous."—Ottawa Evening Journal.

"The name SMALL is standard for Maple quality, and price past 90 years. Advertised in street cars and leading farm and home papers. Stocked by jobbers world over."

PURITY

"I Want the Best"

Whatever customers are buying, that is what they usually say—"I want the best." But when it concerns Maple Syrup, the demand for "the best" is insistent, and they are ready to pay the price. Other people might not be judges of quality in this, our National product, but you can't fool Canadians.—So if you want satisfied customers sell them

Old Colony Maple Syrup

(Guaranteed Pure by Government Test)

Old Colony is absolutely without a rival for quality and purity. Made from the highest grade sap, boiled, strained and clarified until it reaches perfection, it is more than worth the slightly higher price.

Pure Maple Sugar

Our Maple Sugar is made from the same quality of sap, and undergoes similar operations to secure absolute purity.

Write for Prices

All Orders Filled Through Jobbers

Canadian Maple Products

Limited

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Representatives:

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W. H. Escott Co., Ltd.
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Johnston-Lieber Mercantile Co.
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A. Dumoulin & Co.
157 Commissioners St. E.
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Maritime Provinces
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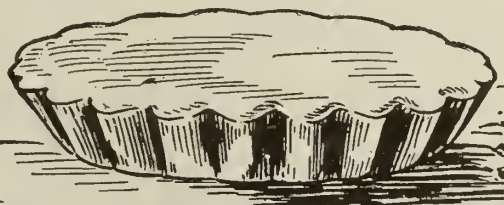

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The New Discovery for Removing Rust Stains

From all kinds of silks, cottons, woollens, colored goods, etc., without injury to the most delicate fabric.

ERUSTO is a long felt want in every household. Here is your chance to supply your trade with this wonderful discovery. Guaranteed to do the work instantly and satisfactorily.

We require representatives in every province—"write us"

National Specialty Company

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Special This Week

GOLDEN ORANGE BRAND NAVELS

Finest Quality Grown

Extra Fancy Tomatoes

Pineapples

New Cabbage

Hugh Walker & Son

GUELPH, ONT.

BEE BRAND JELLIES

A Perfect Jelly At a Perfect Price With a Perfect Profit

For Every Live Grocer who sells

"BEE BRAND"

The Perfect Jelly

We want your cordial support, and in order to have this you must know our goods.

Send us an Order to-day

For one sample gross of our 3 for 25c Packages.

Freight Prepaid to Your Station
We Guarantee Satisfaction

The Bee Starch Co., Ltd.

291 St. Paul St. West

MONTREAL

CENTRE ON KELLOGG'S

LONDON KELLOGG'S

The thin golden crisp corn flakes put up in the red, white and green package and with the words "Made in Canada" and "London, Ont.," printed in red across the face of each package are the flakes with the distinguished flavor.

All particular grocers push the London made Kellogg's Corn Flakes because they are quick sellers, please the consumers and provide good profits to the merchants.

Order your stock now to be shipped at the price prevailing at date of shipment, so as to be sure of your season's supply.

The Battle Creek Toasted Corn Flake Co.

Limited

London - Ontario

Well-advertised lines

Well-advertised lines are always easiest to sell, especially when the quality and price are right.

Our "Neptune" brand Vichy Water and "Robert" brand Vichy-Lemonade are two imported products, backed by our fifty years' guarantee and our intensive advertising campaign.

"Neptune" Vichy Water in Cases of 50 Quarts

Better in quality and lower in price than table imported waters.

"Chateau-Robert" Vichy-Lemonade packed as follows:

CASES 50 QUARTS **CASES 50 PINTS**

CASES 100 PINTS **CASES 100 ½ PINTS**

It is a delicious and refreshing hot weather drink which will satisfy your most exclusive trade.

Samples of Vichy-Lemonade with prices on request.

Laporte, Martin, Limitée

Established 1870

Wholesale Grocers

584 St. Paul Street West -- Montreal

Can We Salvage Our Railways?

THIS is the biggest question facing Canadians to-day—overshadowing even the tariff, housing, wages, "buyers' strike," and other vital questions. Why? Because every man in Canada, with a wife and three children, is paying $80 a year, on the average, toward the running of our National Railways, *whether he or the members of his family ever board a train from Jan. 1 to Dec. 31!*

Frank S. Cahill, M.P.—keenest critic in the House of Commons of the Government in railway matters—has written for April 15th MACLEAN'S a striking article, in which he calls for the handing over of the railways to a private corporation—*to run properly.*

Also, in another striking article a prominent, nationally-famous, business man calls for the appointment of a commission of railway experts—probably (so that they may be unbiased) selected in the U.S. After a searching investigation, he advocates that:

1—Certain lines be leased to the C. P. R.;
2—Non-paying lines cut off;
3—Remaining lines handed over, on equitable basis, to private company.

What do business men think of the parliamentary committee appointed to investigate railway conditions? — "Political probe? Pah!—a bunch of amateurs!"

Review of Reviews

Squandering Uncle Sam's Billions Paul V. Collins
German Industry Recovering Lindsay Bashford
London Journalistic School Founded Lord Northcliffe
"Law-and-Order'—Coolidge Arthur C. Brooks
Rubber Substitute Discovered Pan-American Magazine
Northcliffe's Bathtub Interview Roger Lewis
African Buffalo a Fighter Charles E. Akeley
Suggested Capital-Labor Solution James Kidd
Some Queer Clubs ..... Sunday Express
Sugar From Pumpkins ..... J. N. Bishop
Present Conditions in Roumania Charles Woods
What Is Education? ..... Alexander Irvine
Germany, Shakespeare and Bacon London Times
Auction Bridge for Two A. E. Manning Foster
X-Ray Movies .... Prof. Harold E. Richards
A Vital Factor of Success . Lord Beaverbrook
Should Britain Abandon Mesopotamia? Ikbal Ali Shah
What Should Germany Pay? Bernard M. Baruch

—also

Articles — news and feature

"GIVING AWAY OUR PROFITS"—
By Agnes C. Laut.
A strong plea for Canadians to make the most of their raw product assets,—particularly pulp and fur.

"OIL IN THE SPLENDID SIXTIES"—
By Victor Lauriston.
The romantic story of the oil boom in Western Ontario half a century ago.

"OUR AUTHORS GET TOGETHER"—
By Arthur Stringer.
Union of Canadian pen-pushers and typewriter-tappers is formed in Montreal—what it means to our Country.

"THE MORAL HAZARD"—
By Guy Morton.
What happens in Spring if you insure your flivver at the valuation of a Rolls-Royce.

Fiction—bright, national

"PAWNED"—
By Frank Packard,
the noted Canadian author. A big instalment of this serial, with wonderful illustrations painted, in Italy, exclusively for MACLEAN'S, by Charles L. Wrenn.

"A JUNGLE MEAL TICKET"—
By Stanley R. Hofflund.
A toothless lion, two elderly men, a young man and a girl evolve their destinies. Illustrations by Mary Essex, of Montreal.

"NIGGER, STOP DAT FIGHT"—
By Archie McKishnie,
of Chatham, who knows how to tell a droll story of "cullud pussons." Illustrations by H. Weston Taylor.

"SALVAGE"—
By Charles Christopher Jenkins.
An unusual North Country story, by a staff writer on MACLEAN'S who has lived what he writes. Illustrations by R. M. Brinkerhoff.

APRIL 15th ISSUE **NOW ON ALL NEWS-STANDS** ***20 CENTS***

MACLEAN'S
"CANADA'S NATIONAL MAGAZINE"

Keen's Oxford BLUE

Has Every Quality That Can Be Desired

You can highly recommend this reliable blueing and it will more than meet your customers' expectations and assist in increasing your sales.

Stock up on **Keen's Oxford Blue** so that you can meet the Spring Demand.

MAGOR, SON & COMPANY, LIMITED
191 St. Paul St. West, Montreal 30 Church St., Toronto
AGENTS FOR THE DOMINION

Selling Agents for

The Largest Independent Packers of Canned Fruits, Vegetables and Jams in Canada

Cape Breton:
E. BROOKS BALL
Sydney, N.S.

New Brunswick:
J. HUNTER WHITE
St. John, N.B.

Manitoba, Sask., Alberta and B.C.:
STROYAN & DUNWOODY CO.
Confederation Bldg., Winnipeg

Nova Scotia:
COLWELL & BINNEY
Halifax, N.S.

Quebec Province:
FORBES & SON
291 St. Paul St. W., Montreal, Que.

Ontario:
GRIMSBY BROKERAGE CO.
106 Bay St., Toronto, Ont.

These agents are now carrying full lines of samples and can make immediate shipments from their own stock. It will pay you to wait for our agents' call before placing contracts for the New Pack.

Packed Under Government Inspection

The Grimsby Fruit Growers, Limited

Growers, Packers, Shippers, Canners and Preservers of
CANADIAN FRUITS and VEGETABLES
GRIMSBY, ONTARIO

CANADIAN GROCER

VOL. XXXV. TORONTO, APRIL 22, 1921 No. 16

Should Net Weight Appear on Canned Goods Label?

J. L. Durand, of Three Rivers, Que., Starts Discussion on This Subject—Canners Claim That Public is Adequately Protected By Present Government Regulations

By Staff Correspondent Canadian Grocer

MONTREAL.—(Special).—A number of retail grocers have expressed the opinion to Canadian Grocer that the net weight of contents of tins of canned vegetables and fruits packed in Canada should be stamped on the cans. In the case of most brands of canned meats, pork and beans, etc., the net weight does appear on the tins. The contention of some of the grocers is that the absence of the net weight on the tins handicaps to some degree the sale of the canned goods.

A Logical Handicap

J. L. Durand, a grocer of Three Rivers, Quebec, first brought up the question. Mr. Durand, in speaking to a representative of Canadian Grocer, said: "You will notice on most of the cans of fruit and vegetables packed in Canada the net weight of the contents does not appear. Tins vary in dimensions and in design. When a woman asks for a can of peaches the grocer will, in all probability, hand her a tin of the Canadian pack. The average woman does not buy without a little investigation and generally asks to see some other brands. Value for the money paid is one of the big factors in every sale and the buyer naturally tries to determine which tin contains the most. They may be of different shapes and the mere appearance of the tin indicates nothing. She sometimes asks the grocer the weight of the tins. He is only able to tell her approximately the gross weight of the goods. In many, many cases this is the one determining factor in the sale and often a little more is added to the trade balance against Canada.

Guessing At Weights

"Many grocers have the impression, whether it is right or wrong I do not know, that canned vegetables are packed to standard weights, such as 2 lb. and 2½ lb. tins of tomatoes. I have found, however, that the gross weight of tins varies considerably. The grocer is therefore at a loss to know what to tell his customer when he is asked the net weight of canned goods. I personally believe that it would be of great advantage to the grocers, to the canners and to the Canadian public to either have it compulsory to have the net weight stamped on the labels or the canners voluntarily agree to state the net weight on each of their cans. Furthermore, I believe that it would noticeably increase the sale of Canadian canned goods."

Another Grocer's Opinion

J. E. Teatrault, manager of N. Mitchell & Co., general store, Granby, Que., expresses the same opinion in this regard. He, too, claimed that many people enquire the net weight of canned goods and are not satisfied with only judging the weight of the goods by the size of the containers. "When the customer sees the net weight of the contents stamped on the label," said Mr. Teatrault, "it gives them a little more confidence in the goods they are buying and if the grocer will note it, it makes the selling of such lines easier."

Applies Particularly to Cleansers

Mr. Teatrault enlarged the idea by saying: "I believe that the idea of having the net weight stamped on tinned goods applies particularly to such lines as cleansers and there are a great many of them on the market to-day. There are hardly two of them put up in the same sized tins and the prices vary considerably. If a customer is quite satisfied with two or more of the brands and wants to compare their values she is at a loss for the size of the containers indicates practically nothing. In these lines in particular I would like to see the net weight given."

The Packer's Viewpoint

Canadian Grocer took this matter up with the Dominion Canners, Ltd., of Hamilton, Ont. When asked for his opinion with regard to the practical side of this idea as expressed by a number of grocers and for an expression of the attitude of the canners towards its adoption, W. R. Dryman, of the above mentioned company, said: "We would like to give the matter some consideration before giving a direct answer. However, we may tell you that there is some misapprehension as to the weights of canned vegetables and fruits. For instance, there is no such thing as a two-pound tin of tomatoes. The designations, 1's, 2's and 2½'s tins simply indicate the size of the containers and are terms which are arbitrarily used both in Canada and the United States.

Sizes of Tins Standardized

"The sizes of the tins are regulated by the government as laid down on page five of the Supplement to Canada Gazette. You will there see that any variation in the size of the containers requires that the net weight in ounces be stamped on the label of the tin. Further, on page eight of the supplement it states that a No. 2 tin of tomatoes must be filled full of tomatoes, with enough allowance for head space. By that we mean the air space between the top of the tin and contents sufficient to allow for processing, to prevent bulging of the tin that would result if the tin were filled full.

Minimum Net Weight Stated

"The same regulations also state that the minimum net weight of the No. 2 tin of tomatoes shall be 19 ounces, etc. In fact, the regulations in Canada are much more complete than they are in the United States and we cannot see where there would be any advantage to the consumer in having the net weight of the goods stamped on the label. As a matter of fact it would only add to the expense of the goods for a few years for the reason that we, as perhaps all canners, have a considerable quantity of

labels in our warehouse which would have to be reprinted, and it would cost very nearly as much to reprint these as to purchase new labels.

Variations in Weight

"With regard to the variations in the weight of canned tomatoes, I might say that if a can were filled with water it would weigh quite as much as if it were filled with tomatoes and therefore the net weight has little to do with the actual quantity of tomatoes that the purchaser will get in a tin. The grocer is always protected, and through him his customers, if he buys goods put up by reliable packers and under well-known brands. It goes without saying that any packer who values his reputation is bound to give good value.

Variations in Canned Fruits

"There is another difficulty in marking the net weight on canned goods since there is quite a variation in the weight of certain kinds of fruits and vegetables, which also vary according to the amount of sugar in the syrup and the condition of the fruit. For instance, a can of pitted cherries will weigh more than a can of unpitted cherries and a can of apples of one variety will weigh more than a can of apples of another variety. Our contention is that the net weight of canned goods varies so much that it is almost impossible for the canners to mark on their labels the weight of the contents of most fruits or vegetables and that already the government regulations are ample to protect both the retailer and his customers.

Canners Open to Conviction

"However, we ourselves are open to conviction and our desire is to do all we can to increase the consumption of canned goods made in Canada. We will be only too pleased to adopt any measures that will insure this, but at present we really cannot see how the marking of the net weight on the cans will mean an increased consumption."

B. C. Grocers out to Improve Trade

Enthusiastic Convention of Retail Grocers From Various Parts of the Province Is Held in Vancouver—Points of Difference Between Wholesale and Retail Trades Discussed—H. Johnson, Jr., Talks

By Special Correspondent Canadian Grocer

VANCOUVER, April 19.—Commencing at noon on Wednesday, April 13, a convention of retail grocers from various parts of British Columbia met in session in the board room of the Retail Merchants' Association at Vancouver.

The following resolution sets forth the purpose of the convention:

"Whereas this meeting of retail grocers of the Province of B.C. deem it advisable that a Provincial Association, as a section of the Retail Merchants' Association of Canada, should be formed, in order that its members shall have an adequate means of expressing their desires on all matters affecting their business and trade interests, both Provincial and Federal, it is hereby resolved that a Provincial Association of Retail Grocers be formed as a section of the Retail Merchants' Association of Canada."

Points of Difference

There are very serious points of difference between the retail grocers in British Columbia and the wholesale grocers serving them. These differences have tended to embitter both parties and finally the Vancouver grocers' section decided that the time had come to get together and to clear the air.

The following resolution sets forth some of the malpractices which were considered:

WHEREAS the retail grocers of this Province of British Columbia in convention assembled protest against the encroachment of the wholesale grocers upon their legitimate trade by selling to hotels, restaurants, hospitals, logging camps, saw mills, tug boats, farmers, contractors, section men, bridge crews, boarding houses, etc., thus taking away the legitimate trade of the retail grocer, which we consider is detrimental to our interest and if continued must jeopardise our financial investment and seriously impair our ability to remain in business, and,

WHEREAS it is the custom of wholesale grocers to sell their employees at cost, and as said employees are abusing the privilege by supplying their friends at cost prices, and,

WHEREAS retailers in almost all other lines of trade, particularly tobacconists and confectioners, are able to get groceries at cost, and,

WHEREAS the retail grocery trade is the acknowledged system of distribution to the consuming public,

Therefore be it resolved that this convention of retail grocers demand the discontinuance of this practice immediately, and further demand that the wholesale grocers confine their sales to the legitimate retail grocer.

Want to Get Together

A glance at the list of delegates present exhibits a decided wish on the part of both the wholesalers and representative retailers to get together, discuss their differences and resume harmonious relationships at the earliest possible moment. The retailers generally are very well pleased at the success that has met this effort, and the following resolution was worded and proposed and seems to point to happy relationships in the future.

WHEREAS this meeting of wholesalers and retailers engaged in the distribution of groceries in this province is unanimously of the opinion that every effort should be made to conserve the legitimate interests of both wholesalers and retailers, and as far as possible define the limits of the respective territories in which the wholesalers and retailers may solicit business.

It is hereby resolved that a committee representing the grocers of B.C. be appointed at the convention of the retail grocers to-day and that the functions of this committee shall be to prepare a list as nearly as possible Province-wide in its application, such list to contain the names of parties who may be considered to be entitled to wholesalers' prices.

It is further resolved that the committee mentioned in the foregoing shall meet the representatives of the wholesale houses in the immediate future for the purpose of considering the list prepared by them and that the final agreement reached between the said committee and the wholesale houses shall be filed with all branches of the Retail Merchants' Association of Canada in this Province, and with the wholesale houses concerned.

It is further resolved that in cases in which wholesale grocers are invited to supply persons, firms or corporations, whose names do not appear upon the list which may be agreed upon, shall file particulars with the Provincial Secretary of the Retail Merchants' Association of Canada, who shall co-operate with the wholesale houses in securing immediate information from the locality from which the application comes for the purpose of ascertaining whether such parties are entitled to have their names added to the list agreed upon.

"Your Troubles Are Ours"

At a banquet in a private luncheon room at the Hudson's Bay, an enjoyable session was held and an entertaining and instructive address was delivered by Mr. Crowder, druggist, the president of the Vancouver branch of the Retail Merchants' Association, on the subject of "Your Troubles Are Ours." He assured the grocers that besides having the advantage of a provincial body which could speak for grocers they could at all times feel that they had the whole body of retailers in British Columbia, and indeed in the whole of Canada, behind them in whatever action they found it necessary to take.

Henry Johnson, Jr., Speaks

A very hearty welcome was also given Paul Findlay, a retail merchandising authority of international repute, better known to Canadian Grocer readers as "Henry Johnson, Jr."

At the Thursday afternoon session Mr. Findlay addressed the convention on the subject of "The Oriental," as a problem in the retail business on the Pacific coast, and he gave the meeting the benefit of his knowledge of the Oriental problem as it exists in California.

Continued on page 32

Ice Cream Sales Total $300 Weekly

J. G. Gray, Bradford, Ont., Has Made Ice Cream and Kindred Refreshments a Profitable Sideline in His Grocery Store—Has Complete Equipment Including Soda Fountain and Ice Cream Cabinet

"ONE of the best schemes to stimulate sales on ice cream is to put in a window display,'" stated J. G. Gray, of Bradford, Ont., to a representative of Canadian Grocer. "And for this purpose, I know of no better advertising than the cards and display matter sent out by the manufacturers of ice cream."

Mr. Gray had received, a few days previous to the visit of a Canadian Grocer representative, a bunch of such display matter. Some of these cards were real works of art, each portraying a suggestion that at once conveys to the mind of the person or persons looking at them a desire to drop into the store for a refreshing dish of ice cream, or the impression that a brick of ice cream would be a joy to the folks at home. These cards Mr. Gray uses to good advantage in dressing the window, placing them a little to the rear and in front, arranging dummy ice cream brick cartons, piles of grape juice, ginger ale and other soft drinks in bottles. Fresh fruits in baskets are also displayed, which makes a very attractive and suggestive display.

Has Complete Equipment

Unlike some other retail grocers who serve and sell ice cream, Mr. Gray has a separate room. In fact, this room is really another store that has been taken over and a connecting door made between the two stores.

It is equipped with soda fountain, cabinet with storage capacity for three ten-gallon cans of ice cream and another cabinet with capacity for one hundred one-pint bricks. The room has seating accommodation for 24 people. Attached to the fountain is a nut grinder which, according to Mr. Gray, is a valuable article. "To my mind, anything that tends to be of a sanitary nature in the handling of ice cream adds just so much more money in my pocket. Take ground nuts, for instance. The usual custom is to keep an open dish on the fountain containing the ground nuts. When a sundae is being made, a spoon is dipped into this dish, which soon becomes wet and gummed up with the nuts and does not look very appetizing. With the grinder, however, this is all done away with. We simply keep the hopper of the grinder filled with walnuts, filberts or whatever nuts we are using. The sundae is held under the grinder and a couple of turns of the handle grinds sufficient nuts for the dish. This method is simple and clean, and the nuts look fresh to the customers.'"

Sales Average $300 Weekly

All sundaes and sodas are served in cone-shaped sanitary cardboard cups which are held in a specially constructed silver dish. These cone-shaped cups are made in different sizes to contain just so many ounces and no more, permitting Mr. Gray to know positively how much profit there is made on every portion served. Then again they eliminate the labor of washing, which more than offsets the cost of the cup. The average sales per week during the six months commencing the first of May and ending the last day of October in the year 1920 were $300, and last year was a cold summer, too. This amount, perhaps, may not appear a large sum, but it must be remembered that the big end of Mr. Gray's business is groceries, which consumes a vast amount of time and energy, also the fact that Bradford is just an average country town of some 1,200 inhabitants, a town wherein three other stores sell ice cream.

Mr. Gray also has a splendid sale of ginger ale, which is also served in the ice cream room and on which Mr. Gray remarked, "there is good profit on selling ginger ale. We just simply take the top off the bottle, put a straw in it, and serve it that way. Since handling —— dry ginger ale, I find the business steadily increasing. Customers like it much better than any brand that I ever sold, and they tell me so. It is considered a small Saturday's business if we do not sell at least a hundred bottles."

Ice Cream the Year Round

"The profit on selling ice cream for home consumption is not as great as it is when served in the room and consumed there," said Mr. Gray, "but it is very satisfactory, and I only wish that the average profit on general groceries was as large."

The ice cream room is not kept open for the serving of ice cream the year round. It is only used for about eight months, from the beginning of April until the end of November. Ice cream, however, is handled for home consumption the entire twelve months. Mr. Gray only stocks it in brick form, but for special functions, when a quantity in bulk is desired, it is procured when a day's notice is given. The sales of bricks in the store for the year 1920 throughout averaged 100 bricks per week.

This Grocer Finds That Courtesy Always Brings Good Returns

WHILE in a grocery store in a city suburb the other day, a representative of Canadian Grocer was impressed with the really attentive manner of the merchant in looking after his customers. He called everybody by name, adding some little comment about the weather, or how was so and so's baby, etc. When the telephone rang, again the nice business-like tone of the grocer was impressed upon the visitor. Mrs. —— wanted a particular butter. He didn't have it, but instead of saying, "No, I haven't it Mrs. ——," he remarked, "I am very sorry I haven't it, but I have another make that ——— (here naming three names of women well-known to this customer), are using, and who like it very much. It is slightly higher in price, but I am sure if you care to try it, you will like it. If you don't, I will gladly refund the money." The customer decided to try it.

Instead of losing a sale, one was made, and very likely secured a new customer, as the Grocer representative learned that this woman was not a regular dealer at this store.

Discussing the incident with this grocer, it was learned that he made a strong point of giving service all the time. "I endeavor to study my customers, and all the people that come into my store," he stated. "If new people move into my district, I send a circular, telling them about my service, quality, etc., or if a customer of mine moves away to another district I recommend a store. It pays to do so, because at some time or other new people will come into my district, and on more than one occasion customers have told me that they came first to me because Mr. ——, their former grocer, had recommended me. I find it always pays to treat customers, travellers and everyone who comes into my store in as nice a way as possible."

Restrict Sales Tax to Source of Supply

After Much Consideration Dominion Board R.M.A. at Ottawa Has Decided to Recommend Course of Action—Retailers Must Not be Guided by Suggestions of Other Organizations—Ask For Definitions of "Manufacturer" and "Importer"

From Special Ottawa Correspondent Canadian Grocer

IN the following carefully prepared statement, which is for the consideration of retail merchants throughout Canada, and a copy of which has been forwarded to the Minister of Finance, the Dominion Board Retail Merchants' Association of Canada points out some objectionable features regarding any proposal to place a sales tax on retail merchants. The keynote of the statement is that retail merchants must not be guided in this important matter by what other organizations suggest. The matter has been thoroughly considered by the board and by important branches of the association throughout the country, and there appears to be no other adequate solution than that the tax be collected at the source of supply, the Government having all the facilities for collecting the same at a comparatively small cost. The statement and recommendations of the Dominion Board follow:

Considering the experience that all classes of retail merchants have had in all parts of Canada with regard to the operations of the luxury tax, and also with regard to the present sales tax, under which the Dominion Government is endeavoring to compel a large number of retail merchants to take out a manufacturer's license and collect a sales tax from their customers, and which is being strongly opposed by us in the courts, it is very essential that whatever system of taxation is proposed for the future should be free from annoying complications and be collected at the lowest possible cost.

Investigation and Enquiry

The question of securing the best and the most economic method has received very careful thought and attention by the members of the Dominion Executive Council and Dominion Board of our association, and, as a result of our investigation and enquiry, the following resolution was unanimously adopted and presented to the Dominion Government:

Resolution

Whereas if it be the intention of the Dominion Government to continue the sales tax and extend its application to those engaged in the retail trade, we recommend that such tax be collected at the source of supply, namely, from the manufacturer and the importer, and carried as the present sales tax is carried, thus achieving the desired end, and more economically collected, and in this way the tax would be absorbed in the same manner as all systems of taxation are absorbed, and that the words, "Manufacturer" and "Importer" be properly defined in the Act so as not to include retail merchants.

Consider Cost of Collection

A great many proposals have been advocated by various commercial and financial organizations, as well as by some portions of the press. The arguments they present only confirm our belief that retail merchants must not depend upon other organizations who have not given the retail problem proper consideration to advise them regarding the retail trade. Our proposal, which is set forth in the above resolution, places the proposed tax at the source of supply, and as the Government now has all the facilities for collecting the same the additional cost will be very small.

There Should Be No Discrimination

The argument used by some that as the tax is passed on from the manufacturer to the wholesaler, to the retailer, and to the consumer, it will be pyramided, has no value whatever when we consider that the proposed tax is a very small matter in comparison with the rate of duty and revenue tax that is collected on some manufactured and imported articles at the present time, and no one would ask the importer or manufacturer to refrain from placing his profit on the duty he paid. Duty is part of the cost, and a sales tax should also be part of the cost; the only difference we see is that Customs officials who collect duty at the port of entry and through the Revenue Department are paid for their services, but those who are asked to collect a sales tax at the source of supply and who pass it on to the retail merchant, who in turn passes it on to the consumer, receive no remuneration for their services.

The Plan of Collection Must Be Simple

Our plan as set out in our resolution does not require the Government to engage a vast army of tax collectors, auditors, inspectors, bookkeepers, and clerks, etc., to travel all over Canada and collect a turnover tax from two hundred thousand retail merchants when the amount required can be collected at the source of supply at a very small cost.

The Same Rate Would Be Unfair

To place a tax of one or two per cent. on the sales of all classes of retail merchants, irrespective of the amount of profit they make, is absolutely unfair to the retail merchant who is compelled to make a large turnover in order to secure a small profit. To differentiate between the rate of percentage to be applied to each line of retail trade would cause great confusion and its application would be very injurious to general store merchants who carry nearly all classes of merchandise which bear varying percentages of profit. This is one point that is entirely overlooked by those who advocate a tax on the turnover or sales of all retail merchants.

Peddlers and Agents Would Escape

Then, again, if the Government should decide to collect a sales tax from all classes of retail merchants, the thousands of peddlers and agents who travel from place to place selling goods would escape taxation, and in this way retail merchants would be discriminated against.

All Taxes and Costs Are Passed On

The argument put forth by some that by placing the tax at the source of supply, viz., on the manufacturer and the importer, and having it passed on to the retail merchant, it would mean that the retail merchant would be compelled to pay this tax to the manufacturer and the importer when he purchased the goods, whereas if he paid a tax on his sales he would only pay when he sold the goods. This argument is deceptive and misleading because it infers that the manufacturer and the importer is asked to pay a tax to the Government on their sales and not pass it on to the retail merchant. We are all well aware that, no matter whether it is taxes or other costs that are paid out by the manufacturer or the importer, they are all passed on to the retail trade in one form or another, and they become part of our cost.

Must Be Collected at the Source

Our strong objection to having a sales tax or turnover tax collected from retail merchants is the enormous cost that will be incurred in collecting it. As loyal Canadians we want to see the war debt paid. We want everyone to pay his share, and we want the amount to be collected done so at the lowest possible cost. This cannot be done by endeavoring to collect it from two hundred thousand retail merchants, and engaging an enormous staff of collectors, clerks, in-

Continued on page 39

Service in Fruits Means Other Sales

A Customer Who is Satisfied With Her Fresh Things Will For That Reason Buy Other Commodities Too—Impressed With Perishables, the Customer Believes Everything in the Store is of a High Order

By HENRY JOHNSON, Jr.

"THE writer is not yet familiar with the per cent. of volume the fruits and vegetables form in the average grocery, but he is only familiar with one store where a really good job is being done in trying to sell the purchaser on these products in any but the ordinary corner grocery display style. You know what is meant."

Such is the next paragraphic inquiry in the letter quoted fully last week.

What percentage of the volume consists in fruit and vegetables in the average store I do not think is yet known to anybody. It is, I think, quite accurate to say that where perishables are given preferred attention the store is more profitable than where they are neglected or treated as a mere side issue.

This because fresh goods are of daily, constant interest to all of us. To be palatable they must be as fresh as possible. Therefore they must be bought as nearly to the time of consumption as practicable. Hence, every visitor to any store is attracted, inevitably, by an abundant display of fresh perishables, and is apt to be repelled by one that is disorderly, inadequate or neglected. This applies in varying measure to any store anywhere, no matter what the general character of its customers.

Therefore, practically anywhere there exists the opportunity to build business on the perishables department; and business built thereon reacts most favorably on every other department. A woman who is satisfied with her fresh things is not liable to object if you charge her adequately for coffee, flour, table luxuries, even though your prices range sufficiently higher than your neighbors' to cover the better character of your service. The very fact of your selling her better perishables in better condition leads her to gain the impression that everything in your store has a higher intrinsic value than what she might find in less attractively arranged stores. If therefore your other service is well rendered you enjoy preference—and that is good will, the most valuable thing you can strive for.

Correct Margins in Perishables

The study of margins in this line should be followed out with the utmost exactness and detail. For it ramifies into endless items, shades and diversities, with variations in the factors throughout the seasons and in various kinds of seasons.

Six or seven years ago a high service store could aim at around 30 per cent., average margin, and make fair net earnings. But careful investigations made in 1918 by several chains of self-service and limited-service stores showed that such a margin, at that time, was not too wide for their needs.

Stanton, the originator—so reputed—of the "groceteria," in Santa Monica, California, has studied this very exhaustively. His story may be of real value, so I insert it here as I got it nearly three years ago:

"We buy only the highest standard brands, where such are to be found in perishables, because then there is no come-back," is the keynote. Such a declaration coming from such a source is of special significance. For Stanton's chief appeal is based on the idea that, as he cuts service and the cost thereof, he is enabled thereby to sell at reduced figures. The force of this appeal, regarded superficially, would seem to lie in the implied promise to sell-for-less. But the statement, coupled with close observation of the business and talk with the personnel, shows what I have always found true: That any successful business is built on intrinsic merit of goods and reliable service. You can call the store what you like—this factor is at bottom of all success.

The real appeal, therefore, rests on the thought: "We sell reliable, high-quality groceries at modest prices. We do not handle trash, no matter how cheap it may look, nor how much thereof others may think it wise to handle."

Stanton does not fool himself. He knows precisely what he is doing. He operates each department to make it pay its way on its own merits. Here are some of his points on perishables:

Limited Service Goes With Perishables

While his stores are self-serve throughout, he gives limited service with perishables. This because experience shows customers cannot be permitted to handle and paw over the stock without the loss being too great. So in different stores he has from one to three or four clerks assigned exclusively to the perishables department.

He charges a just proportion of rent, light and other fixed general charges and the wages of the clerks employed in them to the perishables departments. He charges the merchandise at both wholesale and retail figures, so that by inventorying he can tell exactly what the shrinkage is, and he thus deduces the following: Average shrink, omitting potatoes, is 7 per cent. Including potatoes the shrink is 6 per cent.

A man working alone in a small perishables department can handle sales of $30 daily. That is about the limit, though three men in a large department can handle $100 daily. With minimum wages of $20 per week the department which can be run by one busy man is profitable, and one that will keep either two or three—or more—men busy is likewise profitable. But a department too large for one or two men to handle and yet not large enough to keep two or three men busy is very difficult to make profitable. We see, therefore, that wage expense is 10 per cent. and upward.

He had been figuring 25 per cent. average margin, but as a result of the recent analysis he was adding a mark-up of 43 per cent. on the average to yield 30 per cent. margin on sales. Is this not rather conclusive evidence that merchants generally mark their perishables too low?

An exception is citrus fruits. These he sells on a 25 per cent. margin because they are so staple in character and move so freely that 25 per cent. is ample margin.

As a hint on how carefully the efficiency of such a chain of stores is guarded we may take this: That Stanton had just opened a store in Los Angeles for a special purpose. This is to purchase and assemble fruits more than to sell. Here is the why:

Operating his 22 stores in Santa Monica, a beach resort about 20 miles from Los Angeles, his buyers of perishables formerly had to leave Santa Monica at between 2 and 3 a.m. to get the earliest garden pickings and return in time for the opening of business. Thus he paid first-asking prices, which were between 8 and 12 per cent. higher than later offerings. Now, by having a buyer on the spot he can wait until 8 or 9 o'clock, after the early rush is over, and gardeners glad to clean up at considerable concessions from first figures. By making careful selections of such remaining offerings he is able to get choice goods which yet can be on sale in his Santa Monica stores about noon, and which, by skillful storage, are perfectly good for the following morning trade.

I think the time is specially ripe to develop this line and believe men everywhere are going to do it, because the coming of prohibition has given an immense push to the fruit business.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

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GETTING BACK TO NORMAL

ARE you keeping your stock moving? Have you lines on your shelves that are not being turned over as rapidly as is profitable? No doubt there are a number of merchants who have goods on hand that are not selling as rapidly as they would wish. It should be the endeavor of every grocer to keep his stock moving, that is, all lines, if he is to make his business show satisfactory returns.

The example of a jobber in the United States is interesting, and it would seem might well be followed perhaps in a smaller way by many retailers. Quoting a bulletin of the National Wholesale Grocers' Association, "this jobber melted $100,000 into cash, that was frozen in slow-moving stocks that required special attention. They got it." Retailers, too, who find they have lines that at present represent a slow turnover, should exert every effort to sell them, to turn them into cash, replacing them either with other lines, or else having created a demand for them, with new goods of the same kind.

The present affords an opportunity to sell lines now, that during the past four or five years have not been receiving an active inquiry. Devoting some attention to goods of a special character is always good business, and even in the experience of this jobber, he has found it profitable to bring back into his stock, goods that have not been selling for some time past. In this way he has maintained his trade on a very satisfactory basis, and the retailer following his lead will find too, that his turnover will be increased by applying selling effort to various products for which there is not a particularly brisk demand.

What this wholesaler has really accomplished in this period, when every effort is being made to bring business to normalcy, is told in an article in this issue. It narrates a striking example of what can be done when one goes at it, and retailers will profit by reading it closely.

SELLING HOUSE-CLEANING LINES

NOW that the early spring weather has apparently come to stay, housekeepers are turning their thoughts toward the semi-annual house cleaning siege. Many lines that have been more or less dormant on the merchants' shelves for the past few months will be in great demand for the next month or six weeks. Scouring and cleansing powders, metal and silver polish, brooms, brushes, floor wax, furniture polish and the many other lines that tend to lighten the housewife's burden at this season of the year, will be requested.

Window displays of these goods can be effective in stimulating sales and can be made very attractive to the passerby. To get the best results from the window displays it is necessary to have the co-operation of the whole sales staff and also the interior displays should be linked up with the windows. This need not be an elaborate display, but a table set aside for house-cleaning supplies or a few lines placed on the counter will make the suggestion that leads to an increased turnover on lines that do not enjoy a regular and steady sale the year round.

EDITORIAL BRIEFS.

MANY a merchant hires an orchestra to attract loungers, and forgets the little silent salesman—the price ticket.

* * *

THE STORE that succeeds is the store that serves—that saves time and steps—that offers what customers want, and makes it simple, easy, pleasant, to buy and get away.

* * *

A CHEERFUL smile and a hearty thank you from a clerk enthusiastic for the store are worth many dollars. Enthusiasm usually has to begin with the proprietor.

* * *

SUCCESS isn't made up of orders. It is made up of repeat orders. And a good customer, wrongly treated, is soon off the books. Explain this to every salesman.

* * *

THE PROFIT that is represented in a quick turnover of "perishables" is sufficiently attractive to appeal to all grocers. From now on is the time to sell fresh fruits and vegetables, and the merchant who is keeping them constantly displayed will do a great deal to increase his sales.

* * *

ACCORDING to a report emanating from the retailers' association in Moose Jaw there is some opposition in that section of the west to a proposed tax of one per cent. on all turnover. Preference is expressed for a tax of three per cent. at the source of supply, claiming that a tax of one per cent. applying to all branches of trade would be harder on the grocer than on any other retailer.

* * *

THE RETAIL grocers of British Columbia have formed a province-wide organization, that is enthusiastic over what it is going to do in the interests of the trade on the Pacific Coast. The grocers out there have had some grievance against wholesalers who are selling to people who legitimately should be customers of the retailer. At a convention last week an endeavor was made to reach a better understanding between the wholesaler and the retailer, and one of the good results that it is hoped will result from this gathering will be the entire elimination of this practice of selling to consumers.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

MARITIMES

Injunction proceedings to prevent daylight saving time being made operative in Fredericton, N.B., from May 22 until Labor Day, as ordered by resolution of the city council recently, are being considered by members of the Fredericton Labor Council.

QUEBEC

E. S. Hazel has been made store manager of the grocery store of F. P. Houlahan & Co., grocers, Dufferin Avenue, Sherbrooke, Que.

J. A. Paulhus, managing director of the D. Hatton Co., Montreal, left last Saturday on a trip to Europe with his wife. Mr. and Mrs. Paulhus will be away for the next two months.

W. A. Thompson, assistant sales manager of the Atlantic Sugar Refineries, Montreal, was out of the city this week on a business trip.

ONTARIO

D. Thorpe, Chatham, Ont., has sold to Mackerel.

W. H. Ryckman & Co., Hamilton, Ont., is sold to H. D. Elliott.

St. Catharines, Merritton and Thorold have decided to put daylight saving into effect at midnight April 30.

Johnson & Beesly, Straffordville, Ont., general merchants, have sold their business to J. W. Guiggan, also of Straffordville.

Mr. Metcalfe, of Grimsby Fruit Growers, Ltd., Grimsby, Ont., is leaving for a trip through Western Canada on April 30.

Mr. Robinson, of Grimsby Brokerage Co., Toronto, will be visiting Eastern provinces next week in the interests of the Grimsby Pickle Co.

Archibald Hutchison, vice-president of St. Lawrence Starch Co., Port Credit, Ont., is leaving shortly for a three months' trip to the Old Country.

The death occurred suddenly in Wingham, Ont., on Thursday, April 17, of Mrs. Mary L. Hanna, widow of John Hanna. The late Mrs. Hanna for over forty years had conducted a general store business. She is survived by three daughters and one son.

Merchants in Kelowna, B.C., are observing Thursday half holiday from the 1st of April until September.

ZEPHERIN HEBERT, Montreal.

Who has been elected a director of Loew's, Montreal, Theatre. Mr. Hebert is president of Hudon, Hebert & Co., wholesale grocers, and known to the trade throughout Canada.

Food Building Will Not Be Ready For This Year

Toronto, April 20.—(Special.)—When the Board of Control opened the tenders for the proposed new Pure Food Building at the Canadian National Exhibition they found that the lowest tender was $51,000 above the estimate given by the architect. The original estimate was $150,000, while the lowest tender was $201,000.

The Exhibition Board and the Food Products Association both advised against the acceptance of the tender at the present time. It meant an increase in the rate per square foot of 30 cents above the estimate. The result is that the new Pure Food Building will not be erected this year, but in all probability matters will be straightened out in good time for the erection of the building next year.

The executive of the Food Products Association held a meeting on Monday and discussed the matter. The members felt that in six months' time conditions would be sufficient to warrant the matter being gone into again. The Exhibition Board feel the same way, and it is quite likely a general meeting will be called at this year"s Exhibition to again discuss the whole proposition.

Ottawa Grocers' Position Now "Second to None"

Ottawa, Ont., April 19 (Special).—The local Retail Grocers' Association at its meeting recently elected an executive committee, the election resulting in A. Roache, R. Edmonson, G. Stoate, J. Patterson and J. A. Walsh being appointed, the first named being chairman.

B. G. Crabtree gave a splendid address and requested the members to give the new president the same measure of fine co-operation they had always extended to him. He believed that the reputation of the Ottawa Retail Grocers' Association would go far and keep its proud position of "second to none" in the Dominion.

A. E. Kelly, the new president, took the chair and assured the members that they could certainly go ahead if each one determined to do his best to make the association a greater power than ever. The success of the Pure Food Show proved what co-operation could do and should spur them on to other things that were needed.

A tribute to the worth of the Retail Merchants' Association was voiced by Mr. Kennedy, first vice-president.

Remodels Store Front and Makes Better Display

Sherbrooke, Que., April 18.—William Murray & Co., Ltd., grocers, of this city, have had the entire front of their store remodelled so that the window space on each side of the entrance has been greatly increased. This store has now two large display windows each of which has two open sides. One faces on to the street and the other faces towards the hall-like entrance to the store. The interior of the store has also been remodelled and redecorated. A gallery has been built across the back of the store which affords an office for the store manager and for the bookkeeper. New wall cases have been placed in the store with the patented, pivoted bins for holding the bulk gods. The two windows are finished with polished hardwood floors which add materially to the attractiveness of the windows and make the windows adaptable to a style of window dressing which, in grocery stores, is unique.

An International Committee Wholesale Grocers Form

Canadian Wholesale Grocers' Association is Represented on Committee by A. C. Pyke and T. H. Kinnear—Conference is Held in Chicago When Present Conditions in Trade Are Discussed

TORONTO, April 20.—A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association, and T. H. Kinnear, treasurer, attended a conference of wholesale grocers from all parts of the United States, in Chicago, at the latter end of last week. Between four and five hundred grocers were in attendance. They were brought together at the instigation of O. J. Moore, of Sioux City, Iowa, vice-president of the National Wholesale Grocers' Association of the United States. The object of the gathering was to discuss present conditions in the trade and ways and means of relief.

A number of splendid addresses were given, reviewing business conditions generally and the wholesale grocery trade in particular. One of the results of the gathering was the appointment of an international wholesale grocers' educational committee consisting of eleven members. Both Mr. Pyke and Mr. Kinnear were appointed to this committee. One of the first things that it will do will be to investigate through experts business conditions throughout the United States and Canada, with a view to a better understanding of the basic principles of wholesaling, to dispel uncertainty and to endeavor to eliminate losses.

This educational committee will also seek to work out a system of uniform operation to be adopted by all wholesale grocers and to be of a character that will give the trade percentages of profit that it must absolutely have in order to operate successfully.

Mr. Pyke stated that the gathering was a very enthusiastic one, and from conversations with various wholesalers in the United States he believed that Canadian business men had not suffered the same depression in trade as had men similarly engaged in the United States.

How One Jobber Maintains Trade On Satisfactory Basis

NO subject is quite so prominent in the wholesale grocer's mind just now as that of "getting back to normal," says the New York Journal of Commerce, and with the average wholesaler the sad experiences of the past year have as yet not been wholly readjusted. Nor will they be until the problem is approached with a radical appreciation of just what the economic status is and how to adapt policies in the immediate future to the changed necessities for strenuous economies.

A bulletin to members of the National Wholesale Grocers' Association, issued by Secretary Toulme, narrates a striking example of what can be done when one goes at it without hesitating as to consequences. The circular tells the story of a Middle Western wholesale grocer, who, "barring acts of God, will pay his common stockholders a substantial dividend as a result of 1921 operations," an outcome which probably most of the trade will be willing to accord a place of honor in the museum of curios in these times. As Mr. Toulme tells the story it is as follows:

Convincing Results

"The story of how this firm got practical results of convincing size is a classic. It is the most clean-cut, decisive and encouraging story that has yet been put before the trade we believe.

"Briefly, here are some of the results in figures:

"1. This firm will save about $16,500 on interest charges; average borrowed capital has been reduced from $300,000 in 1920 to $95,000 in 1921.

"2. This firm, without cutting salaries or wages, will save at least $10,500 on its 1921 payroll as against 1920.

"3. This firm has reduced its average inventory by $172,000 as compared with last year—slashing interest, storage and insurance costs, etc.

"4. This firm has melted $100,000 into cash that was frozen in slow-moving stocks that required special attention. They got it.

"5. This firm has held 'outstandings' at around 1920 figures with just a slight increase.

"6. This firm is bringing into its stocks a number of items that have been eliminated in the past eight or ten years.

"7. This firm has determined to pare the entire payroll, probably excepting salesmen, from 20 to 30 per cent. in the event that the methods outlined above do not bring the desired results.

"Dead Horses" Moved

"No. 1 of these results is self-explanatory. 'Dead horses' have been moved; outstandings held firm: inventories cut sharply, but intelligently; insurance an storage charges reduced, etc.

"No. 2 of these results has be brought about by a reduction of perso employed; in one warehouse a floor for of twelve men is doing the same wo that seventeen men did a year ag (This grocer believes that, not includin salesmen, 10 to 20 per cent. too ma people are employed by the average gr cer.) Where there is a resignatio death or removal the work is eith divided among other employees or a ne employee starts at a figure 20 to 30 p cent. under the amount the position pa previously.

"No. 3 means that this firm is follo ing the market closely but not ultr conservatively.

Walks the Stock Rooms

"No. 4 is leadership at its best. T head of the firm has adopted the poli of 'walking the stock rooms' personal each week and sometimes daily. H takes an assistant with him and stoc that look too large or a little 'slo are marked for special attention. Th are moved by intensive salesmanship.

"No. 5 will be readily appreciate Account is taken of present conditio and the figures of 1920 were favorabl

"No. 6 means that this firm is goi over its old stock records and addi profitable items that were dropped du ing the past eight or ten years.

"No. 7 represents the last step in t policy of this firm. The hope, if n the opinion at present, is that it w not be necessary.

"We have reported the story in fu Here is a policy that stands four-squa with competitive conditions and ec nomic laws. This jobber has return to normalcy.

"There is no doubt that many whol sale grocers have adopted similar po icies and that the results are fully satisfactory. The trade needs exper ences of this type. We would appreciat further ideas from members, becau skilled management is put to the te to-day."

R. M. A. OFFICERS ADDRESS BUS NESS MEN OF GANANOQUE

Gananoque, April.—Henry Watte president, and J. C. Campbell, secreta of the Eastern Ontario Branch of the R tail Merchants' Association, were gues of the Board of Trade and the Ret Merchants' Association of this town r cently. They addressed a gathering business men in the council chamber the town hall on matters in connecti with the trade, and were guests of hon at a large banquet in the dining hall the Provincial Hotel, presided over b Clifford Sine, president of the Board Trade. The supper was followed by discussion of outstanding trade questio by the visitors and local speakers.

NEWS FROM WESTERN CANADA

WESTERN

W. B. Carter, Crystal City, Man., has opened a grocery store in that town.

The W. E. Newing & Co., Vulcan, Alta., have taken over the business in Vulcan formerly known as the XL meat market.

George Hunt, of Qu'Appelle, Sask., has recently taken over the butcher business of A. E. Roth at Rocanville, Sask.

Nicholson-Rankin, Limited, Winnipeg, have been appointed agents for Manitoba for the Canadian Evaporated Apples, Limited.

Geo. R. Loggie, of Loggie, Sons & Co., of Toronto, Ont., is on a business trip to Winnipeg and intends to cover the trade farther West in the interest of his firm.

H. P. Pennock & Co., Ltd., of Winnipeg, Man., have been appointed representatives for the West for Marr's salad dressing.

J. M. Bean, who has been manager of the Weyburn Grocery Co., has accepted a position in Regina. He was actively engaged in the Rotary Club of Weyburn.

The Reliance Ink Co., Ltd., of Winnipeg, Man., have appointed H. P. Pennock & Co., Ltd., as agents for Western Canadian territory for Reliance ink, mucilage, water-glass, etc.

F. A. Clements, general merchant in Esterhazy, Sask., is planning the erection of a more commodious store on the site of the present one. While operations are in progress, business is being carried on in the Esterhazy theatre.

J. W. Forsdick has taken over the Trukerman grocery store on 617 Avenue H, Saskatoon, Sask. Mr. Forsdick has for the past eight years been associated with the Western Grocers of North Battleford and is now devoting his entire time to the retail trade.

The Winnipeg council of the United Commercial Travellers of America held a memorial service on Sunday, April 11, in memory of the four members of the association who had died during the past year, namely, Mark Devlin, H. D. Spencer, C. R. Macken and A. C. McRae.

PROSPECTS BRIGHT FOR OKANAGAN FRUIT

Vancouver, April 19.—Prospects are unusually bright for a good fruit crop in British Columbia this year, according to R. G. L. Clark, Dominion fruit inspector. Although there has been a little frost in spots, no damage was caused. Weather in the Okanagan Valley has been ideal, and present indications point to a heavy crop of berries and other fruits.

New President of Grocers' Section At Vancouver

Vancouver (Special).—James Harkness was chosen president of the local grocers' section, Retail Merchants' Association, at a recent election of officers. Mr. Harkness has been an active worker

JAMES HARKNESS.
Vancouver, B.C.

in association affairs for several years. He was trained in Scotland and brought to Vancouver, several years ago, a good knowledge of groceries that has built for him a splendid grocery trade in the suburban district of Mt. Pleasant. Mr. Harkness is conceded to be one of the foremost tea authorities in British Columbia. He has been foremost in the fight for better legislation that has been, and, in fact, is being waged in Vancouver at the present time, and his forcefulness and determination make him a good choice for president.

Thinks the "Cash and Carry" Idea is Beginning to Wane

Vancouver (Special).—According to Mr. Trainor, 2902 4th Avenue West, Vancouver, the cash and carry business is on the wane. He states that many of those who were carried away with the fad are beginning to appreciate the service that the neighborhood grocer renders and the novelty of rushing downtown with a cord bag and struggling home with the packages that the grocer's boy used to lay down on the kitchen table is beginning to pall.

It would appear that a few of the small, outside grocers are going to the downtown cash and carry stores themselves and picking up an occasional bargain. Mr. Trainor pointed out the disastrous effect such action had on the customer. There is nothing so likely to convince the consumer that her retailer is unnecessary than to see him downtown in his competitor's store, advertising to the world at large that he is beaten at his own business.

Happily, he said, this practice is not general. There are, of course, the weak sisters in every line of business.

Propose Three Per Cent. Tax at Source of Supply

Moose Jaw, Sask., April 19.—The Retain Merchants' Association of this town favors a three per cent. tax at the source of supply in preference to a one per cent. tax on all turnover as has been proposed. A resolution was made supporting the one per cent. tax, but an amendment favoring a three per cent. tax on the source of supply, namely, the manufacturers and importers, was moved, and when put to a vote carried by a majority of one.

A More Equitable Tax

In support of the amendment it was stated that it was not a fair proposition to put a one per cent. tax on a retail store turning over a $100,000 business at a three or four per cent. profit while another line of business with a turnover of only about $30,000 and a profit of between ten and twenty per cent. escaped with the same tax. In the grocery business, for example, some articles only yielded a very small profit and it would be difficult to add a one per cent. tax on the selling price. Therefore, the merchant would be forced to absorb the tax himself.

The three per cent. tax on the manufacturer on the other hand would be added on to the wholesale price of the goods and thus would be absorbed by the retailer in the selling price of his wares. This would be the more equitable tax of the two, although either would be much better than the present two per cent. sales tax on the manufacturer and one per cent. on the jobber.

The amendment as passed at last night's meeting reads as follows: "We, the Retail Merchants of Moose Jaw, in session last night, recommend that instead of placing the collection of the

proposed turnover tax on the retail trade, that it be collected at the source of supply, viz., from the manufacturers and importers, and in this way would be absorbed in the same manner all systems of taxation are absorbed;

Oppose Heavy Expense

"And whereas, collections in the past, such as the Luxury Tax, have been very expensive, we go on record as being opposed to any system of collection which involves the heavy expense o collection that the proposed system of 'turnover tax' obviously would, and we further recommend that a system by which the maximum amount will be collected at the medium cost be adopted."

This resolution was endorsed a short time ago by the retail merchants of Swift Current and Langham.

Dominion R. M. A. Board Will Meet In Winnipeg

Winnipeg, April 19.—The twenty-fifth annual convention of the Dominion board of the Retail Merchants' Association of Canada will be held here August 22, 23, 24 and 25.

Delegates from every province in the Dominion will be present, and the convention will be given over to the discussion of the regular business transacted during the year, and the programme for the next twelve months.

J. A. Banfield, Dominion president of the association, will preside at all sessions. T. M. Trowern, Dominion secretary, will be present.

It is expected that a special meeting of all the members of the Retail Merchants' Associations of Manitoba and Saskatchewan will be held in the city at the same time.

The first day of the convention will be devoted to a conference of the provincial secretaries of the association with the Dominion secretary, E. M. Trowern. Each secretary will submit a report of the activities of his own particular branch.

The following three days will be given over to a general discussion of the business of the Dominion board.

There will be an extensive social programme arranged, and a banquet will be held in one of the large hotels on the last evening of the convention.

Last year the conference was held in Vancouver.

BACK TO THE OLD DAYS

That eggs in the Peace River country are selling as low as 10 and 12 cents per dozen was the statement made by a Calgary wholesale grocer upon his return from a recent visit to the north country. This is attributed to the excessive express rates to Edmonton running in the neighborhood of $2 per case.

B.C. GROCERS OUT TO IMPROVE TRADE

Continued from page 24

On Thursday evening the delegates to the convention, as well as several hundred Vancouver retailers, attended a lecture given by Paul Findlay at Navy League Headquarters under the auspices of the grocers' section, Vancouver branch, Retail Merchants' Association of Canada. The meeting was enlivened by thirty minutes of community singing led by Roy A. Hunter, Canadian Grocer representative on the Pacific coast. Mr. Findlay found himself already well known to the retailers in Vancouver, who have followed his articles in Canadian Grocer with a great deal of interest. The convention broke up with the unanimous expression of opinion that much good had been accomplished and an organization created that could not fail to make for much smoother co-operation between the retail and wholesale grocers in British Columbia.

New Officers Elected

The officers elected for the provincial grocers' section were: President, T. H. White, Vancouver; first vice-president, P. G. M. Macdonald, New Westminster; second vice-president, Geo. McKenzie, Kelowna, and treasurer, S. J. Wilson Kamloops.

Delegates in Attendance

The following delegates were in at tendance at the convention: H. E. Sals bury, Mrs. C. M. King, C. H. Merrit Geo. Carter, R. J. Elliott, Vancouver J. Paterson and Thos. Stonier, Victoria Mrs. Geo. A. Smith, O. B. Fennell, Van couver; J. R. Richdale, Hudson's Ba Co., Vancouver; Victor Spencer, Davi Spencer, Vancouver; A. Badenoch, West ern Grocers, Vancouver; J. P. D. Malkin W. H. Malkin, Ltd., Vancouver; W. Woodward, Woodward's, Ltd., Van couver; T. D. Stark, A. McDonald & Co Vancouver; W. Roy McIntosh, Kelly Douglas & Co., Vancouver; F. M. Kilby Kelly, Douglas & Co., Vancouver; John Phillips, Phillips & Co., Vancouver Chas. Rawlinson, Nanaimo; S. J. Wilson Kamloops; Geo. S. McKenzie, Kelowna C. Clarke, Mrs. R. Brown, Vancouver W. J. Andrews, Chilliwack; S. J. Slough Vancouver; M. McKinnon, South Van couver; G. A. Smith, T. H. White, Van couver; J. F. Fumerton, Kelowna; G. F Coombs, John J. Efford, T. F. McDowell Jas. Harkness, Vancouver; P. G. M. Mac donald, New Westminster; J. F. Meri lees, Vancouver, and J. H. Jacobson, New Westminster.

Canadian R. M. A. Functions Best

British Columbia Secretary of Retail Merchants' Association Speaks of Relative Merits of Canadian and U.S. Associations

VANCOUVER (Special). — Mr. Hougham, British Columbia secretary for the R.M.A. of Canada, attended the second annual convention of the Washington State Retailers' Association recently held at Tacoma, Wash. In commenting on organization affairs among our friends to the South, Mr. Hougham stated that while the number of associations in the State of Washington exceeded quite considerably the number of branches of the R.M.A. in British Columbia, and the total membership of them all reached a greater total, the results were not commensurate.

"As I see it," said Mr. Hougham to Canadian Grocer, "the trouble is that there is a lack of singleness of effort that militates against their greatest success. There were 22 secretaries at the convention. Each had his own local troubles which he was eager to have solved, but there is no parent body which can assure any local of state-wide support. Each organization is a complete unit in itself and necessarily the amount of effort required to achieve anything like unanimous action is simply colossal. Each unit must bear almost as much per capita expense as a parent body might function on, and yet there is not the one organization that can speak for the whole.

"At present, association affairs seem to be in the condition found here several years ago, when the hardware merchan considered the dry goods man's trouble a matter for only the dry goods man t settle and the jeweller refused to ge himself perturbed over what the groce struggled with.

"Until they all feel that they ar retailers first, and that any problem af fecting retailers is of concern to all re tailers, they must find their protests s scattered as to be almost futile. All th elements unfriendly to the retail trad of both countries have some definite ac tion which they propose to take. Th only successful way for the retail trad to protect itself is for the retail trade t speak with one voice.

"There is not in existence a coast t coast organization, speaking with th authority of every state organization, a the R.M.A. speaks in Canada. This wil no doubt be accomplished at some dat and then constructive action can b looked for," said Mr. Hougham.

NO DOMINION WIDE DAYLIGHT SAVINGS MEASURE

Ottawa.—Sir George Foster, Ministe of Trade and Commerce, informed th House that it was not the intention o the Government at the present session t pass legislation for the enactment of uniform statute providing for dayligh saving throughout the Dominion or fo regulation of time.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

QUEBEC MARKETS

MONTREAL, April 20.—The sugar market has a steadier tone this week with a firmer market for raw sugar. There is no change in molasses or corn syrups. Both the tea and the coffee market are unchanged but there is a firm feeling to coffee, while the better movement in tea is confined to package goods. The whole vegetable market shows a stronger tendency with higher prices quoted on onions, tomatoes and on new cabbage. There is a good demand for fresh vegetables. Cucumbers, however, are reduced in price. Strawberries are two cents a pint lower with a better supply. The larger size oranges are a little higher in price. A feature of the week is the drop on package oats of the large size. Cereals in general have been reduced in price by local wholesalers in an effort to move their stock before the warm weather comes. Walnuts are very scarce and most lines are advanced in price. Bordeaux walnuts are advanced and may go higher. There is a very good demand for nuts. Raisins, figs, dates and dried apples are firm in price but currants are a little easier. Lower prices are quoted on bulk jams. Candles are reduced in price and washboards show a ten per cent. decline in price. All soaps and washing soda are reduced in price.

Coffee Market Steady

Montreal.

COFFEE.—There is no change in the coffee market, and all that can be said is that there is a firm tone to the primary markets and a fair call for supplies in this province.

Package Teas Steady

Montreal.

TEAS.—There is no change in the tea market. A little more strength seems to be added to the Ceylon teas, but the movement is only fair. The movement of package teas is good, however, and prices are steady.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 56
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 53	0 65
Broken Pekoes	0 45	0 60
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 53	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Lower Prices on Cereals

Montreal.

CEREALS.—On account of the advent of warm weather, wholesalers locally have cut some of the prices on rolled oats, oatmeal and barley. The reduction amounts to 25 cents on all but pearl barley, which is 35 cents lower, now quoted at $5.25. Split peas are also down in price and are quoted at $5.35 per bag.

Oatmeal, gran., fine standard	....	4 25
Rolled Oats, 90 lbs.	....	3 50
Pearl Hominy	....	3 25
Cornmeal, Gold Dust Brand	....	3 25
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	4 25
Pearl Barley	....	5 25
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 12
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00
Split Peas, per bag	....	5 35

Canned Goods Steadier

Montreal.

CANNED GOODS.—Prices on canned goods stand steady with a very firm tone to canned peas, tomatoes and corn. The stocks on hand of these lines are rather low and prices have been firming up to a steady basis. The only change in price is an advance of 25 cents per case on the No. 1 tins of shrimps, which are now quoted at $3.50 per dozen. There has been a further reduction on compound jam in bulk amounting to three cents per pound. The price quoted on these jams is 17 cents per pound.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	5 25
Asparagus, imported (2½s)	....	6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb. doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do, Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, standard	1 80	1 90
Do., early June	....	2 00
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2-½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s., doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	2 75	2 85
2½-lb.	4 25	4 35
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	4 65	4 75
Do., 2-lb.	3 50	3 60
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced), 2½-lb.	5 40	5 80
2-lb.	4 60	4 80
1-lb.	....	2 50
New Pack Strawberries—		
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Candle Prices Reduced

Montreal.

CANDLES.—In the Provinec of Quebec, candles are an important commodity in the grocery market and it is of interest to note that a reduction of nine cents per pound has been made on Belmont stearine candles, and are now quoted at 25 cents per pound.

Dried Fruit Firm

Montreal.

DRIED FRUITS.—The whole dried fruit market is firm. Valencia raisins are scarce; in fact, all Spanish raisins are scarce and the price strong. Dried apples show more strength. Dates and figs are also firm in price, but currants are a little easier. There are no changes in quotations.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 29
Apples (evaporated)	0 12½	0 14
Peaches (fancy)	....	0 28
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb..	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crow n	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz...	0 21	0 23
Do., 16 ounces	....	0 27¼
California Seedles sin bulk	....	0 28
Cluster, 20 1-lb. pack	....	6 75
Currants, loose	....	0 30
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg...	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 25
30-40s	....	0 19
40-50s	....	0 17
50-60s	....	0 15
60-70s	....	0 14
70-80s	....	0 12
80-90s	....	0 10
90-100s	....	0 08

Rice Market Unsettled

Montreal.

RICE.—There is no change in the rice market. The same unsettled condition exists that has characterized this market for some months past. There is no standard basis of quotations and prices given herewith are a fair average.

RICE—		
Carolina, extra fancy	....	....
Do. (fancy)	....	0 08
Honduras, fancy	....	0 06
Rangoon "B"	....	0 08
Rangoon "CC"	....	0 05
Broken rice, fine	....	0 05
Texas rice	....	0 05½
Siam	....	0 06
Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras	....	0 07
Siam	....	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Molasses Unchanged

Montreal.

MOLASSES.—There is no change in either the molasses or the corn syrup market. Prices are steady with a fair demand.

Corn Syrup—		
Barrels, about 700 lbs.	....	06½
Half barrels, about 350 lbs.	....	0 06¾
Quarter barrels, about 175 lbs.	....	0 07¼
2 gal., 25-lb. pails, each	....	2 25
3 gal., 38½-lb. pails, each	....	3 25
5 gal., 65-lb. pails, each	....	5 20
2-lb. tins, per case	....	4 50
5-lb. tins, per case	....	5 30
10-lb. tins, per case	....	5 00
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	6 10
5-lb. tins, 1 doz. in case, case	....	5 90
10-lb. tins, ½ doz. in case, case	....	5 60

Barbadoes Molasses—	Price for Island of Montreal
Puncheons	0 77½
Barrels	0 79½
Half barrels	0 79½
Puncheons, outside city	0 72½
Fancy Molasses (in tins)—	
16-ob. tins, 2 doz. case, per doz.	2 40
2-lb. tins, 2 doz. in case, case	4 20 7 25
3-lb. tins, 2 doz. in case,, case	5 50 10 75
5-lb. tins, 1 doz. in case. case	8 95
10-lb. tins, ½ doz. in case, case	8 60

Spices are Steady

Montreal.

SPICES.—The spice market is rather quiet, as dealers have stocked up their requirements for the season and the wholesale market finds only a fair demand. Prices, however, are remaining steady and will likely hold for some time.

Allspice	....	0 20
Cassia (pure)	0 27	0 30
Cocoanut, pails, 20 lbs. unsweetened ,lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 23
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	0 40	0 45
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 30
Ginger (Cochin)	....	0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80. lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 45
Pepper, black	....	0 25
Do., white	....	0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamo nseed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	9 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Wash Boards Reduced

Montreal.

WASH BOARDS.—There is a reduction on all lines of wash boards this week amounting to 10 per cent. on the former quotation.

Raw Sugar More Steady

Montreal.

SUGAR.—There is very little change in the sugar market this week. Raw sugar is steadier, but the question of the legality of the Cuban sugar commission has been brought up and the outcome has a decided bearing on the sugar market. Another question that will affect the sugar market in Canada is the outcome of the Fordney Bill which is being brought up in the United States. The question which now stands before the trade is as to whether the duty will be added to the in-bond price or to domestic price. Opinions vary on this question. However, sugar itself stands steady at the present time, and apart from these two questions there is nothing apparent which will affect the sugar market either one way or the other.

Granulated Sugar, per cwt.	....	11 00
Do., barrels	....	11 00
Granulated, gunnies, 20/5	....	11 40
Do., gunnies, 10/10	....	11 50
Do., cases, 20/5-lb. cartons	....	11 60
Do., cases 50/2-lb. cartons	....	11 75
Yellow, light, per cwt.	....	10 60
Do., medium, per cwt.	....	10 60
Do., dark, per cwt.	....	10 40

Reductions on Soaps

Montreal.

SOAP.—Following the cut in the price of soap made last week, another has been made this week. All laundry soaps have been reduced by Montreal wholesalers to a price of $6.75 per case, which in some cases is a reduction of 75 cents per case. The premium offer has been withdrawn. Soda bicarbonate or washing soda is reduced 50 cents per keg, and 112-pound kegs are now selling at $4.50.

Package Oats Lower

Montreal.

PACKAGE GOODS.—The only change of note in package goods is a reduction of 60 cents a case on the large size packages of rolled oats. Both the round and the square packages of this breakfast food of all brands is reduced to $5 per case of 20. The small size is still quoted at $2. Other lines are steady in prices.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2-oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case 3 50 3 65 3 50	....	4 20
Corn Flakes, 36s	....	4 16
Oat Flakes, 20s	....	5 40
Rolled oats, 20s	....	5 00
Do., 18s	....	2 00
Oatmeal, fine cut, pkgs., case	....	5 75
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	3 25
Hominy, pearl or granu., 2 doz.	....	3 00
Health bran (20 pkgs.), case	....	2 85
Pancake Flour, case	....	3 60
Do., self-rising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat Flakes, case of 2 doz.	....	2 95
Oatmeal, fine cut, 20 pkgs	....	6 75
Porridge Wheat, 36s, case	....	6 40
Do., 20s, case	....	6 50
Self-raising Flour (3-lb. pack.) doz.	....	2 85
Do. (6-lb. pack.), doz.	....	5 60
Do., Buckwheat flour, per doz.	....	1 50
Corn Starch (prepared)	....	0 10
Potato Flour	....	0 12½
Starch (laundry)	....	0 08
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Shredded Wheat	....	4 95
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pks. case	....	....
Celluloid Starch, 45 pkgs., case	....	4 15
Package Cornmeal	....	3 00
Malt Breakfast Food (36 pkgs.)	....	9 50
Quaker Two-Minute Oat Food	....	1 80
Puffed Rice Pancake Flour	....	2 90
Egg Noodles, case 24	....	2 65
Macaroni	....	2 65

Shelled Walnuts Scarce

Montreal.

NUTS.—The nut market as a whole stands very firm, with a very good demand in most lines. Walnuts are very scarce and the prices quoted by the importers have already advanced on Bordeaux walnuts and on pecans. Spot stocks of these are almost depleted and replacement prices are higher. Peanuts stand firm in price with a noticeable increase in the demand. Prices quoted by

the wholesalers here are advanced two cents on almonds, while Bordeaux walnuts are up to 63 and 68 cents, and at those prices are hard to find. Dealers state that a price of 70 cents may be looked for in walnuts.

Almonds, Tarragona, per lb.	0 26	0 28
Do., shelled	....	0 48
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 25
Chestnuts (Italian)	....	0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 12	0 15
Peanuts, Jumbo	0 16	0 18
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, red	0 21	0 23
Do., shelled, No. - Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	0 26	0 28
Do., new Naples	....	0 26
Do., shelled, Manchurian	0 60	0 63
Do., Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.	....	0 40
Do., Spanish, shelled	....	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Strawberries are Lower

Montreal.

FRESH FRUIT.—Strange though it may seem, considering the lateness of the season, Ben Davis apples are offered at a lower price than they have been quoted at in the last two months. The quality, however, is not as good as might be desired, but larger supplies are coming forward and prices have been forced down. Baldwins, however, are firm in price with not as large a supply. From $7 to $7.50 is quoted on Ben Davis apples. The larger size oranges are a little more expensive this week. Larger supplies of strawberries of a better quality are on the market and a decline of two cents a pint is noted. There is a good demand for all lines of fresh fruit.

APPLES—		
Do., Baldwin	9 00	9 50
Do., Ben Davis	7 00	7 25
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Porto Rico	....	4 25
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	7 00
Lemons, Cal., 300-360s	4 25	4 50
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	5 50	6 25
Do., Florida. 150-216s	4 75	5 00
Do., Blood Oranges, half boxes	....	3 50
Tangerines	....	4 25
Strawberries, per pint	....	0 28

Strong Vegetable Market

Montreal.

VEGETABLES. — The market for fresh vegetables shows considerable strength. The most notable change is the advance in the price of onions. Texas onions are offered on the market at $2.75 per crate and yellow onions are quoted at the same price. The red onions which have been selling for some time at $2.50 per cwt. have advanced to $2.75 owing to fewer offerings. Some dealers state that supplies are to be had, but these have not been offered on account of the lower prices. The demand for new tomatoes has been so great during the last few weeks that the price has advanced to $10 for six-basket crates. Although the price quoted last week was $7.50 per crate, the advance is not as big as the figures would indicate, but is a slight advance on the previous price. Cucumbers, however, have declined $1.50 per hamper and are quoted at $5.50. Cauliflower, lettuce, spinach and parsley are offered in fair supply with a good demand at market prices. No standard quotations are made.

Beets, per bag	0 75	0 90
New cabbage	....	5 50
Chicory, doz.	....	0 50
Celery, Florida, per crate	4 00	4 75
Do., California	....	11 00
Carrots, per bag	0 75	1 00
Cucumbers, per hamper	....	5 50
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 10	1 25
Do., sweet, hamper	....	5 50
Pumpkins, per doz.	....	2 00
Spinach, box	....	....
Spanish Onions, per case	5 00	5 50
Turnips, per bag	0 75	1 00
Yellow Onions, cwt.	....	2 75
Red Onions, per cwt.	....	2 75
New Tomatoes, per crate	....	10 00

Lower Prices on Maple Syrup

Montreal.

MAPLE SYRUP.—The colder weather that has prevailed in the Province of Quebec has resulted in larger supplies of maple syrup with lower prices quoted. Quotations vary considerably, but a price of from $1.25 to $1.75, depending upon the quality, is general.

ONTARIO MARKETS

TORONTO, April 20.—The free deals on laundry soaps as announced last week have been withdrawn and a straight reduction is now in effect. Flour is in a weak position with prices again reduced. Rolled oats are also weak and lower. Shelled walnuts and almonds are stronger with higher prices in sight. Primary markets for teas for all grades are firmer and higher. Rice is easy and spot quotations lower. Jams show a tendency for firmness. Spices are marked lower but stocks are lighter than for several years. Honey and maple syrup are quiet and easy.

Beans Unchanged

Toronto.

BEANS.—There is no change in the situation on beans. The demand is quiet, but stocks are not considered large.

Ont., 1-lb. to 2-lb. pickers, bus.	3 00	3 25
Do., hand-picked, bus.	....	3 25
Limas, Calif., per lb.	....	0 10
Madagascars, per lb.	....	0 5¾

Rolled Oats Lower

Toronto.

CEREALS.—The cereal market is quiet. Manufacturers state that sales are slow and no doubt the early spring weather is the cause of lessening the consumption sooner than other years. Rolled oats show a decline of 15 cents per bag, now quoted at $3.25. Other quotations are unchanged.

	F.o.b.	Toronto
Barley, pearl, 98s	....	6 25
Barley, pot, 98s	....	5 00
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 00
Cornmeal, Golden, 98s	....	3 00
Oatmeal, 98s	....	4 50
Corn Flour, 98s	....	3 75
Rye Flours, 98s	....	6 00
Rolled oats, 90s	....	3 25
Rolled Wheat. 100-lb. bbl.	....	7 25
Cracked Wheat, bag	....	5 50
Breakfast Food, No. 1	....	6 00
Do., No. 2	....	6 00
Rice Flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 50
Flaxseed, 98s	....	7 00
Peas, split, 98s	....	6 25
Marrowfat green peas	0 05¼	0 06
Graham flour, 98s	....	5 25
Whole Wheat Flour	....	5 25
Wheat Kernels, 98s	....	6 75
Farina, 98s	..	6 20

Jam Prices Look Firmer

Toronto.

CANNED GOODS.—There is a rumor that jam manufacturers are to form a holding company to market their products and the real object appears to be to stabilize prices. Jam manufacturers, perhaps more than any other line, have felt the depression very keenly and jams have been selling lower than the cost of manufacture. Some wholesalers this week have advanced their quotations on certain brands and are adhering strictly to the manufacturers list basis, which, on strawberry and raspberry fours, is 95 cents. Some brands, however, continue to be offered at varying prices around 80 cents on fours. New lobsters will arrive about first June and prices will be around $2.75 per dozen on quarters and $4.75 for halves. There is no change in canned vegetables. Canned fruits are showing a little better movement. One wholesaler reports sales during the week under review of canned peaches amounting to 200 cases, who, a few weeks ago, reported that canned fruits were not selling at any price.

Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Choe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	....	3 50
Do., ¼-lb. tins	2 25	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 60	1 85
Peas, Standard, doz.	1 65	1 70
Beets, 2s, doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	....	1 45
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25

Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each	....	0 90
Black Currants, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Gooseberry, 4s, each	....	0 89
Do., 16 oz., doz.	....	4 10
Peach, 4s, each	....	3 75
Do., 16 oz., doz.	....	0 83
Red Currants, 16 oz., doz.	....	4 40
Do., 4s, each	....	0 94
Raspberries, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Strawberries, 16 oz., doz.	....	4 60

No Change in Dried Fruits

Toronto.

DRIED FRUITS.—The situation in dried fruits is unchanged, except that wholesalers report a little better movement. Prunes are moving more freely since the lower prices, but apricots are not selling rapidly. Raisins and currants continue in a firm position with a fair demand.

Candied Peels—		
Lemon	....	0 42
Orange	....	0 44
Citron	....	0 72
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 18
Do., Vostizza	....	0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 50
Dromedary, 3 doz. to case	....	7 00
Fard, per box aprox. 12 lbs.	....	3 25
Hallowee dates, per lb.	0 11	0 12
Figs—		
Smyrna layers, 4 Crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 10½
Prunes—		
30-40s, 25s	....	0 20
40-50s, 25s	....	0 16
50-60s, 25s	....	0 13
60-70s, 25s	....	0 13
70-80s, 25s	....	0 11
80-90s, 25s	....	0 10
90-100s, 25s	....	0 8½
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 28½
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 29
Valencia	....	0 23
Evaporated apples	0 12	0 13½

Pineapples Are Lower

Toronto.

FRUITS. — Pineapples are arriving freely and the prices are somewhat lower. All sizes are represented and are quoted at $7.50 to $8.00 per case according to size. Practically the only Ontario apples that are offered are those packed in boxes and are selling at $2.00 to $3.50 per box. Western apples are also offered at $3.75 to $4.50 per box. Lemons are down 50 cents per case, now quoted at $4.00 to $4.25 for Californias and $4.25 for Messinas. Heavy shipments of oranges and grapefruit are arriving daily and prices remain practically unchanged.

Oranges, California Navels—		
126s	6 00	6 25
150s	....	5 50
176s	....	5 50
200s, 216s, 250s	....	5 00
288s	....	4 75
Grapefruit—		
54s	....	5 50
64s	....	6 00
70s, 80s, 96s	6 25	6 50
Bananas, Port Limons	....	0 09
Lemons, Cal., 240s, 270s, 300s	....	4 25
Do., 360s	....	4 00
Do., Messinas	....	4 25
Apples, Ontario—		
Spies, per box	....	3 50
Baldwins, per box	2 50	3 00
Greenings, per box	....	2 00
Winesaps, per box	3 75	4 50
Hot House Rhubarb, doz.	....	1 15
Strawberries, Louisiana, pts.	....	0 28
Do., qts.	....	0 56
Pineapples, 18s, 24s, 30s, case	7 50	8 00

Flour Drops 30 Cents

Toronto.

FLOUR.—Flour registered a decline of 30 cents per barrel, bringing the price on No. 1 patents to $10.00 and on No. 2 to $9.50 per barrel. The situation does not look very bright, viewed from the miller's angle. With the small demand for export and domestic demand reduced to a hand to mouth basis, many mills have shortened their capacity and in fact some mills have been closed entirely since the new crop came in.

FLOUR—		
Patents Firsts, in jute bags, barrel	....	10 00
Do., seconds, in jute bags, per barrel	....	9 50

Millfeeds Reduced

Toronto.

MILLFEEDS.—Middlings, shorts and bran are reduced $2 per ton. This market is rather weak in view of the low price on coarse grains, which is causing farmers to feed their grain rather than sell at the low figure. On the other hand bran is rather scarce, due to the mills running at reduced capacity.

MILLFEEDS—		
Shorts, per ton	....	33 25
Bran, per ton	....	31 25
Choice Middlings, ton	....	38 25

Little Sale for Honey

Toronto.

HONEY.—There is a very dull market for honey both in a retail and wholesale way. There still appears to be considerable honey in the country as dealers report many inquiries for quotations, but as their stocks are also fairly large and as there is practically no demand the majority are not making any offers.

Honey, extracted, Ontario, No. 1, white clover, in 30 and 60 pound tins	....	0 21
10 pound tins, per lb.	....	0 22
5 pound tins, per lb.	....	0 23

Walnuts and Almonds Higher

Toronto.

NUTS. — Shelled Bordeaux walnuts, halves, continue to be in a strong position under an active demand. Some wholesalers have advanced prices to 70 cents per pound but supplies can still be bought at 63 cents in small lots and 58 cents per pound in case lots. Broken walnuts, which many retailers are now taking to, are offered at 35 cents per pound, case lots. Shelled almonds are also in a strong position and prices in primary markets have advanced recently 2½ cents per pound. Prices on spot, however, are unchanged.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	8 00
Cocoanut, unsweetened, lb.	....	0 30
Do., sweetened, lb.	....	0 35
Do., shred	....	0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 20	0 22
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 58	0 63
Do., Manchurian	....	0 50
Do., broken	....	0 35
Peanuts, Spanish, lb.	....	0 12
Brazil nuts, lb.	....	0 95
Pecans, lb.	....	1 40

Package Cereals Unchanged

Toronto.

PACKAGE GOODS. — There are no changes in package cereals this week. The market is quiet and holding fairly steady although there is a slight tendency for easier prices on package oats.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	5 60
Do., 20s, square, case	....	5 60
Do., 18s, case	....	2 00
Do., Aluminum Prem., 20s	....	6 40
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas., 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 10½
Do., No. 2, lb. cartons	....	0 09
Laundry Starch	....	0 08
Do., in 1-lb. cartons	....	0 08¾
Do., in 6-lb. wood boxes	....	0 11¾
Do., in 6-lb. tin canisters	....	0 12½
Celluloid Starch, case	....	4 15
Potato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	5 75
Cornmeal, 24s	3 00	3 20
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	3 50
Buckwheat flour, 24s	....	4 00
Two-minute Oat Food, 24s	....	1 80
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 00
Do., pearl, case	....	3 00
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65
Puffed Rice Pancake Flour, 24s	....	2 90

Blue Rose Rice Lower

Toronto.

RICE.—Blue Rose rice has registered another drop and is now quoted at 6½ cents per pound. It has been intimated that even lower prices are likely perhaps around 50 cents per hundred less. The rice markets are in an unsettled condition with prices in primary markets practically at a pre-war basis.

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.	....	0 06½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10

Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	....	0 07

Syrups Unchanged

Toronto.

SYRUPS.—There are no changes in syrups or molasses. The market is steady under a fair consumptive demand.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case	....	5 10
Cases, 5-lb. tins, white, 1 doz. in case	....	5 90
Cases, 10-lb. tins, white, ½ doz. in case	....	5 60
Cases 2-lb. tins, yellow, 2 doz. in case	....	4 50
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 30
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 00
Cane Syrups—		
Barrels and half barrels, lb...	....	....
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 50
Molasses—		
Fancy, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal	....	0 56
Do., half bbls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doze.. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins. No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Some Spices Marked Lower

Toronto.

SPICES. — Stocks of spices both in Canada and the United States are very small and manufacturers state that if there was anything near a normal demand that stocks would soon become exhausted as it takes practically three months for shipments to arrive from production markets. Some quotations are lower. Reductions amount to one to eight cents per pound. Pickling spice is reduced to 19 cents per pound. Allspice is down to 19 cents. Cassia is now 26 cents. White pepper is reduced to 31 cents and black to 21 cents. Nutmegs are down five to ten cents per pound. There is no change in ginger prices, Jamaica being in a strong position.

Allspice	0 19	0 22
Cassia	....	0 26
Cinnamon	....	0 41
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Pastry	....	0 28
Pickling spices	....	0 19
Mace	..	0 75
Peppers, black	....	0 19
Do., white	....	0 31
Paprika, lb.	0 60	0 70
Phillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 35
Do., 80s	....	0 45
Do., ground	....	0 35
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Turmeric	....	0 30
Curry Powder	....	0 35

Cream of Tartar—

French, pure	....	0 45
American high-test, bulk	....	0 45
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Sugar Prices Unchanged

Toronto.

SUGAR.—There are no new developments in the sugar situation. Refiners' list prices are unchanged but wholesalers continue to quote at a lower basis. There is little change in the raw sugar market; prices remain about on the same basis as last week.

Soaps Are Lower

Toronto.

SOAPS. — All free deals on laundry soaps as announced last week are now off and a straight reduction is in effect. All laundry soaps are now quoted at $7 per case.

New Prices on Lime Juice

Toronto.

LIME JUICE.—The new prices for lime fruit juice for 1921 are as follows: Montserrat, pints, $4.75 per case; quarts, $8.50 per case. Olympia, $3 per dozen.

Primary Tea Markets Higher

Toronto.

TEA.—Advices from primary markets show that teas for all grades have recently advanced one to four cents per pound. This advance applies to both Ceylons and Indias. Just how soon the stronger primary markets will affect prices on spot to the retail trade is difficult to forecast as there appears to be a sentiment on the part of tea merchants to hold prices as long as possible at the present basis. The situation, however, is nevertheless a strong one, and wholesalers generally are inclined to buy rather more freely than they have for some months past. One wholesaler expressed himself on the tea situation as follows, "We are buying fairly heavy on teas. In fact I feel it is about the only line that is safe to buy in any large amount. There is no doubt that we are going to see higher prices than at present, especially for the better grades, and those are the kinds that the people seem to want. Since the war the people have learned to drink a better grade of tea and they do not want a coarse, cheap tea."

Vegetables Plentiful

Toronto.

VEGETABLES.—The vegetable market is well supplied with fresh vegetables and although prices show little change there is an easier tendency. New carrots and beets are offered at $2 per hamper. Green peas at $4 per hamper. Spinach at $2.25 per hamper. Cabbage is plentiful at $4.75 per large crate. Green onions are commencing to arrive freely at 30 to 35 cents per dozen. Canadian roots are in little demand and are commencing to show signs of becoming cleaned up. Potatoes are easy at 70 to 85 cents per bag.

Cabbage, per case	....	4 75
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	0 85	0 90
Onions, 75-lb. sack.	....	1 15
Do., Spanish, large crate	....	5 50
Do., New Texas, crate	....	3 00
Potatoes, per bag	0 70	0 85
Mushrooms, 3-lb. basket	....	3 25
Cal. Head Lettuce, crate	....	7 00
Leaf Lettuce, doz.	0 35	0 40
Cauliflower, standard crate	....	6 00
Celery	4 50	5 50
Tomatoes, 6-bkt. crates	....	10 00
Pepper, per doz.	....	1 25
Parsley, per doz.	....	1 00
New beets, hamper	....	2 00
New carrots, hamper	....	2 00
New spinach, bushel	....	2 25
Asparagus, per case	6 50	7 50
Green Peas, hamper	....	4 00
Cucumbers, hamper	....	7 00
New Potatoes, Floridas, bbl.	....	9 00
Green Onions, per dozen	0 30	0 35

Some Price Reductions

Toronto.

MISCELLANEOUS. — Eggo baking powder is reduced as follows: Four-ounce tins are now $1.35 per dozen, 6-ounce tins $1.75 per dozen, 9-ounce $2.20 per dozen, 12-ounce $2.85 per dozen and 16-ounce $3.60 per dozen. Olive butter is reduced to $1.80 per dozen. Milk stock is reduced to 18 cents per pound in drums of 50 pounds and in barrels at 16 cents per pound. Crisco is down, now quoted at 20½ cents for ones and threes and 20 cents per pound for sixes and nines. Shirriff's quintessences are now quoted as follows: One-ounce bottles $1.55 per dozen, two-ounce bottles $2.75 per dozen and 2½-ounce bottles at $3.25 per dozen.

WINNIPEG MARKETS

WINNIPEG, April 20.—The sugar market is holding firm, but some wholesalers are selling below the refiners' list. Raisins are in good demand. An improvement has been shown in the sale of jams due to the lower prices. Southern rice is now on the market and is considered good value. Rolled oats declined slightly but package cereals show no change. Shelled walnuts are much firmer with practically none on the local market. Some lines of soap have been reduced during the week. Canned vegetables and fruits are offered at a wide variety of prices. New shipments of molasses have arrived and quotations are lower. The tea market is ruling firm as well as white peppers.

Raisins in Good Demand

Winnipeg.

DRIED FRUITS. — The situation on prunes and dried fruits is an interesting one. A report just received from an American packer says: "It looks now as though we are just about on the eve of a change in conditions. The active demand in the past ten days from Europe, together with the increased domestic demand on all dried fruits, particularly prunes, indicates that further noticeable decline in prices is not likely. However, we will have to admit there is no particular strength in the prune situation because we understand ridiculous prices are being named."

DRIED FRUIT

Evaporated Apples, per lb.	0 12½	0 13
Currants, 90-lb., per lb.	0 20	0 21
Do., 8 oz., pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case, lb..	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt.	....	0 35
Peaches, standard, per lb.	0 21	0 22
Do., choice, per lb.	0 24	0 25
Do., fancy, per lb.	0 28	0 29
Do., Cal., in cartons, per carton	....	1 25
Do., unpitted, per lb.	0 18	0 19
Pears, extra choice, per lb.	....	0 25
Do., Cal., cartons, per carton	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 19
40-50s, 25s, per lb.	....	0 17¼
50-60s, 25s, per lb.	....	0 14½
60-70s, 25s, per lb.	....	0 13
70-80s, 25s, per lb.	....	0 10¾
80-90s, 25s, per lb.	....	0 10
90-100s, 25s, per lb.	....	0 08¾
In 5-lb. cartons, per carton	....	0 80
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 ozs., 3 doz. to case, per lb.	....	0 23½
Do., bulk, seedless, 25-lb. boxes, per lb.	....	0 27½
Pears, extra choice, per lb.	....	0 30
Apricots, choice, 25s, lb.	....	0 32
Do., 10s, lb.	....	0 34
Do., Standard, 25s, lb.	....	0 28
Do.,, choice, 10s, lb.	....	0 30
Do., fancy, 25s, lb.	....	0 36
Do., fancy, 10s, lb.	....	0 38

Jams in Good Demand

Winnipeg.

JAMS. — The week has been marked by less tendency by manufacturers to sacrifice their present stock of jams. Indications are that the new pack will cost more than prices quoted now and this is influencing the manufacturers to hold their present stock until a future date instead of offering them at the lower prices. Retailers and consumers are beginning to realize that jams at to-day's prices are less than the cost of replacement with the result that heavy sales are noted. The Empress Manufacturing Co., of British Columbia, are placing a new line of pineapple marmalade on the market. This line is now ready for prompt shipment and is quoted at $12.50 per case for 12/4s and $3.75 per dozen for 24/15 ounce.

Eastern

Strawberry, 4s, per tin	....	0 90
Black Currant, 4s, per tin	....	0 90
Raspberry, 4s, per tin	....	0 90
Apricots, 4s, per tin	....	0 85
Cherry, 4s, per tin	....	0 85
Peach, 4s, per tin	....	0 85
Compound (all flavors), 4s, tin	....	0 55

Western.

Strawberry, 4s, per tin	....	0 95
Black Currant, 4s, per tin	....	0 95
Raspberry, 4s, per tin	....	0 95
Apricot, 4s, per tin	....	0 90
Cherry, 4s, per tin	....	0 90
Peach, 4s, per tin	....	0 90

Sugar Prices Unchanged

Winnipeg.

SUGAR.—There is no change in quotations by refiners but some wholesalers continue to sell below refiners' list prices.

Extra granulated, bags, 100 lbs.	....	12 50
Do., gunnies, 5/20 lbs.	....	12 90
Do., gunnies, 10/10 lbs.	....	13 00
Do., cartons, 20/5 lbs.	....	13 10
Do., cartons, 50/2 lbs.	....	13 25
Yellow, No. 1 light, bags, 100 lbs.	....	12 10
Do., golden, bags, 100 lbs.	....	12 00
Powdered Sugar, bbls.	....	12 85
Do., boxes, 50 lbs.	....	13 05
Do., boxes, 25 lbs.	..	13 25
Icing, barrels	....	12 95
Do., boxes, 50 lbs.	....	13 35
Do., boxes, 25 lbs.	....	13 35
LUMP SUGAR—		
Soft Lumps, boxes 100 lbs.	....	13 25
Do., boxes, 50 lbs.	....	13 35
Do., 25 lbs.	....	13 55
Do., cases, 20 cartons	....	14 30
Do., cases, 40 half cartons..	....	15 05
Small Lump, boxes, 100 lbs...	....	13 15
Do., boxes, 50 lbs.	....	13 25
Do., boxes, 25 lbs.	....	13 45
Do., cartons, 50/2 lbs.	....	14 55
Hard Lump Sugar, barrels	....	13 45
Do., boxes, 100 lbs.	....	13 45
Do., boxes, 50 lbs.	....	13 55
Do., boxes, 25 lbs.	....	13 10

Southern Rice Arrives

Winnipeg.

RICE.—Southern rice of the Japan type is now on the market and is moving freely. Siam rice remains firm at 5½ to 5¾ cents per pound.

RICE—		
No. 1 Japan, 100-lb. sacks, lb..	....	0 07¾
Do., 50-lb. sacks, lb.	....	0 08
Siam, 100-lb. bags	0 05½	0 05¾
Do., 50-lb. bags	....	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 08¾
Do., in less quantities, lb.	....	0 09
Tapioca, pearl, per lb.	....	0 07¾

Rolled Oats Easier

Winnipeg.

CEREALS. — Bulk rolled oats are easier and a decline of five cents per bag is noted. Eighties are now quoted at $2.30 per bag. Light breakfast foods are showing an improvement in demand and a better movement is expected as the season advances. The consumption of Japan Kootenashi beans is on the increase and low prices have assisted very largely to restore this line to its old-time popularity. Prices at points of production are on a level with pre-war basis.

PACKAGE CEREALS

Rolled oats, 20s, round cartons..	4 75	6 00
Do., 36s, case, square pkts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case...	....	3 80
Puffed Wheat, 3 doz. case, case..	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case..	....	3 75
Cream of Wheat, 3 doz. case, case.	....	9 00

BULK CEREALS

Rolled Oats, 80s, per bag	....	2 35
Do., 40s, per bag	....	1 33
Do., 20s, per bag	....	0 70
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran., or stand., bag	....	3 50
Wheat Granules, 98s, per bag.	....	6 00
Do., 16-6s, per bale	....	6 75
Peas, whole, green, 100-lb. bag, per bush.	....	3 80
Do., split, yellow, 98s, per bag	....	7 90
Do., split, yellow, 49s, per bag	....	4 00
Do., 24s, per bag	....	0 76
Do., 10-10s, per bale	....	3 65
Buckwheat grits, whole, 98-lb. bags, per bag	8 25	8 75

Shelled Walnuts Firmer

Winnipeg.

NUTS. — The shelled walnut market shows further advances. French and Spanish shippers state that stocks are practically exhausted. There are no walnuts on the local market but some are expected shortly and will be sold at or about 60 cents per pound. Shelled almonds are still offered at unchanged prices and are considered good value. Shelled pecans remain high with limited supplies. No. 1 Spanish shelled peanuts are showing a firmer tone and advanced ½ cent per pound during the week.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, per lb.	....	0 12½
Pecans, per lb.	....	1 30
Walnuts. per lb.	....	0 45
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 25

Flour Market Unchanged

Winnipeg.

FLOUR.—There is no change in the flour market this week but with lower prices quoted on grain it is expected that a decline will take place very shortly. Quotations on No. 1 Manitoba flour in cotton bags is $10.65.

Strawberries Higher

Winnipeg.

FRUITS. — Louisiana strawberries which have arrived during the week are higher in price and are bringing $8 per crate. There is no change in quotation on oranges, the smaller sizes ranging from $5 to $5.75 with the larger sizes from $6 to $7 per case. Small quantities of pineapples are arriving and are quoted at $15 per case. The demand for grapefruit is showing an improvement and they are priced from $7 to $8 per case. Californian lemons are quoted at $5.25 to $6 per case, with Washington winesap apples at $3 to $4.25 per box. Bananas are moving freely and the price of 13 cents per pound remains unchanged.

Cucumbers Lower

Winnipeg.

VEGETABLES. — Cucumbers are reported lower in price and are quoted at $4.50 per dozen. Spinach advanced 50 cents per case and is selling freely at $3. Mexican tomatoes are in good demand at $9 per case. Florida celery is moving freely and is quoted at $7.50 per 50-pound box. California head lettuce has shown a slight advance and is quoted at $7.50 per case. Other lines of vegetables, such as green onions, radishes, cauliflower, etc., are showing a better movement.

Potatoes, per bushel	....	1 00
Carrots, per cwt.	....	3 00
Turnips, per cwt.	....	2 00
Parsnips, per cwt.	....	4 00
Beets, per cwt.	....	2 00
Cabbage, per cwt.	....	3 00
Peppers, per basket	....	1 60
Celery, Florida, 50-lb. box	....	7 50
Head Lettuce (Cal.), per case	....	7 50
Cauliflower (Cal.), per case	....	4 00
Cucumbers, per doz.	....	4 50

Some Soaps Reduced

Winnipeg.

SOAPS.—Some brands of soaps have been reduced from 25 to 50 cents per case during the week.

Canned Goods Moving

Winnipeg.

CANNED GOODS. — Canned vegetables and fruits are offered at a wide variety of prices. There is no stability to the market and independent packers' goods are reported light. The demand for canned goods has shown an improvement as retailers are taking advantage of the present low prices. Increased sales are most noticeable for canned fruits and the heavy vegetables.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Oysters, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—		per case
Sockeye, 1s, tall, 4 doz. case	....	22 00
Do., ½s flat, 8 doz. in case	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case	....	16 25
Cohoe, 1s, tall, 4 doz. case	....	18 00
Do., ½s, flat, 8 doz. case	....	16 00
Pink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case	....	11 00
Humpback, 1s, tall, 4 doz. case	....	8 60
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case.	2 90	3 35
Blueberries, 2s, 2 doz. case	....	7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	6 75	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	....	5 00
Do., Lombard, light syrup, 2s, 2 doz. case	....	4 65
Do., heavy syrup, 2s, 2 doz. case	....	5 95
Raspberries, 2s, 2 doz. case	10 25	10 75
Strawberries, 2s, 2 doz. case	9 00	9 75
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 65
Peaches, 2½s, 2 doz. case	....	12 60
Do., sliced, 1s, 4 doz. case	....	14 50
Do., halved, 1s, 4 doz. case	....	14 50
Do., 2s, 2 doz. case	....	9 75
Pears, 1s, 4 doz. case	....	16 25
Pineapples, sliced, 2s, 2 doz. case	....	8 00
CANNED VEGETABLES		
Asparagus, Tips, 1s, tins, 4 doz. case, per doz.	....	4 75
Beans, Golden Wax, 1s, doz. cs.	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corn, 2s, 2 doz. case	3 30	4 00
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2-½s, 2 doz. case	....	7 00
Pumpkins, 2-½s, 2 doz. case	....	3 00
Sauer Kraut, 2-½s, 2 doz. case	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz, case	3 60	3 85
Spinach, 2-½s, 2 doz. case	6 75	7 25

Molasses is Easier

Winnipeg.

SYRUPS. — Fancy molasses in tins as shown a decline during the past two or three weeks. The decline is principally due to the fact that numerous packers have been simply turning their inventories so as to convert their merchandise into cash and this has rather demoralized conditions. In most cases molasses has been sold at an extremely small profit and in other cases at actual cost in order to continue operating. The bottom appears now to have been reached and a firmer tendency is noticeable. New shipments of molasses are arriving this week and quotations will be lower. Syrups are fairly steady under a good consumptive demand.

CANE SYRUP—		
No. 2s	....	7 30
No. 5s	....	8 40
No. 10s	....	7 85
No. 20s	....	7 65
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 40
Cases, 5-lb. tins, white, 1 doz. in case	....	6 25
Cases, 10-lb. tins, white, ½ doz. in case	....	6 00
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 00
Cases, 2-lb. tins, yellow, 2 doz. in case	....	4 80
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 65
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 40
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	5 40
MAPLE SYRUP—		
Pure, 2½s, tins, case of 2 doz.	....	24 85
Pure, 5s, per case of 1 doz.	....	22 65
Pure, 10s, per case of ½ doz.	....	21 05
TABLE SYRUP—		
Maple flavor, 2½s, tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 30
3-lb. tins, 2 doz. case	....	11 70
5-lb. tins, 1 doz. case	....	9 50
10-lb. tins, ½ doz. case	....	9 20
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	4 80
2s, 4 doz. in case	....	4 40
2½s, 4 doz. in case	....	4 10
5s, 4 doz. in case	....	4 10
10s, 4 doz. in case	....	4 05

Tea Market Firm

Winnipeg.

TEA.—Over one and a quarter million pounds of tea were catalogued for last week's sale according to latest reports from Colombo. Selections were good and quality from all districts showed improvement. Strong competition prevailed and all grades showed a considerable advance. Orange pekoes, excepting finest qualities, which were dearer, were not in strong request and were irregular and sometimes easier but otherwise the sale taken as a whole showed remarkable advances in price and a large percentage of the offerings were sold at higher figures.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoes, first quality	0 40	0 48
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken Orange Pekoe, 1st qual.	0 50	0 60
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

White Pepper Firmer

Winnipeg.

SPICES.—The spice market generally is steady and all lines are expected to show a firmer tone, especially white pepper.

Allspice Jamaica, best quality, lb.	....	0 25
Cassia, Batavia, per lb.	....	0 36
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica, No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, extra large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 40
Do., med. brown, 110 to lb., lb.	....	0 38
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 28
GROUND SPICE		
Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 30
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 65
Do., 2 oz., cartons	....	1 45
Do., 4 oz. cartons	....	2 00

No Change in Starch

Winnipeg.

STARCH. — The starch market continues steady with no change in price.

Cornstarch, 1-lb. pkgs., per lb.	....	0 09
Do., No. 1 quality, 1-lb. pkgs.	....	0 10½
Gloss, 1-lb. pkgs., per lb.	....	0 10¾
Celluloid, 1-lb. pkgs., per case.	....	4 30

Coffee Market Firm

Winnipeg.

COFFEE.—There is no change in the local coffee situation but primary markets have tendencies for strength. Options for future months have strengthened from thirty to fifty points.

COFFEE—		
Rio, lb.	0 18½	0 19½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 27	0 29

RESTRICT SALES TAX TO SOURCE OF SUPPLY

Continued from page 26

spectors and auditors, etc., but it can be collected at a very small cost by collecting it at the source of supply.

When the Government attempted to collect a revenue from patent medicines through war revenue stamps the cost of the collection was reported to be about sixty-two per cent., and in addition to this enormous cost many retail merchants were compelled to pay large sums through fines and other court proceedings when the placing of the stamps on the bottles had been overlooked. We strongly opposed this system from its inception and we hope that no similar system will be adopted.

In our opinion, we must not, at the present time, allow any other issue than the one that is now before us to confuse our present plan, and that is to see that the largest amount of money is collected at the lowest possible cost, and with the least possible annoyance to the retail trade, and to leave other issues to be taken up as they arise. We therefore ask all retail merchants to do all they possibly can to have our proposal adopted by the Government.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N. S., April 20. — The egg market during the past few weeks has been decidedly weak, but is now showing a firmer tendency, and prices are advanced five cents per dozen, now quoted at 35 cents. Merchants state that the low figure on eggs will not be again quoted this season. Creamery and dairy butter both show a decrease, and lower prices are likely. Native potatoes are active at $1.25 per bag. Generally speaking the markets show a brighter tone during the week.

Flour, No. 1 patents, bbl.	....	13 75
Cornmeal, bags	....	3 25
Rolled oats, per bag	....	4 10
Rice, Siam, per 100 lbs.	0 07½	0 10
Tapioca, 100 lbs.	....	10 00
Sugar, standard, granulated	....	11 10
Do., No. 1, yellow	....	10 60
Molasses, gal.	....	0 72
Cheese, Ont., twins	....	0 36
Eggs, fresh, doz.	....	0 35
Lard, compound	....	0 15
Do., pure, lb.	....	0 20
American clear pork, per bbl.	....	35 00
Tomatoes, 2½s, standard, doz.	....	2 12½
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 35
Do., aver. 12-18 lbs.	....	0 33
Do., aver. 18-25 lbs.	....	0 37
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 56
Do., dairy	....	0 45
Raspberries, 2s, Ont., doz.	....	4 95
Peaches, 2s, standard, doz.	....	3 45
Corn, 2s, standard, doz.	....	1 85
Peas, standard, doz.	....	1 90
Strawberries, 2s, Ont., doz.	....	4 60
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 14
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	1 25
Beans, white	....	3 65
Do., yellow eye	....	7 60
Bananas, lb.	0 09½	0 10½
Lemons, Cal.	....	6 00
Oranges, all sizes	6 00	7 00
Grapefruit, Florida, case	....	7 00
Do., Jamaica	....	5 00
Apples—		
Nonpareils, No. 1	....	7 50
Do., No. 3	....	4 50
Oats, per bush.	....	0 92

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., April 20.—Business has been much brisker and merchants report orange week as being a great stimulant to the fruit trade. The trend of the markets is easier with some price reductions noted. Ordinary cornmeal dropped 25 cents, now quoted at $2.50. Rolled oats are down 25 cents. New cheese, twins, is offered at 29 to 30 cents per pound. Eggs are firmer at 30 to 35 cents per dozen. Lard is easier, pure is quoted at 17¾ to 18 cents and compound at 13¾ to 14 cents. Corned beef is steady at $4. Potatoes are offered in generous quantities at $2.25, a cut of 50 cents.

Cornmeal, gran., bags	3 90	4 00
Do. ordinary	....	2 50
Rolled oats	....	8 75
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	8 00	10 00
Molasses	0 70	0 75
Sugar—		
Standard, granulated	....	11 10
No. 1, yellow	....	10 60
Cheese, new, twins	0 29	0 30
Eggs, fresh, doz.	0 30	0 35
Lard, pure, lb.	0 17¾	0 18
Do., compound	0 13¾	0 14
American clear pork	35 00	39 00
Tomatoes, 2½s, standard case	....	3 80
Beef, corned, 1s	4 00	4 20
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	....	0 63
Do., dairy	0 56	0 60
Do., tub	0 52	0 54
Potatoes, per bbl.	1 75	2 25
Corn, 2s, standard, case	....	3 30
Peas, standard, case	....	3 60
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	6 00	6 50
Oranges, California	5 50	7 00
Bananas, lb.	0 10	0 11
Grapefruit, case	6 00	7 00

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., April 20. — Butter dropped three cents per pound. Crisco is lower and laundry soaps declined twice since our last report. Lard is lower, threes now quoted at $12.60. Eggs are easier at $9 to $9.50. Prunes are generaly quoted lower; these reductions amount to one-half to one and one-half cents per pound. Sago and tapioca are selling at $7.50 to $8 per hundred, and Japan rice at the same price. Kootenashi beans are offered at $5 to $5.50. Flour dropped 50 cents per barrel. New arrivals of California canned fruits are quoted lower.

Beans, B.C., per hundred	5 00	5 50
Rolled oats, 80s	....	2 50
Rice, Siam	....	6 00
Japan, No. 1	7 50	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Sugar, pure cane, gran., cwt.	....	13 27
Cheese, No. 1, Ont., large	0 34	0 35
Alberta cheese, twins	....	0 30
Do., large	....	0 29
Butter, creamery, lb.	....	0 55
Do., dairy, lb.	0 32	0 37
Lard, pure, 3s	....	12 60
Eggs, new laid, local, case	9 00	9 50
Corn, 2s, case	3 50	3 85
Peas, 2s, standard, case	3 90	4 10
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 15
Do., 25s, lb.	0 14½	0 16
Peaches, evaporated, lb.	0 22	0 22
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 08
Do., 70-80s	0 10	0 11
Do., 60-70s	0 12	0 12
Potatoes, local, ton	....	28 00

British Columbia

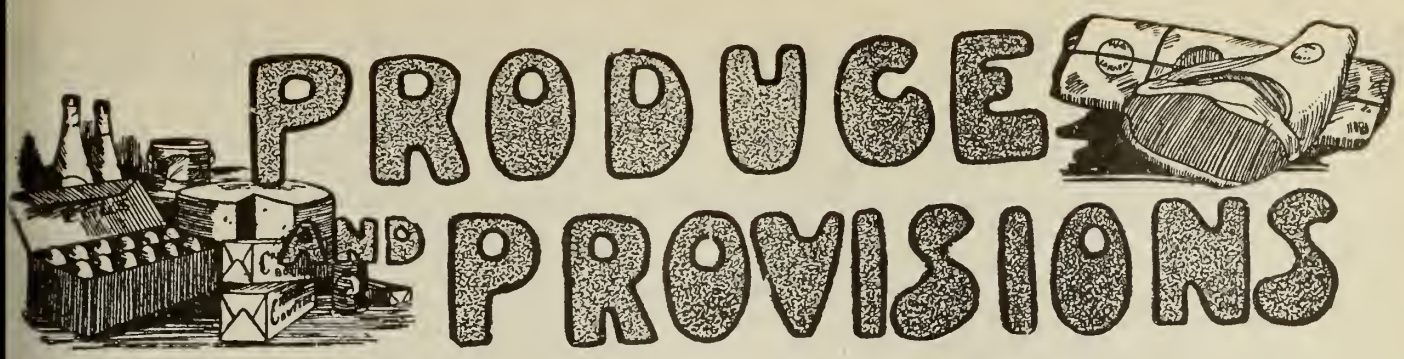
FROM VANCOUVER, BY WIRE

Vancouver, B. C., April 20. — Flou again declined, which makes the fourt reduction during the past month. Th price is now $10.05, a drop of 50 cen per barrel. Sugar in kegs advanced 3 cents. Lillooet potatoes are offered a $30 per ton, and several cars have bee shipped into Washington. Los Angele strawberries are quoted at $4.50 pe crate of 15 cups. Bulk dates are aga on the market at 12½ cents per poun Leaf lettuce is selling at $1.75. Yakim yellow Newton apples are quoted at $ Rhubarb is 8 cents per pound. Loc fresh eggs are quoted at 35 cents p dozen.

COOPERAGE CONCERNS ARE VALUED AT $2,903,035

Products of the cooperage industr run quickly into money in these day The products of 100 individual concer were given a valuation of $2,903,035, a cording to the Dominion Bureau of St tistics' report for 1919. Three-quarte of the industry is located in Ontario; t amount invested in cooperage plants Ontario was $1,449,472; Nova Scotia a New Brunswick investment was $36 535; Quebec, $87,834, and the Weste provinces, $121,563. There were 7 male and ten female employees, and t total of salaries and wages was $662,31

Materials used cost $1,550,149; t largest item was 16,216 M. staves, $713,663. Hoop iron amounted to $15 000, and heading to $311,182. Tig cooperage products still constitute t larger part of the industry. Oil a vinegar barrels were the largest sing item, with a production of 747,1 valued at $671,436.



After Lent Period Still Sees Active Inquiry For Fish

Usual Falling Off as is Customary at This Season is Not Apparent—Fresh Halibut is Arriving and is of Particularly Good Quality.

By D. B. DRYSDALE

CONSIDERING that it is such a short time since Lent, after which there is generally a considerable falling off in the fish business, this year has been an exception to the rule. There is a live demand at present and a good variety to satisfy all inquiries. Business during Lent was exceptionally good. In fact this winter season has left all other years behind so far as sales are concerned.

At present it is just between seasons, fresh caught fish have not commenced to arrive in large quantities. Fresh caught pike, pickerel and whitefish have come in, but in very small quantities. They were soon taken up. Fresh halibut has arrived steadily in carload lots and is the best that has been seen for some time in this part of the country. It is schooner caught fish, which means that it is only out of the water a few hours before being placed in refrigerator cars for shipment east. Considerable quantities of these fish have been shipped across the line and have brought fancy prices in New York and Buffalo.

Although the season has been so far in advance of other years, it will be the first of May before supplies of fresh fish will be sufficient to take care of the demand.

Practically all lines of frozen and smoked fish are still on hand and as prices have eased off somewhat retailers should not hesitate as to keeping a good stock on hand.

Increases Bacon Sales by Attractive Display on Counter

H. A. Campbell, St. Clair Ave. W.., Shows His Bacon Neatly and Evenly Sliced, in Glass Enclosed Counter—Sells Only One Brand and Believes it is the Best Policy

H. A. CAMPBELL, St. Clair Ave. West, Toronto, has a unique method of displaying his bacon that means a great deal in the way of stimulating sales. He has not a refrigerator counter, but recently on the occasion of a visit by a representative of Canadian Grocer he had a portion of the counter enclosed in glass and under this was a very attractive arrangement of bacon. It was nicely sliced and ready for sale to the customers. The display could not fail to attract the customer at the counter, and Mr. Campbell stated that since he had put in this enclosed part of the counter his turnover in bacon and cooked meats had shown a steady and gratifying increase. "People come into the store to buy other things and seing this little display of bacon invariably inquire about it and very often buy some," he stated. "The bacon is evenly and neatly sliced beforehand, and as it is shown, I think it is sufficiently tempting to induce people to buy. Keeping a quantity of bacon sliced in advance of orders I find is good practice as it facilitates service when I am very busy and when to take the time to slice up bacon would be decidedly inconvenient."

Mr. Campbell has a slicer and is enthusiastic about the service it gives. He believes that it helps the sale of bacon and cooked meats. "People will go where they can have bacon and particularly cooked meats sliced to their liking, and this is only possible with a slicer," he remarked. "It reduces waste to a minimum, and for this reason, if for no other, it is valuable."

Only one brand of bacon is sold by Mr. Campbell. He has followed the policy of concentrating on one kind, and he believes that it has paid him. He is of the opinion that it is the best that can be obtained, and his customers like it. A reputation for good bacon, according to Mr. Campbell, will do a great deal to build trade and to bring new customers into the store.

NEW REGULATION RAISES EVAPORATED MILK STANDARD

The Department of Agriculture of the province of Manitoba has issued a new regulation raising the standard of evaporated milk to 7.8 per cent. fat and 25.5 per cent. total solids.

"It is not forbidden to sell milk which has been concentrated either with or without sugar, to a less degree than condensed milk or evaporated milk, but such milk must be labelled 'Sub-Standard Concentrated Milk' and neither upon the label, nor upon any descriptive matter, shall it be described as condensed milk, evaporated milk or sterilized milk, because these terms are legally defined. Sub-standard concentrated milk shall be labelled in such a way as correctly to inform the purchaser regarding its contents in milk fat and in total milk solids."

When there is a small shortage of liquor with sweet pickles, draw off a part or all of the remaining liquor. Mix same thoroughly with distilled vinegar, and refill the package. When there is a considerable shortage dilute the vinegar with one-fourth part of water, using about three or four pounds of granulated sugar for each gallon of liquor to be added. After same is thoroughly dissolved, pour over the pickles. It is sometimes advisable to use for this purpose the surplus liquor from other packages of the same kind of pickles, providing it is sweet and clean. Vinegar that has been long exposed to the air gradually loses its strength, and caution should be used in this respect.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 20.—The produce market is characterized this week by more activity in nearly all lines. There is a general firmer feeling except in live hogs and in lard. The offerings of hogs have exceeded the demand and lower prices are quoted. The same is true of lard, which continues in an unsettled condition. Butter is stronger in view of the heavier arrivals of the new make and the demand swinging in that direction. Storage butter is a little weaker in price. The bigger demand for eggs and the general commencement of packing has resulted in higher prices being quoted. The cheese market is a little easier this week in export circles but domestic prices are unchanged. There is no change in cooked or smoked meats. Halibut and haddock are higher in price but it is expected that the arrival of Eastern halibut on the market next week will result in lower prices. The oyster season is practically over. There is very little fresh lake fish on the market.

Fresh Butter Prices Firmer

Montreal.

BUTTER.—A firmer feeling has prevailed through the week for butter on account of the arrival on the market of the first make of fresh creamery butter. The demand has swung that way among local dealers, and as there are not sufficient supplies as yet, the tendency has been to firm up the butter market. However, this has had a weakening effect on the market for the storage creamery butter, and these prices are quoted from one to two cents a pound lower this week. There is little or no demand for dairy butter.

BUTTER—		
Creamery prints, qual., new...	....	0 54
Do., solids, quality, new	0 52	0 53
Do., prints	0 48	0 50
Storage Creamery, solids	0 47	0 49
Dairy in tubs, choice	0 40	0 42
Do., prints	....	0 43

Easier Feeling in Cheese

Montreal.

CHEESE.—There is a little weaker feeling to the cheese market this week with a decline of half a cent a pound in wholesale circles. This, however, does not directly affect the grocery trade, but indicates the general trend of the market. The market for new cheese is steady but the demand is limited. The future trend of the cheese market is still uncertain.

CHEESE—		
Old, large, per lb.	0 30	0 31½
Twins, per lb.	0 30	0 31½
Triplets, per lb.	0 30	0 31½
Stilton, per lb.	....	0 42
Fancy, old cheese, per lb.....	0 35	0 37
Quebec	0 31	0 33

Cooked Meats Steady

Montreal.

COOKED MEATS. — There is no change in the market for cooked meats this week. Prices are ruling steady with a fair demand.

Jellied pork tongues	....	0 38
Jellied pressed beef, lb.	....	0 27
Ham and tongue, lb.	....	0 42
Veal	....	0 30
Hams, cooked	0 61	0 65
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 59
Head cheese, 6-lb. tins, per lb...	....	0 16
Do., 25-lb. tin pails, per lb.....	....	0 15

Smoked Meats Unchanged

Montreal.

SMOKED MEATS.—The market for smoked meats has been fairly active during the past week with a steady feeling. Supplies are quite sufficient to meet all demands, and prices remain unchanged.

BACON—		
Breakfast, best	0 38	0 43
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 33
Picnic Hams	....	0 23½
Wiltshire	0 34	0 39
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 35	0 37
Do., 14-20	....	0 35
Do., 20-25	....	0 33
Do., 25-35	....	0 31
Over 35 lbs.	....	0 30

Egg Prices Higher

Montreal.

EGGS.—The first advance in the price of eggs during the last two months came this week with a much firmer market. This is attributed to the fact that the storage operations have become more general and there is a bigger demand to be met. There is also a heavy consumption, and the market is very active with prices ruling one cent per dozen higher.

EGGS—		
Strictly fresh eggs	0 35	0 37

Barrelled Meats Unchanged

Montreal.

BARRELLED MEATS.—There is no change this week in the quotations on barrelled meats. The demand is limited.

BARRELLED MEATS		
Barrel Pork—		
Canadian Short cut (bbl.), 30-40 pieces	26 50	43 00
Clear fat backs (bbl.), 40-50 pieces	....	35 00
Heavy mess pork (bbl.).....	....	36 50
Plate beef	....	25 00

Another Drop in Lard

Montreal.

LARD.—The lard market has shown even weaker tendencies this week with further declines in price. The offerings on the market are large, and as the ho market is in a weak condition the ten dency is for further declines. 18 cent per pound is quoted this week for lar in 20-pound pails.

LARD—		
Tierces, 360 lbs.	0 17	0 18
Tubs, 60 lbs.	0 17½	0 18
Pails, 20 lbs.	0 18	0 19
Bricks	0 22	0 23

Weaker Hog Market

Montreal.

FRESH MEATS.—Montreal prices o live hogs showed weaker tendencie through the week with a decline of 5 cents per cwt. on prices previously quot ed. This is attributed to a falling o in the demand for heavy weight hog The supply offered is abundant and i some cases lower prices are looked fo The only change in fresh pork prices i a decline of one cent per pound on trim med shoulders, which are quoted at fro 22 to 24 cents. There is a firmer feelin on beef cattle this week, but prices ar unchanged.

FRESH MEATS		
Hogs, live (selected off cars)	14 50	14 75
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 22½	0 23
Fresh Pork—		
Legs of pork (foot on)	....	0 30
Loins (trimmed)	....	0 35
Bone trimmings	....	....
Trimmed shoulders	0 22	0 24
Untrimmed	....	0 24
Pork sausage (pure)	....	0 25

(Cows)		(Steers)
$0 23 $0 27	..Hind quarters..	$0 25 $0 30
0 11 0 14	..Front quarters..	0 12 0 16
Fresh Beef—		
0 35 0 38	..... Loins	0 40 0 45

Haddock and Halibut Highe

Montreal.

FRESH FISH.—Haddock is ver scarce this week and prices are advance one cent per pound. Halibut is holdin up in price and is quoted around 2 cents, since the supply is all from th western coast. Eastern supplies are ex pected next week, and this will probabl result in bringing prices down. The oy ter season is practically over. Som small supplies of fresh lake fish are ar riving, but not sufficient to nearly me the demand.

FROZEN FISH		
Halibut, large and chicken	0 22	0 23
Haddock	0 10	0 12
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 7½	0 8
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11
Doree	0 12	0 13
Whitefish	0 16	0 17
Smelts	0 15	0 20
Grass Pike	0 10	0 11
Round Pike	0 08	0 09

SALTED FISH		
Codfish, large, bbls., 200 lbs.....	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20

SMOKED		
Chicken Haddies, 15-lb. box....	....	0 07

Finnan Haddie	0 11	0 12
Fillets, 15-lb. box	....	0 17
Boneless Herring, per box	....	1 60
Smoked Herrings	....	0 21
Kippers, new, per box	....	2 75
Bloaters, new, per box	....	2 50

ONTARIO MARKETS

TORONTO, April 29.—Lower prices are named on hogs and cattle. Smoked meats are in a weak position and lower prices are likely in view of the lower hog market. Cooked hams are scarce on account of the strike of the employees of the abattoirs; this shortage is only temporary as the strike is expected to be settled this week. Cheese is easy and quotations lower. Butter is in an easy position with quotations practically unchanged, although lower prices are expected to be named during the week. The egg market is firmer, attributed to storage operations becoming more general. Lard and shortening are both reduced in price with the situation in the market continuing to rule easy. Fresh fish is arriving more freely with quotations reduced. Oysters, ciscoes and some lines of salt fish are finished for this season. Turkeys and chickens are somewhat lower on account of the poor quality offered.

Butter Market Easy

Toronto.

BUTTER—The butter market has an easier tone, although prices show little change. Production of fresh made butter is increasing gradually but as yet there is no surplus. Dealers, however, are buying cautiously, in fact practically only for immediate requirements. When the break does come it is expetced that the decline will be drastic, but more in the nature of a gradual decline. The average quotation on fresh made creamery is 59 cents per pound, but some makes put up in cartons are bringing as high as 61 cents. No. 2 grades range from 50 cents to 66 cents per pound.

BUTTER—		
Creamery prints, No. 1	0 59	0 61
Do., No. 2	0 50	0 56

Cooked Hams Scarce

Toronto.

COOKED MEATS—There is a scarcity noted on cooked hams. This shortage is attributed to the packing house strike. This condition, however, is not expected to last for any length of time as the strike is expected to be settled this week. Quotations on cooked meats are unchanged.

Boiled hams, lb.	0 50	0 52
Do., square pressed	....	0 55
Boiled shoulders, lb.	....	0 45
Head cheese, 6s, lb.	....	0 15
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 56
Bologna	0 17	0 20

Above prices subject to daily fluctuations of the market.

New Cheese Lower

Toronto.

CHEESE—The cheese market is easier and prices on the new make are lower, ranging around 29 cents per pound. Old cheese is holding fairly steady at unchanged quotations, although there is a tendency for easier prices on account of new make arriving in fair volume at lower prices. New Stilton is offered at 33 cents and old is bringing 36 cents per pound.

CHEESE—		
Large, old	0 33	0 35
Do., new	0 29	0 30
Stilton, per lb.	0 33	0 36

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Eggs Firmer and Higher

Toronto.

EGGS—The egg market has a stronger tone with prices advanced to the retail trade three cents per dozen, making the price 34 cents. The higher tendency is attributed to the greater demand on account of storage operations becoming more general.

EGGS—		
New laid	....	0 34
New laid in cartons	....	0 37

Prices shown are subject to daily fluctuations of the market.

Hog Prices Lower

Toronto.

FRESH MEATS—Prices in the cattle market declined considerably during the week, in spite of the strike of the abattoir employees. Hog prices are also lower and packers made fairly heavy purchases considering the labor condition. Prices on fresh meat cuts are unchanged, but lower prices are likely when labor difficulties are settled.

Hogs—		
Dressed, 70-100 lbs., per cwt.	20 00	22 00
Live, off cars, per cwt.	12 75	13 25
Live, fed and watered, per cwt.	12 50	13 00
Live, f.o.b., per cwt.	11 75	12 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 31
Loins of pork, lb.	....	0 35
Fresh hams, lb.	....	0 33
Tenderloins, lb.	....	0 65
Spare ribs, lb.	....	0 21
Picnics, lb.	....	0 20
New York shoulders, lb.	....	0 23
Montreal shoulders, lb.	....	0 23
Boston butts, lb.	....	0 27
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 20	0 23
Front quarters, lb.	0 10	0 13
Ribs, lb.	0 18	0 25
Chucks, lb.	0 10	0 12
Loins, whole, lb.	0 28	0 30
Hips, lb.	0 15	0 18

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 19	0 22
Spring lamb, each	13 00	16 00
Yearling lamb, lb.	0 28	0 32
Sheep, whole, lb.	0 10	0 15

Above prices subject to daily fluctuations of the market.

Fresh Fish Lower

Toronto.

FISH—Fresh caught fish is arriving in fair volume and prices are lower. Fresh whitefish is quoted at 25 cents per pound, trout at 21 cents, haddock at 10 cents and cod at 10 cents per pound. Oysters are practically finished for this season, also smoked ciscoes, digby bundles and salt mackerel.

FRESH SEA FISH		
Cod Steak, lb.	0 11	0 12
Do., market, lb.	....	0 09
Halibut, chicken	0 17	0 18
Do., medium	0 21	0 23
Fresh Whitefish	....	0 25
Fresh Herring	0 10	0 11
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 21	0 22
Fall Salmon	0 09	0 10
Haddock	0 10	0 11
FROZEN FISH		
Halibut, medium	0 22	0 23
Do., Qualla	0 10	0 13
Flounders	0 09	0 12
Pike, round	0 06	0 07
Do., headless and dressed	....	0 08
Salmon, Cohoe	....	....
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11
Smelts—		
No. 1, per lb.	....	0 17
No. 2, per lb.	....	0 11
SMOKED FISH		
Haddies, lb.	0 10	0 12
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	....	2 00
PICKLED FISH		
Salmon Snacks, lb.	....	0 24
Labrador Herrings, kegs, 100 lbs.	....	6 25
Do., bbls., 200 lbs.	....	11 75
Do., pails, 20 lbs.	....	2 00
Holland Herrings, Milchers	....	1 15
Do., mixed	....	1 00

Lard Prices Lower

Toronto.

LARD—Quotations on lard are reduced one cent per pound, bringing the price of one pound prints to 19 cents. The market is easy and further reductions are not unlikely.

LARD—		
1-lb. prints	....	0 19
1-lb. tierces, 400 lbs.	....	0 16

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Smoked Meats Easy

Toronto.

PROVISIONS—There is a weak feeling manifest in the market for smoked hams and bacon and lower prices are likely on account of the lower prices on hogs. This lower basis, however, is not expected until the strike of the abattoir employees is settled and operations are again normal.

Hams—		
Small, 6 to 12 lbs.	....	0 38
Medium, 12 to 20 lbs.	....	0 38
Large, 20 to 35 lbs. each, lb.	0 31	0 35
Heavy, 35 lbs. and upwards	....	0 30
Backs—		
Boneless, per lb.	0 52	0 57
Rolled, per lb.	....	0 62
Bacon—		
Breakfast, ordinary, per lb.	0 38	0 47
Breakfast, special trim	0 53	0 54
Roll, per lb.	....	0 32½
Cottage rolls	....	0 33
Wiltshire (smoked sides), lb.	....	0 34
Do., three-quarter cut	....	0 37
Do., middle	....	0 40
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 21
Do., av. 80-90 lbs.	....	0 20
Clear bellies, 15-30 lbs.	0 20	0 21
Fat backs, 10-12 lbs.	0 17	0 19

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—	
Mess Pork, 200 lbs.	36 50
Short cut backs, 200 lbs.	42 00
Pickled rolls, bbl., 200 lbs.—	
Lightweight	51 00
Heavy	44 00

Above prices subject to daily fluctuations of the market.

Little Change in Poultry

Toronto.

POULTRY — Receipts continue light and the biggest volume of business passing is from storage stocks. Turkeys are slightly lower, but this is due to the fact that the quality is poorer as the majority of turkeys offered are gobblers of a coarse nature. Chickens are also getting staggy and prices are lower. Geese are not being quoted.

Prices Paid by Dealers.

	Live	Dressed
Turkeys	0 35- 0 45	0 45- 0 50
Chickens, spring	0 35	0 58
Roosters	0 25	0 28
Fowl, over 5 lbs.	0 34	0 34
Fowl, 4 to 5 lbs.	0 32	0 32
Fowl, under 4 lbs.	0 25	0 28
Ducklings	0 35	0 35
Guinea hens, pair	1 25	1 50
Spring chickens, live.	0 25- 0 32	0 30- 0 38

Prices quoted to retail trade:

	Dressed	
Turkeys	0 60	0 63
Hens, heavy		0 35
Do., light	0 30	0 33
Ducklings	0 45	0 45

Shortening Reduced

Toronto.

SHORTENING — Shortening is reduced one cent per pound. One pound prints are now quoted at 13½ cents and on the tierce basis 11¼ cents per pound. The market continues to rule easy.

SHORTENING—	
1-lb. prints	0 13½
Tierces, 400 lbs.	0 11¼

In 60-lb. tubs, ½ cent higher than tierces, and in 20-lb. pails, ¾ cent. higher than tierces.

WINNIPEG MARKETS

WINNIPEG, April 20.—Creamery butter held in storage is practically cleaned up, and as fresh butter is arriving in small quantities there is not sufficient supply to take care of the demand. Cheese is scarce, and the few carloads that arrived during the week were picked up very rapidly. The egg market is weak with a tendency for lower prices. Cooked meats show no change. Ham and bacon advanced during the week. Lard and shortening show a decline. Fresh halibut and salmon are in good demand.

Butter Supplies Short

Winnipeg.

BUTTER.—The butter market is ruling steady with no change in quotations. Creamery butter held in storage is practically cleaned up and as fresh made butter is not arriving in sufficient volume to take care of the demand, there is a tendency for a shortage. There is no demand for dairy butter.

BUTTER—		
Creamery, best table grade		0 60
Dairy, best table grade	0 24	0 26
Margarine	0 28	0 32

Old Cheese Scarce

Winnipeg.

CHEESE. — Old cheese is reported scarce and the trade is depending entirely on the new make. A few carloads arrived during the week but were picked up very rapidly. There is no Manitoba cheese on the market at all. Ontario twins are being quoted at 34 cents per pound with Stilton at 36 cents.

CHEESE—	
Ont., large, lb.	0 34
Ont., twins, lb.	0 34½
Ont., triplets, lb.	0 35
Stilton cheese, large, lb.	0 36

Egg Market Weak

Winnipeg.

EGGS.—The egg market is reported weak with receipts fairly heavy. Eggs are quoted at 26 cents per dozen.

Cooked Meats Steady

Winnipeg.

COOKED MEATS.—The demand for cooked meats is not a large one although the warmer weather has created a bigger demand than usual at this season. The market is holding steady at unchanged quotations.

HAMS—	
Best quality, skinned, 8-13 lbs.	0 56
Do., 13-16 lbs.	0 53
Roast Ham, lb.	0 59
Roast shoulders, lb.	0 47½
Head Cheese, 1-lb. tins	0 17
Jellied Ox Tongues, lb.	0 60
Pork tongues, lb.	0 55½
Luncheon Cooked Meats, lb.	0 25

Ham and Bacon Advance

Winnipeg.

PROVISIONS. — There has been an advance in the price of both ham and bacon during the week. The smoked meat market has shown more activity with a firmer feeling. Hams and bacon advanced one cent per pound. New quotations are listed below:

Hams—		
8 to 16 lbs., per lb.	0 44	0 45
16 to 20 lbs., per lb.		0 43
Boneless, 8-16 lbs., per lb.		0 49
Skinned, 14-18 lbs., per lb.		0 48
Skinned, 18-22 lbs., per lb.		0 44
Bacon—		
Sliced, 6 to 10 lbs., lb.		0 59
Cottage Rolls, boneless		0 33
Bellies, 6 to 10 lbs., per lb.		0 44

Lard and Shortening Lower

Winnipeg.

LARD.—Lard and shortening both declined during the week. No. 1 quality pure lard is quoted at 19 cents per pound in tierces of 400 pounds and $4.30 for 20-pound wooden pails. Shortening is quoted at 13¾ cents on the same basis and $3.25 for 20-pound pails.

Pure lard, No. 1 quality, per lb. (in tierces of 400 pounds.)	0 19
Do., wooden pails, 20-lb. pails.	4 30
Shortening (wooden pails), 20-lb. pails), per pail	3 25
Shortening, tierces or 400 lbs.	0 13¾

Poultry Receipts Light

Winnipeg.

POULTRY.—Receipts for live poultry are light and the demand is showing a decided improvement.

D. P. Chickens, 3½ lbs. and under	0 36
Do., 3½ lbs. and over	0 39
D. P. Fowl, 3½ lbs. and under	0 32
Do., 3½ lbs. and over	0 34
Turkeys, mixed weights	0 48 0 50

Hogs are Steady

Winnipeg.

FRESH MEATS.—There is no change in the hog market since our last report and selected live hogs are quoted at $14 per hundredweight. There have been very few cattle on the market for disposal. Choice killing steers sold mostly within range of $8 to $8.50 while the majority of fair to good quality were quoted from $6.50 to $7.75. Choice heifers sold from $7 to $8 and fair to good kinds from $5.50 to $6.75. Veal calves are scarce and the few that changed hands ranged from $10 to $11 for the choice kind and $7.50 to $8 for the good kind. Trading on the sheep and lamb market has been very quiet. Fresh cuts of pork are quoted slightly higher.

Selected, live, cwt.		14 00
Heavies	11 00	12 00
Light	13 50	14 00
Sows		8 00
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 26	0 35
Spare ribs		0 20
Loins of pork, lb.	0 31	0 34
Fresh hams, lb.	0 28	0 37
Picnics, lb.		0 19
Shoulders	0 16	0 19
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 20
Front quarters, lb.	0 09	0 11
Whole carcass, good grade, lb.	0 12	0 16
Mutton—		
Choice, lb.		0 17
Choice long hinds (leg and loin)		0 26
Choice Stews		0 12
Lambs—		
Choice, 30-45 lbs.		0 25
Veal—		
Good veal, 40 to 80 lbs., hind quarters		0 20

Fresh Halibut in Demand

Winnipeg.

FISH.—There are no price changes in the fish market this week. Fresh halibut is in good demand and is quoted at 21 cents per pound. The demand for fresh salmon has also shown an improvement. It is quoted at 32 cents per pound.

Black Cod, lb.		0 13
Brills, lb.		0 09
Herring, Lake Superior, 100 lbs.		
sacks, new stock		3 50
Halibut, chicken, cases 300 lbs.		0 15
Do., broken cases		0 16
Jackfish, dressed		0 08
Pickerel, case lots		10 50
Salmon—		
Cohoe, in full boxes, 300 lbs.		0 19
Do., in broken cases		0 20
Red Spring, in full boxes		0 24
Do., broken cases		0 25
Soles		0 08
Baby Whites or Tulibees		0 09
Whitefish, dressed, case lots		0 13
Do., broken cases		0 14
SMOKED FISH		
Bloaters, Eastern National, case		3 50
Do., Western, 20-lb. boxes, box		2 10
Haddies, 30-lb. cases, lb.		0 14
Do., in 15-lb. cases, lb.		0 15
Kippers, East. Nat., 20 count, per count		3 25
Do., Western, 20-lb. boxes, box		2 25
Fillets, 15-lb. boxes, lb.		0 19
SALT FISH		
Steak Cod, 2s, Seely's, lb.		

Quality and Value

THERE is superior quality to be had in every tin of Davies' Pork and Beans, for the utmost care is taken in their preparation, using only clean, choice, hand-picked White Beans, which are never touched by human hands after they are washed.

The price at which they are sold to you, and the price you are able to get for them, gives every dealer a good margin of profit, which fact, coupled with the steady demand Davies' Pork and Beans creates, makes this a valuable line to handle.

Try some with your next order, ask your traveller, or enquire from your wholesaler.

Write us for prices.

Special care given mail orders.

THE WILLIAM **DAVIES** COMPANY LIMITED
TORONTO

Montreal **Sydney, N.S.** **Hamilton**

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.
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You Can Depend on

ARCTIC

REFRIGERATORS

to Keep Foods Cool, Clean and Sweet

and when you buy an Arctic you are making an investment that will last for years and give satisfactory service.

Write for Catalogue.

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Office and Factory:
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Agencies: A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 280 Main Street, Winnipeg; Western Butchers' Supply Co., Regina, Sask.

Purity Attracts

Therefore, all Malcolm products will appeal to the most discriminating housewife.

Your customers will be demanding Malcolm's milk products more than ever through their increasing reputation of efficiency.

Place your order now to insure an early shipment.

The Malcolm Condensing Co., Limited
ST. GEORGE, ONTARIO

ROSE BRAND

The Name Is A Guide

TO those in search of high-grade food products the Rose Brand is a guiding sign, identifying goods of known purity and quality. It is a mark familiar to your customers. When they seek it in your store see that they are not disappointed. Let them know that they can buy Rose Brand Products in your store by keeping the name well displayed. Make use of our handsome, colored store cards and window-trims to increase your store's attractiveness. Rose Brand sales are as profitable to you, as they are satisfactory to the customer.

BRANCHES:
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Sudbury
Sydney, N.S.
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CANADIAN PACKING Company, Limited

PACKING HOUSES
Brantford
Toronto
Peterboro
Montreal
Hull

CANADIAN PACKING COMPANY LIMITED

Brunswick Brand Sea Foods

Get the Most Out of Your Fish Sales

A full line of Brunswick Brand Sea Foods will enable you to cater to the fish requirements of your customers, while the increased customer confidence these dainty and wholesome Canadian products produce will mean much to your future business.

Brunswick Brand quality is obtained only by the most careful selection and by strictly sanitary methods of preparing and sealing. To this superior quality is due the big popularity enjoyed by every Brunswick Brand line.

Your wholesaler can put you on the road to bigger fish sales by supplying you with Brunswick Brand. Get in touch with him to-day.

Connors Bros., Limited

Black's Harbor, N.B.

Winnipeg Representative:

Chas. Duncan & Son, Winnipeg, Man.

A Superior Separated Milk Powder

Every wholesale grocer stocks it
Good grocers sell it in yellow tins

Phone College 2040

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Courtland, Ont.

Donald H. Bain Co., Winnipeg,
Western Distributors

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Genuine Italian Olive Oil

at Greatly Reduced Prices

A Special Offer to re-introduce "PURITY" Italian Olive Oil — absent from the market since the early part of the Great War which made it impossible to import further supplies until recently. An opportunity for YOU to replenish your stocks at BARGAIN PRICES. We have received a complete assortment of sizes, namely, 6 gal., 1's, ½'s, ¼'s, ⅛'s, and 1-16 gal. tins.

Advise us promptly as to your needs and we will quote you.

P. Pastene & Co., Limited

340 St. Antoine Street, Montreal

Make Display Get More Sales

Each dozen bottles of Mapleine come packed in a Display Container.

Grocers who keep this container on counters where it attracts customers are those who profit most in Mapleine sales.

They give Mapleine the chance to sell itself.

Mapleine

Order from your jobber

FREDERICK E. ROBSON CO.
7 Wellington St. W., Toronto

An Opportunity is Calling You

If you are a man between 25 and 50—know the grocery and meat business—can talk convincingly and are determined to make money, we will be pleased to hear from you.

We Want Real Men

with determination, a convincing manner and sound business judgment to sell the Royal Line of electric meat choppers, meat slicing machines, electric coffee mills and coffee roasting machines. If you have these qualifications and a record that will stand investigation, write us in confidence.

NOTE:—Our service includes furnishing Royal Equipment to the grocery, meat market, hotel, restaurant or institution. We supply for the coffee business or coffee server the Royal Coffee Roasting Machine and Electric Steel Cutting and Pulverizing Mill, also supply the green coffee at first hand prices. Complete instructions are furnished for operation, and savings of 5c to 15c per pound are effected. Booklet sent on request, telling the complete coffee story.

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OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

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Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

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SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.,
180 St. Paul St. West, Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each, 48 cans	$11 50
Reindeer Brand, each 48 cans	11 00
Silver Cow, each 48 cans	10 60
Gold Seal, Purity, ea. 48 cans	10 45
Mayflower Brand, ea. 48 cans	10 45
Challenge Clover Brand, each 48 cans	9 85

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	$7 25
Jersey Brand, Hotel, each 48 cans	7 25
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 00
Jersey Brand, Family, each 48 cans	6 00
Peerless Brand, Family, each 48 cans	6 00
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 00
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.,

Wheatgold Breakfast Cereal

Packages, 28 oz., 2 doz. to case, per case	$4 80

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
4-lb. Canada Laundry	$0 08
100-lb. kegs, No. 1, white	0 08½
200-lb. bbls., No. 1 white	0 08½

Toronto, Ontario.

40-lb. Edwardsburg Silver Gloss 1 lb. chromo pkgs.	0 10¼
Celluloid, 45 cartons, case	4 15

Culinary Starch
(Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½

(20-lb. boxes ¼c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 10
40 lbs. Canada Corn Starch, 1 lb. packages, per lb.	0 08½
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 08½
40 lbs. Argo Corn Starch, 1 lb. packages	0 09
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., 1 lb. packages	0 08½

(20 lb. boxes ¼c higher, except Potato Flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 10
5-lb. tins, 1 doz. in case	5 90
10-lb. tins, ½ doz. in case	5 60

KARO

24—2-lb. tins, per case	4 50
12—5-lb. tins, per case	5 30
6—10-lb. tins, per case	5 00

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	4 50
5-lb. tins, 1 doz. in case	5 30
10-lb. tins, ½ doz. in case	5 00

(5, 10, and 20-lb. tins have wire handles.)

MAZOLA

	Per case
No. 1, 24 tins, 1 lb	$ 7 70
No. 2, 12 tins, 2 lbs.	7 10
No. 4, 12 tins, 4 lbs.	13 50
No. 8, 6 tins, 8 lbs.	12 60

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 60

MAGOR, SON & CO., LTD.

INFANTS' FOOD

	Doz.
Robinson's Patent Barley—	
1-lb.	
½-lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODUCTS, LIMITED

Ontario Prices.

KLIM

8 oz. tins, 4 dozen per case	$11 2
16 oz. tins, 2 dozen per case	10 2
10 lb. tins, 6 tins per case	23 0

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼ lb.	
D.S.F., ½ lb.	
D.C.F., 1 lb.	
F.D., ¼ lb.	

	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

Keen's Oxford, per lb.	0 2
In cases, 12 12-lb. bxs. to case	0 2

NUGGET POLISHES

	Doz.
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 2
White Cleaner (liquid)	$2 0
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 8
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 4

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 2
Bobs, 12s	1 1
Currency, 12s	1 1
Stag Bar, 9s, boxes, 6 lb.	1 0
Pay Roll, thick bars	1 3
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 3
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 2
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 3
Forest and Stream, tins, 9s, 2-lb. cartons	1 4
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 5
Master Workman, 2 lbs.	1 2
Master Workman, 4 lbs.	1 2
Derby, 9s, 4-lb. boxes	1 2
Old Virginia, 12s	1 7
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 8

Flour Fills Your Order Book

An order for a bag of Purity Flour means a page full of orders for baking accessories. Flour is a profitable line in itself. It involves also many other lines which are profitable.

PURITY FLOUR

helps you do a profitable business in butter, eggs, lard, baking powder and yeast, sugar, fruits, and other baking day accessories, because it's a good, all-round flour for home baking.

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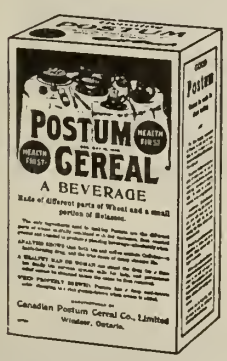
Never Before in Business

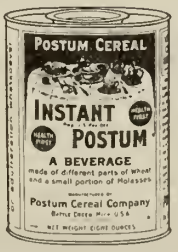
has good merchandising called so definitely for special attention to advertised goods.

Postum Cereal—Instant Postum Grape-Nuts and Post Toasties

have been popularized through steady, nation-wide advertising of their unquestionable merit.

These specialties require but small investment, enjoy quick turnover, and yield for grocers certain, clean profit that increases from growing volume.





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Sale Guaranteed

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Canadian Postum Cereal Co., Ltd.
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Price Right

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STICK LICORICE

in 10c Cartons

Everything in Licorice for Industries using

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in any form.

Made in Canada by

National Licorice Company

MONTREAL

Catalogue and Price List on Application.

THE COWAN CO., LTD.

Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz...	$5 60
Perfection, ¼-lb tins, doz. .	1 55
Perfection, ½-lb. tins, doz..	2 85
Perfection, 10s size, doz. ..	1 10
Perfection, 5-lb. tins, per lb.	0 41

UNSWEETENED CHOCOLATE

Supreme Chocolate, 6-lb. boxes, per lb.	0 40
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 00
Perfection Chocolate, 10c size, 2 doz. in box, per box....	1 80

SWEET CHOCOLATE

Eagle Chocolate, ⅛s, 6 lbs. in box, per lb.	0 32
Eagle Chocolate, 10c size, 2 doz in box, per box.....	1 80
Diamond Chocolate, 10c size, 2 doz. in box, per box	1 80
Diamond Chocolate, 5c cakes, 20 cakes in box, per box..	0 75

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb...	0 42
Milk Croquettes, 5-lb. boxes.	0 40
No. 1 Milk Wafers, 5-lb boxes, 30 boxes in case, per lb. ...	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 39
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.....	0 39
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 39
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 39
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	$2 15
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 00
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 40

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.....	5 75
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	3 15
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	6 00
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 25
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 00
Active Service Chocolate, ½s, 1-lb. box. 24 boxes in case, per box	1 90
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	1 90
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	1 90
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 10
20—1c Milk Chocolate Sticks,	

BRODIE & HARVIE, Ltd.

14 Bleury St., Montreal.

XXX Self-Raising Flour, 6-lb. packages, doz.	$5 6
Do., 3 lbs.	2 85
Superb Self-Raising Flour, 6 lbs.	5 40
Do., 3 lbs.	2 75
Crescent Self-Raising Flour, 6 lbs.	5 5
Do., 3 lbs.	2 8
Buckwheat, Self-Raising, 1½ lbs.	1 5
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1 50

SMALL'S LIMITED, MONTREAL

FOREST CREAM MAPLE SYRUP

Price Delivered	F.o.b. Factory	Ont. Mart
36—10 ozs., bottles..	$ 8 10	$ 9 8
24—16 ozs., bottles..	7 75	8 5
12—32 ozs., bottles...	6 95	7 8
24—28 ozs., tins	9 90	10 6
12—80 ozs., tins	14 25	15 2
6—160 ozs., tins ...	13 85	14 9
1—5 gall. tins	13 50	14 5
In barrels, per gal. .	1 50	2 7

FOREST CREAM PURE SYRUP

36—10 ozs., bottles...	$ 6 65	$ 7 4
24—16 ozs., bottles..	6 15	6 9
12—32 ozs., bottles..	5 35	6 0
24—28 ozs., tins	7 10	7 8
12—80 ozs., tins	10 30	11 3
6—160 ozs., tins ...	9 80	10 8
1—5 gal. tin	9 50	10 5
In barrel, per gal. ..	1 70	1 9

STANDARD SUGAR SYRUP

36—10 ozs., bottles..	$ 5 75	$ 6 5
24—16 ozs., bottles..	5 25	6 0
12—32 ozs., bottles..	4 45	5 1
24—28 ozs., tins	5 45	6 1
12—80 ozs., tins	7 95	8 9
6—160 ozs., tins....	7 50	8 5
1—5 gal. tin	7 05	8 1
In barrel, per gal. ..	1 20	1 4

FOREST CREAM MAPLE BUTTER

24—13½ ozs., tins ..	$ 4 65	$ 4 7
24—2½ lbs,. tins	11 75	12 8
1—30 lbs., pail	4 80	...
2—30 lbs., pails ...	9 80	10 8
In barrel, per lb. ...	0 14	0 15½

FOREST CREAM AMBER HONEY

48—No. 1 Tumblers..	$ 6 40	$ 6 8
24—No. 3 Tumblers..	6 90	7 4
24—2½ lbs., tins ...	19 75	20 8

FOREST CREAM PEANUT BUTTER

48—No. 1 Tumblers..	$ 5 30	$ 5 7
24—No. 3 Tumblers..	4 75	5 2
24—2 lbs., tins	11 80	12 6
1—24 lbs., pail	4 55	...
2—24 lbs., pails ...	9 75	10 6
In barrel, per lb....	0 17½	0 1

FOREST CREAM SALTED PEANUTS

1—15 lbs., pail ...	$ 2 75	$ ...
2—15 lbs., pails ..	6 05	6 6
In bags of 85 lbs...	13 15	14 5
In barrel, per lb. ...	0 16¼	0 1

FOREST CREAM PEANUTS. MAPLE SUGAR COATED

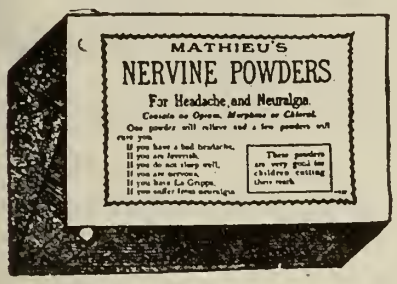
72—5c packages	$ 2 40	$ 2 5
48—No. 1 Tumblers..	4 95	5 3
24—No. 3 Tumblers..	4 45	4 8
24—1 lb., tins	8 45	8 9
1—12 lbs., pail	3 85	...
2—12 lbs., pails ...	8 20	8 6

FOREST CREAM SALTED PEANUTS (BLANCHED)

72—5c packages ...	$ 2 40	$ 2 5
48—No. 1 Tumblers..	4 40	4 7
24—No. 3 Tumblers..	3 60	4 0
24—1¼ lbs., tins ...	8 50	9 0
1—15 lbs., pail	3 10	...
2—15 lbs.. pails....	6 50	7 0

Every home should have a packet or two of—

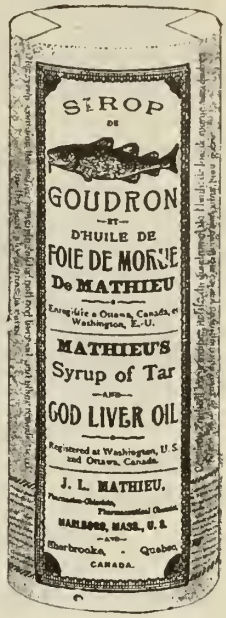
Mathieu's Nervine Powders



Explain to your customers how reliable these Powders are for the cure of Headache, Neuralgia, Sleeplessness, etc. One powder gives instant relief.

Mathieu's Nervine Powders are free from habit-forming drugs.

Send for a trial supply.



J. L. MATHIEU COMPANY
SHERBROOKE, QUE.

Master Mason

Order from your wholesaler

Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobacco.

You can build up a good tobacco trade by selling Master Mason.

Rock City Tobacco Co.
Limited
QUEBEC and WINNIPEG

THE SOUTH

is now delivering us some of the finest and freshest

Fruits and Vegetables

that we have had in years, consisting of

STRAWBERRIES	PINEAPPLES
TOMATOES	CABBAGE
CARROTS	BEETS
HEAD LETTUCE	ASPARAGUS
ORANGES	LEMONS
BANANAS	NEW POTATOES

GREEN PEPPERS, Etc.

Quality First Always *Biggest Selection*

Just Address

WHITE & CO., LTD.
TORONTO

Everybody Knows Us

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

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If you have anything to sell to the Trade, you should advertise it in this paper.

BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

New stoneware catalogue just out, prices effective April 1st. Yours for the asking.

The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St John's, Nfld.

Order from your Jobber to-day
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivary 7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

BARRELS
Order your Maple Syrup Barrels and Kegs Now.
Prompt Shipments
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

Information
We can keep you posted with all daily news and business Tips.
Canadian Press Clipping Service
143-153 University Avenue, Toronto

SHELLED WALNUTS LIKELY TO BE SHORT

Walnut halves in the French primary markets are being sold in driblets and at advancing prices because of the scarcity of supplies. Asking prices are 1,200 to 1,225 francs, and even at that level 100 or 200 case parcels are all that is available. A shortage this fall is threatened because shippers went into the season with about 40,000 cases in storage and do not expect more than 10,000 cases this year.

FROST CUTS RAISIN CROP

The California Associated Raisin Company has advised that on account of the early spring in the raisin district the vines were unusually well advanced. The frost of last week was severe in some sections and the estimate is that 20 per cent. of the crop was damaged.

APRICOT CROP INJURED BY FROST

H. G. Coykendall, general manager of the California Prune & Apricot Growers of San Jose, advises that the coming apricot crop of California has been more or less severely damaged all over the State by the recent cold weather. An estimate of 50 per cent. injury is made, in addition to which must be considered the ravages of brown rot. The two combined. Mr. Coykendall says, will wipe out thousands of tons in the valley.

BREAK? NO FEAR! IT'S AN R.M. FLEXIBLE
Before Burning
After Shaping on burner
GAS MANTLES.
THE MANTLES THAT YOU... CAN TIE IN A KNOT WITHOUT DAMAGE. SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS.
R. M. Moore & Co., Ltd. Vancouver, B.C.
PACIFIC COAST MANTLE FACTORY

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

TANGLEFOOT PRODUCTS
Sticky Fly Paper, Sticky Fly Ribbon, Tree Tanglefoot, Roach and Ant Powder.
The O. & W. Thum Co., Manufacturers.
Grand Rapids, Mich. Walkerville, Canada.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk Pickles, Mincemeat, etc.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

STORE FIXTURES FOR SALE AT BARGAIN prices. Two safes, one National Cash Register, two McCaskey Registers, one wall case, two 6-ft. silent salesmen, also one Snooker table. Apply Leonard Bros., Mond, Ont.

TWO

Taylor Safes

FOR SALE

One J. & J. Taylor Safe, inside dimensions 15″ deep by 2′ 6″ wide by 3′ 11½″ high, and fitted with a built-in compartment. Price, $200.

One J. & J. Taylor Safe, inside dimensions 18″ deep by 2′ 9″ wide by 4′ 5″ high, and fitted with a steel compartment. Price, $250.

Both these safes are in first-class condition, and the prices quoted above are considerably less than half what similar safes are selling for to-day.

We are offering these for sale as we have installed larger vault accommodation.

Any firms requiring a safe would do well to communicate at once with Box 22, The MacLean Publishing Company, 143 University Ave., Toronto.

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

We Present a Record— Not a Prospectus

Reputation gained by years of vigorous, conscientious and successful work.

John A. Thompson

General Manager Western Canada

TORONTO

FOR SALE

FOR SALE—A FEW CARS POTATOES. WRIT for prices. W. T. Riddell, Auburn, Ont.

FOR SALE—GROCERY AND BAKERY BUSI ness. Dwelling red brick. All conveniences barn, etc. Apply Box 10, Canadian Grocer, 15 University Ave., Toronto, Ont.

POSITIONS WANTED

PERMANENT POSITION WANTED AS CLERI by man with first-class experience in retail stor business. Ontario preferred. Full informatio and reference at Box 18, Canadian Grocer, 15 University Ave., Toronto, Ont.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

READER'S NOTICE

Regarding

CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this advance notice. Be sure to give your old address as well as the new one.

By Appointment *to H.M. the King*

Crosse & Blackwell

have the highest reputation for quality. There is always a ready market for goods that are of the best, and it is recognized the world over that

Crosse & Blackwell

maintain a unique reputation for consistently supplying the best.

Price lists are obtainable from

Stewart Menzies & Co.
32 Front Street West
TORONTO

WHAT DOES THE FAMOUS FIVE ROSES COOK BOOK DO FOR YOU?

NOTHING—if you do not sell FIVE ROSES. But if you are prepared to fill the FIVE ROSES demand—*then,* right in the consumer's kitchen where no personal salesman can penetrate, it does these three *essential* things for YOU.

—*creates the demand*

By showing in seductive picture and tested recipe the splendid flour foods achieved by successful users throughout Canada. By stirring up culinary ambitions, by tempting new prospects to bake that never baked before. By everlastingly answering FIVE ROSES to every baking question.

—*increases the existing demand*

By suggesting new flour uses. By enthusing beginners to attempt new triumphs. By starting resultful missionary work in friendly circles. By enlarging the family consumption. By proving that the same good flour makes bread as well as pastry.

—*maintains it against competition*

By eliminating all risk of profit-killing disappointment that so sadly re-echoes in the store—because the housewife knows that FIVE ROSES recipes are successful recipes, each having been thoroughly tested, every picture an actual photograph. The FIVE ROSES Cook Book daily reminds the housewife of past successes, present satisfaction, future ambitions. The FIVE ROSES habit rivets trade to your store. This profit insurance costs you nothing, but it has made FIVE ROSES the best selling staple on the market.

Consider that this consumer influence is persistently at work to simplify FIVE ROSES sales. Consider that it is free to you, that it is inseparable from the brand FIVE ROSES. Then ask yourself this question. Let your own selling instinct answer.

Am I going to reap this profitable harvest that is daily ripening within reach?

LAKE OF THE WOODS MILLING CO.
Limited
MONTREAL

Daily Capacity, 27,400 Bags

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocer Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE: TORONTO, APRIL 29, 1921 No. 17

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

SALES OFFICE:
202 Royal Bank Bldg.
TORONTO
H. R. PHIPPS, Sales Mgr.
Phone Adel. 3316

MONTREAL

Established 1888

SALES OFFICE:
806 Lindsay Bldg.
WINNIPEG
A. E. HANNA, Representative

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

A distinguishing feature of that most distinguished product

Aladdin
DYE SOAP

"It Colors as it Cleans"

WHAT this means to you is that you can use the "economy" argument to sell Aladdin. Instead of using 2 cakes of soap—one to wash and one to dye the garment—the thrifty housewife uses just the one cake of Aladdin—cleaning and dyeing it at one simple operation.

No wonder it has attained an astonishing volume of sales. No wonder dealers note this product finds favor in homes that never tried home dyeing before.

CHANNELL LIMITED - TORONTO

Distributors for
ALADDIN DYE SOAP

Manufacturers of
O-Cedar Products

It Pays to Feature

Borden's ST. CHARLES Brand Milk

"With the Cream Left in."

Milk so rich and creamy that it saves using butter

Borden's intensive National advertising is showing Canadian women in concrete ways just how this rich, creamy milk will "cut the cost of cooking" and give their favorite recipes an improved creamy flavor that is instantly noticeable.

It is telling them that St. Charles Milk is the rich, pure milk of healthy, carefully inspected cows—perfectly sterilized—tested for high butter content, and sealed under ideal hygienic conditions—**with the cream left in.**

Key up your store with this Borden advertising by getting up regular St. Charles displays in your windows—It pays.

The Borden Co. Limited
Montreal and Vancouver

Borden's Products:
Eagle Brand Milk — St. Charles Milk
Malted Milk
Reindeer Coffee — Reindeer Cocoa

JUST THINK

a moment or two, Mr. Grocer, before placing your next order for Pork and Beans. Will the brand offered you sell quickly and profitably or will it stay on your shelves and keep your capital idle?

If you Order

CLARK'S PORK AND BEANS

You will have no worry. They are well advertised, are popular, and have the largest and best established sale. When you stock Clark's your capital works.

Note the Government legend on every can, guaranteeing the purity of the contents.

CANADA EST 24 APPROVED

Made in Canada by a strictly Canadian Company

W. CLARK, LIMITED
MONTREAL

Sell Five Cases a Week

Fill a window with the brands of Pink Salmon mentioned below. Put on an attractive sign with a tempting price; tell your customers of "The 47 Ways to Serve Pink Salmon." Try selling in dozen or half-dozen lots. You can clear 5 cases a week. Now try this one:

DEVILED SALMON

One can Pink Cascade Salmon, two eggs, flour, milk, butter, spices, potatoes. Mince one can of salmon after removing skin and bones, add the yolks of two hard-boiled eggs finely mashed, a little minced parsley, season with salt and pepper and one tablespoonful of lemon juice. Make a thick sauce of one tablespoon of butter, one tablespoon of flour and two-thirds cup of milk. Pour sauce over salmon and mix, butter baking dish, fill with mixture, and cover with meringue of mashed potatoes; dot with bits of butter and brown in oven.

Good High-Grade Salmon will always bring repeats. Don't be misled by a low price quotation. Stick to *Cascade,* Big Horn, Tip Top and Wellington Brands. They are trade winners.

Make sure of the Brand; it's a Right one when

Packed by

B. C. Fishing & Packing Co., Limited

Vancouver, B. C.

You Can't Stop People Buying Macdonald's

LAST year Canadians bought more Macdonald's than any other kind of tobacco. They are going to keep on buying it.

No sensible dealer would want to stop them, for Macdonald's is the most profitable line to sell. It moves faster, it pays more profit, it requires less sales effort, it satisfies as few other tobaccos could do, and it brings those *extra* Macdonald profits that make the tobacco with a heart so popular with the retailer.

The Tobacco with a Heart

MACDONALD'S

Som-Mor Quick Service

WHEN you have a line of customers waiting to be served, time means money. The Biscuit in the striped Package is a quick seller that saves time in handling. Its sanitary package ensures cleanliness and freshness. Everybody knows Som-Mor through our extensive advertising to the consumer. Quick turnover means better profits.

Sell Som-Mor Biscuit.

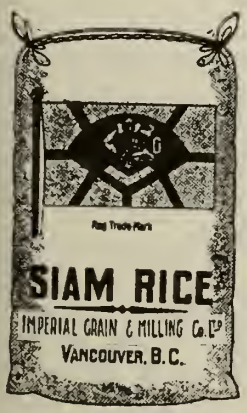
North-West Biscuit Company, Ltd.

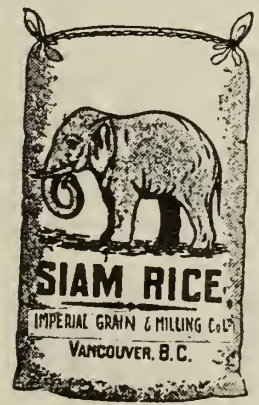
EDMONTON - ALBERTA

Winnipeg Regina Saskatoon Moose Jaw Calgary Nelson Vancouver Victoria

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

To-day She Wants Food To Be

Nutritious

Tasty

Of Pleasing Appearance

Low Cost

Here it is →

Caught in Deep Salt Water

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

When Writing to Advertisers Kindly Mention this Paper

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

A Selling Organization that will "put your product across" in a big way

Six large warehouses situated in the largest distributing centres from Winnipeg to Vancouver, each with a staff of energetic, experienced salesmen calling on the trade, form the "make-up" of this large selling organization.

Whether your product is a new one or one that you believe is not at present being marketed successfully, we can get you the results that you are looking for and get them quickly.

Get in touch with us.

Donald H. Bain Co.

Wholesale Commission Merchants, Brokers and Importers

Head Office: WINNIPEG, MAN.

Branches at

REGINA, SASK. SASKATOON, SASK. CALGARY, ALTA.
EDMONTON, ALTA. VANCOUVER, B.C.

ALSO AT SARACEN'S HEAD, SNOWHILL, LONDON, E.C. 1, ENGLAND

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

When Answering Advertisements Kindly Mention this Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE
WINNIPEG, MAN.

Branches with Resident Sales Managers at
Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

RELIANCE

Water-Glass
Castor Oil
Glycerine
Sewing Machine Oil
Carbolic Acid (10%)
Ink, Mucilage

Order from your jobber or write us

RELIANCE INK CO., LTD., WINNIPEG

Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6

Money-Saving Information

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.

"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such service at his call it would surely lessen the losses of many of these people."

The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments write us before you buy.

It costs FINANCIAL POST subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends. Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

THE FINANCIAL POST 143 University Avenue, TORONTO, CANADA

Send me for one year (52 issues) The Financial Post. I attached $5.00—commence at once.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley,
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.
Concentrated representation within the Province of Ontario

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
REPRESENTING
J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
Correspondence Solicited Agencies Wanted
LAING BUILDING, WINDSOR, ONT.

H. C. BRENNAN
Grocery Broker and Manufacturers' Agent
Booth Bldg. Ottawa, Canada

These one-inch spaces only $2.20 per insertion if used each issue in the year.

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
uperintend the successful merchandising of our lines in Kingston and district.

The **CROWN** *Trade-Mark*
on a bag of white beans is a guarantee of their uniform size and choice quality.
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.
BRAND
G. T. MICKLE - Ridgetown, Ont.

OAKEY'S "WELLINGTON" KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.
Agents:
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Oriole
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EAT RICE EVERY DAY - YOU WILL ENJOY IT
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MONTREAL

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"Satisfaction or Money Back"

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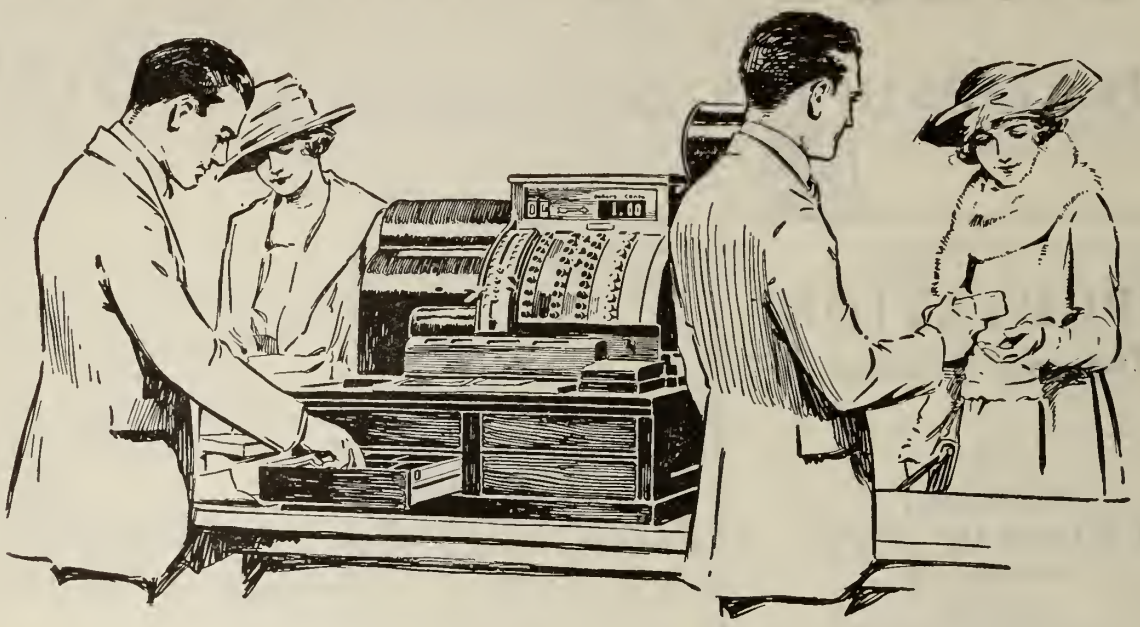

Clerk D is making change from his cash drawer. The amount of the sale is shown at the top of the register. The other clerk is handing change and parcel to the customer. He made change from his own cash drawer.

A separate cash drawer for each clerk

This makes clerks more efficient because:

1. Each clerk is responsible for the business he handles.
2. In case of error it shows who made the mistake.
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An up-to-date National Cash Register with separate cash drawers measures the ability of each clerk.

Up-to-date National Cash Registers are made with any number of cash drawers, from one to nine

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED

Eureka Refrigeration Equipment

This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

Quality

—an important factor in building up "repeat" business

You'll make no mistake in urging your customers to try

Stickney & Poor's

MUSTARD---SPICES AND SEASONINGS

They are "quality goods" in every particular—with a reputation for satisfaction-giving that extends through more than five generations. Give Stickney & Poor products a prominent place in your store. They will make friends for you.

Your co-operating servant,
MUSTARDPOT.

STICKNEY & POOR SPICE COMPANY
1815 Century old Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

What's Wanted

Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

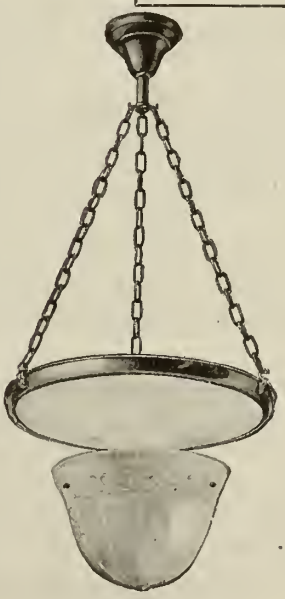
Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.

DID YOU EVER

consider the effect good light has on business?



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Edmunds'
"BRITELITE"

Commercial Lighting Unit has solved the perplexing lighting question.

★ ★ ★ ★

THE "BRITELITE" gives good light, all the light, and nothing but light.

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For combined EFFICIENCY AND ECONOMY it has no equal.

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J. H. Edmunds Co., Limited
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Phone Adel. 6731-6732

UPTON'S Pure Jams and Marmalades

Jams and Marmalades are moving.

The past month has shown greatly increased sales.

Quality Jams, as usual, have had the call.

Upton's Jams and Marmalades are Quality goods.

Jams and Marmalades that a Grocer can safely recommend to his best customer.

The T. Upton Co., Limited
HAMILTON, CANADA

Is It a Good Man You Want?

Wishing and wanting won't get him for you. Advertising probably will. You ask what paper to use? Well, you can waste a lot of good money using wrong papers. The best one to use is CANADIAN GROCER.

This newspaper is probably read by the man you will engage. At any rate, if you want a man trained, the chances are that he sees and reads CANADIAN GROCER. If your advertisement tastes good to him, the chances are he'll answer it. Then it's up to you to land him.

But look for him where he's likely to be—behind some counter or desk in a retail or wholesale grocery house.

You never can tell what's in the mind of men to make them willing to change. Perhaps it's money; perhaps a cranky boss; perhaps climate; perhaps a girl. But it will be something or other.

Sometimes the first insertion of an advertisement finds the man. Sometimes you will have to keep on advertising.

Our part is not to guarantee you answers, or to promise any. We have no control over such things. But we can put your advertisement—and do—into about 6,500 grocery stores, wholesale and retail, all over Canada. This is our part. And surely 6,500 is enough.

Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion. Numbers count as words. Use a Box Number if you prefer. Five cents per insertion extra for Box Number. Make advertisements brief as a telegram.

Payable Strictly in Advance

Address to:

CANADIAN GROCER Want Ads.

153 University Ave. **Toronto, Ontario**

"SOLEIL"

BRAND

CASTILE SOAP

Directly imported from Marseilles, France

"SOLEIL" Castile Soap is the product of France's largest and best soap manufacturers, F. Milau & Fils, of Marseilles.

"SOLEIL" Castile Soap has been on the market for one hundred years and its reputation is now world-wide.

"SOLEIL" Castile Soap is composed of the very highest ingredients and is absolutely guaranteed to contain 72% Pure Olive Oil.

"SOLEIL" Castile Soap is put up in convenient packages as follows:

20 bars of 6 pounds each, 120 lbs.
20 bars of 3 pounds each, 60 lbs.
80 pieces of 12 ozs. each, 60 lbs.
120 pieces of 8 ozs. each, 60 lbs.
240 pieces of 4 ozs. each, 60 lbs.

"SOLEIL" Castile Soap will not cost you any more than any other brands, although it is by far a superior article.

"SOLEIL" Castile Soap will give you a better profit, bigger sales and greater satisfaction to your customers.

"We advertise 'SOLEIL' Castile Soap" extensively, thereby creating a demand for it.

SPECIAL

"SOLEIL" Cocoanut Oil Soap a wonderful specialty. To retail 10 cts. per cake.

Send your inquiry to-day, we will mail you prices and sample.

LAPORTE, MARTIN, LIMITEE

WHOLESALE GROCERS

Established 1870

584 St. Paul St West. **MONTREAL**

Main 3766

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV. TORONTO, APRIL 29, 1921 No. 17

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T. H. ESTABROOKS CO., LIMITED
DIRECT IMPORTERS OF
CEYLON, INDIA, CHINA, JAPAN AND FORMOSA TEAS
and Proprietors of
RED ROSE TEA

CABLE ADDRESS "THESTA" ST. JOHN.
CODES } A.B.C. 4th EDITION } LIEBERS

Head Office ST. JOHN, N.B.
Branches TORONTO, WINNIPEG, CALGARY

18 FRONT STREET EAST
Toronto, Ont.

April 25, 1921.

Messrs. R. Barron Limited,
728 Yonge St.
Toronto, Ont.

Dear Sirs:

You've noticed, haven't you, the growing demand for better quality teas?

It is a natural reaction from the poor teas thrown on the market during the war and since. In war times people were not very critical, and a large quantity of wretchedly poor bulk tea was sold. We are finding quite a change. People who had not been using RED ROSE TEA for some little time are coming back to it. The change is more noticeable every month.

The great majority of Canadians always used good quality teas before the war. Now they have had too much of the cheap stuff,and we are as sure as we can be of anything that firms that push, from now on, good quality teas are the firms that are going to get the larger part of the tea trade.

There is an obligation on all of us, don't you think, to restore as quickly as possible this confidence in the good things of life?

A prominent place on your shelves or counter for such quality lines as RED ROSE TEA, will go a long way toward re-establishing good business in all lines.

Yours truly,

T. H. ESTABROOKS CO., LIMITED.

Two popular leaders

COLMAN'S MUSTARD
KEEN'S MUSTARD

If you supply your customers' requirements with either Colman's or Keen's Mustard you can rest assured of satisfaction. These incomparable mustards are the finest products that human skill and care can produce and they always live up to your highest recommendation.

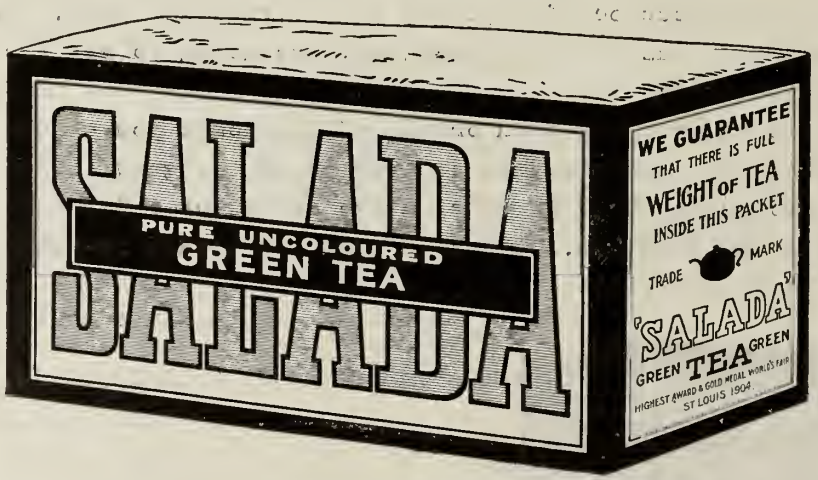
Look over your stock to-day and order from your wholesaler.

Magor, Son & Co., Ltd.

191 St. Paul St. W.
MONTREAL

30 Church St.
TORONTO

Your Stock Is Incomplete Without



Those of your customers who are using Japans, Young Hysons, Country Greens and such will be quick to realize the outstanding qualities of "SALADA" Green Tea. Its perfect flavour and consistent excellence are increasing its sales at an extraordinary rate.

PRICE: Same as "SALADA," Black or Mixed

If you drink GREEN TEA yourself, write us for a sample of "SALADA" Green. It will be a revelation to you.
SALADA, TORONTO.

CANADIAN GROCER

VOL. XXXV. TORONTO, APRIL 29, 1921 No. 17

Claim Margin on Bread is too Small

"Does it Pay to Handle Bread?" is a Question that Many Retail Merchants are Constantly Asking Themselves—How One Grocer Established a Bakery in Connection With His Store and Makes It Pay

"DOES it pay to handle bread?" That is a question many retail merchants have been asking themselves and has been the subject for debate at meetings of Retail Grocers' Associations in various cities throughout the Dominion. The majority of merchants are agreed that the margin of profit allowed by the bakers is not sufficient to warrant them selling bread. Some merchants handle a large quantity of bread, while there are others who only handle it as a convenience to customers—on occasions when customers run short or neglect to take enough from their regular baker.

Costs Are Too Great

There was a time when bread cost the merchant four cents and sold for five cents a loaf, the merchant being content with making one cent on the loaf. But paper and twine are now three times the former price. Bread is twice the price, and the margin of profit on each loaf is practically the same. It is obvious that the percentage of profit is at least cut in half.

The grocers in Ottawa have met this problem by establishing their own bakeshop. In Toronto, in certain sections, merchants have agreed to purchase their bread from one baker who is allowing them a larger profit than other bakers, providing they purchase all their requirements from him. The Toronto Retail Grocers' Association is working on such a plan that they hope will be a benefit to all the merchants throughout the city.

Wanted 20 Per Cent.

In Hamilton the association some months ago decided that they would discontinue to handle bread unless some better arrangements in regard to margin of profit could be made with the bakers. The bakers refused to listen to the merchants, so they decided that on a certain day they would not take any bread. This, however, failed to materialize. On the morning set aside for the experiment one merchant stated to his baker that he did not intend to handle bread unless he was allowed 20 per cent. profit. His request was immediately met by the baker. Other bakers, however, did not follow and merchants generally are still selling bread on a 10 per cent. margin.

George A. Gow was one of the merchants who agreed to discontinue selling bread unless the bakers would allow 20 per cent. margin of profit and he adhered to it. For eight months Mr. Gow did not sell bread. He said he lost a few customers, but the loss of the customers' trade was not nearly as great as selling the quantity of bread he was handing out at a profit of 10 per cent.

Establishes Bake Shop

Mr. Gow then decided that it would be a good move to establish a bake shop to supply his own trade. This he proceeded to do. At the rear of the store was a room that could be fitted up with ovens and other necessary paraphernalia. He hired an experienced bread, pastry and cake baker, also a helper. One side of the store and a window was appropriated to the selling of the products of the bake shop.

The only advertising that is used is the windows and he has built up a profitable business on bread and cakes that otherwise were showing him a considerable loss.

During the winter and entertaining season, the store specializes on patty shells, small fancy cakes and in fact can turn out any line on special order that the hostess may desire.

Canadian Grocer would like to hear from merchants in other centres on the bread problem.

Against Unsanitary Method

There is another angle that the bread situation can be viewed from and one that the

(Continued on page 20)

CUT OUT THIS COUPON

For the purpose of obtaining accurate information on how merchants view the subject whether bread should be wrapped at the factory, Canadian Grocer requests all readers in the trade to clip this coupon, sign and return as soon as convenient, together with any remarks on this subject they are pleased to make.

Are you in favor of law being passed compelling bakers to wrap all bread?

.....

Name.....

Addre s.....

.....

"Undermines Confidence in Competitor"

British Columbia Retailers Meet in Vancouver, B.C., and Air Their Grievances in Regard to Unfair Competition—"The Man Who Sells Goods For Less Than Cost Is Guilty of an Immoral Act," Says One Retailer.

By Staff Correspondent Canadian Grocer

VANCOUVER (Special).—There is the persistent complaint to be heard that two or three downtown cash-and-carry and self-serve grocery stores are weaning away the trade from the neighborhood grocer. Paul Findlay says many of the smaller grocers are entirely engrossed from the neck down, and the steady falling off in their cash business has bewildered them. The counter schemes propounded by many retailers are varied. These remedial measures range from legislation (whatever that may mean) to co-operative buying.

Affects Suburban Stores

The best-informed suburban grocers also feel the cash-and-carry, cut-price competition keenly, and realize that the present scheme of distribution is being seriously menaced by the weakening of the small grocer's position. These latter merchants felt, however, that some good could be done by a frank discussion of present conditions with the departmental store representatives and, later, with the jobbers.

Judging by the tenor of the remarks one hears from the retail grocers, he would have expected that the opportunity to meet the representatives of their greatest competitor would have attracted large numbers of the struggling retailers to the session. Such was not the case.

While customer after customer ceased to buy her groceries from the neighborhood grocer, with the simple statement that she could save money downtown, the merchant talked to the travellers and specialty men about what should be done and what the merchants should get together and say. However, when the call went forth that this special session was for the discussion of this very matter, and that the managers of the offending competitors would be on hand to answer for their misdemeanors, or explain their position, a mere handful of merchants put in an appearance, and most of them were from "up-country," where this severe competition is felt least.

Department Store Men Present

When the meeting convened, with Victor Spencer and Mr. Woodward, representing the two large departmental stores, present, a silence prevailed that could be felt. The silence lengthened, and at last Mr. Woodward spoke, suggesting that probably someone had something to say. Geo. McKenzie, of Kelowna, B.C., who is well-known to Canadian Grocer readers, took the floor and in a few brief remarks stated the ethics of the retail grocery business better than many could state them in a half day. A few of the gems that Mr. McKenzie left with the meeting are well worth repeating:

Guilty of an Immoral Act

"The man who sells goods for less than their cost to him is guilty of an immoral act, because he undermines public confidence in his competitor."

"Public confidence is the bond, which, if broken, destroys society. And if any man so conducts his business as to weaken confidence in the merchandising system here, he does me, his competitor, an irreparable injury."

Mr. Spencer was called out of the meeting to answer a 'phone call but said, before stepping out, "I am not leaving now to side-step any issue. Any time the retail grocers of this city wish to talk to me I will drop anything I am doing and come to the meeting."

"Know Nothing About the Business"

Mr. Woodward said: "The trouble with the retail grocery business in Vancouver is that 75 per cent. of the men in the retail grocery business do not know anything about the business, and are unable to meet competition.

"You have service departments," he said, "credit and delivery, and you give these to the public for nothing. It has been stated that grocery sections are run by departmental stores as "baits" to get customers to other parts of the stores. This is not a fact. Every department in a properly conducted departmental store must pay."

The final arrangement made at this meeting was that a committee of lower mainland retailers would be appointed to go into the matter further with the departmental stores, as the managers of these stores signified their willingness to assist toward a solution.

This Season Will See a Good Steady Trade

E. W. Jeffress, of E. W. Jeffress Limited, Walkerville, Ont., has just returned east from a two months business trip to Western Canada as far as the Coast. Speaking of business conditions, he stated they were on the whole exceedingly good and that this season would see a good steady trade. "Wholesalers naturally are not buying in such large quantities as in the past," he said, "but they are now buying frequently, which indicates a healthy condition."

"I was talking to one of Winnipeg's high-class retailers on the subject of selling the expensive lines and he told me that this spring sales had been considerably better than last fall. He had made a substantial purchase of a high-class line and was selling it, whereas in the fall scarcely anybody would buy."

Things are booming around Edmonton, Mr. Jeffress said. This was due in part to the opening of the oil fields to the north. The hotels there were well filled and large quantities of supplies were being sent up to the oil country.

In British Columbia, too, he found the trade in a healthy condition. "In fact," he added, "I believe that today the Western trade is more stabilized than that in the East."

CLAIM MARGIN ON BREAD IS TOO SMALL

Continued from page 19

retail trade is vitally interested in. Public sentiment is rather against the unsanitary method in which bread is handled, claiming that all bread should be wrapped at the factory, thus eliminating the possibility of contamination through handling and distribution through the streets in open wagons. Wrapping of bread at the factory would also tend to increase the profit to the merchant as no other wrapper would be necessary. The high cost of paper and twine is perhaps the big feature in handling bread by the trade and if the wrapping could be done away with bread would then become a profitable line to handle, instead of unprofitable as many merchants state.

This side of the bread question will be taken up in another article and Canadian Grocer requests every reader to cut out the coupon and send in their views on this all important subject.

Handling Cereals in Warm Weather

Scrupulous Cleanliness is Essential in Order That Stock May Be Kept in First-class Condition—A Spring Cleaning in a Grocery is as Necessary as in a Private House

MONTREAL, April 25.—With the coming of the warmer weather and the summer months, almost every grocer entertains some concern as to the quality of the cereals, meals and flour carried in his stock. Many grocers have had in previous summers experience with insects or the weevil. The latter is seen in the form of stringy matted rolled oats or in corn meal. This trouble is principally caused by unscientific storage. The grocer should remember that flour, meal and most cereals are particularly subject to outside influences and can only be kept satisfactorily by scrupulous care in their handling and storage. It will be of interest to note that the most perishable lines are those which contain a high percentage of fats, moisture or outer coatings of grain. To help the grocer protect himself against such losses Canadian Grocer representative asked one cereal manufacturer for some instructions regarding the care of these lines.

A Spring Cleaning

This manufacturer said, "Along this line I think the strong point of precaution is that it is just as important and just as necessary for the grocer to have a spring cleaning in his store as it is for the householder, and if spring cleaning were made as much an annual institution with the grocer as it is with the householder the grocer's losses and troubles from deterioration would be materially lessened throughout the summer months.

Some Preventive Measures

"Flours and meals should be stored in a cool dry place which is at the same time well ventilated. Warehouses should be swept clean and whitewashed before these products are placed therein. Large supplies should not be accumulated and care should be taken to see that the old stock is completely sold out before the new supply is placed on sale. When package goods are placed on the shelves the grocer should take care to see that the older stock is placed at the front and not piled behind the fresh stock. All packages on the shelves should be regularly dusted to remove all germs that may collect on the outside and which will in time work their way to the contents.

"Flours and meals which contain the outer bran coatings and germ of the grain will not keep so well as when these are removed. Whole wheat flour sterilized in the process of manufacture will keep much longer than the ordinary whole wheat product. Corn meal and corn flour made of kiln-dried corn and which have the germ removed will keep better than the same products made from corn which has not been so dried and degerminated.

"Special care should be taken of the following products and these should be kept moving or be used as soon as practicable and should not be allowed to accumulate in the warehouse: Bran, shorts and middlings, corn products containing the outer coatings and germ and such so-called water-ground corn meal and grits, etc., oats and oat meals, graham and whole wheat flours, rye flour, barley flour, peanut meal, soy bean meal.

"As mentioned before, the store-room and shelves should be kept clean and whitewashed if the insects once appear. The placing of a little slack lime on the shelf with the cereals in the hot weather will be found an excellent insect preventive. When the place is swept and dusted all the sweepings should be carefully removed or burnt, since it contains the larvae and eggs of the destructive agents. It is well to remember one other thing, however, that cereals absorb the odors and taints of other goods and therefore must be kept away from onions, fruits, soap, kerosene and any other odorous articles.

Cleanliness the Secret

"The meat of the matter, as I have already said, is cleanliness. Whitewashing and the use of slack lime are involved in the word "cleanliness." Most of the cereal packages today are sterilized and are sealed and wrapped so that trouble that does develop mainly comes from the outside in and not from the inside out."

"The Power of Suggestion" in Creating Sales of Merchandise

A GREAT deal is heard about "the power of suggestion" and how it should be applied to every day business especially in connection with creating sales of merchandise. It is a fact, however, that many merchants are very enthusiastic over this one point and are taking every possible means of suggestion to affect a sale on articles that are kindred to the article that is requested by the customer.

To put on a special sale of one article and then concentrate selling efforts on another article that can be used in its preparation, is a plan that is carried to a successful climax in the store of Robert Kirby, Sarnia, Ont., almost every week end. Recently Mr. Kirby had an opportunity to purchase some sixty cases of canned tomatoes at a price that permitted him to sell them at a lower price than usual and yet leave a satisfactory profit.

One window was attractively trimmed with the tomatoes with a price card attached. This resulted in the sale of eighteen cases on the Saturday. But here is where the real salesmanship comes in. It was suggested to every purchaser of tomatoes that soda biscuits when used in the preparation of tomatoes made an appetizing dish. Even the name of the dish was suggested as baked tomatoes, scalloped tomatoes, tomato soup, etc.

The price of the soda biscuits was not cut. The regular price was received for every package. The result of this selling effort was the means of selling 10 cases each containing 36 one pound packages of soda biscuits—a total of 432 tins of tomatoes and 360 packages of soda biscuits for the day's special, not a bad day's business.

Some merchants may argue that it is no trick to sell a large quantity of goods by cutting the price and therefore reducing the profit. Mr. Kirby however, does not figure that way. He maintains that there is no advantage to be gained in launching a special unless it shows a certain percentage of profit. The goods that are put on special sale are those that are purchased at a special price, either by quantity or from some wholesaler or manufacturer, who wishing to reduce stock is willing to sacrifice the price. The "snaps" he picks up from time to time and uses them as a special. But as explained above Mr. Kirby does not stop at the special. He uses his initiative to force the sales on other lines.

A short time ago Mr. Kirby purchased a quantity of a certain brand of macaroni, dressed a window with it and used his selling ability to such good advantage that 15 cases were sold during the last three days of the week. "With practically every third package of macaroni," Mr. Kirby stated, "a package of biscuits and a pound of cheese were sold."

Another Saturday a window was dressed with honey put up in ten pound tins, and all hands proceeded to talk honey on that day. This resulted in moving 50 tins on that day.

Amendment Affects Fruit Containers

New Regulations in Inspection and Sale Act Designate Sizes and Dimensions of Apple Barrels, Boxes, Crates and Other Containers of Fresh Fruits

AN act to amend the Inspection and Sale Act has recently been passed in parliament, and affects the containers of apples and fresh fruits. In the following regulations are given the sizes and dimensions of apple barrels, peach baskets, boxes and crates used in the packing of fruits, and which under the act must be strictly carried out:

Must Mark Barrels

1. All apple barrels manufactured in Canada, and all barrels containing apples packed in Canada, for sale in Canada, shall be good and strong barrels of seasoned wood of the following dimensions and specifications, as nearly as practicable: Length of stave, twenty-eight and one-half inches; diameter of head, seventeen and one-half inches; distance between heads, twenty-six inches; circumference at bulge, sixty-four inches, outside measurement; containing as nearly as practicable seven thousand and fifty-six cubic inches.

When the thickness of heads is such as would render the distance between heads less than the above requirements, the staves may be sufficiently lengthened to ensure a distance between heads of twenty-six inches and a capacity of seven thousand and fifty-six cubic inches.

"Diameter of head" shall be applied to the diameter of the head over all, including the part which fits into the croze ring of the completed barrel.

"Distance between heads" shall be applied to the inside surfaces of the heads and perpendicular to them.

2. Every manufacturer of apple barrels shall cause each barrel to be marked in a plain and indelible manner in letters not less than one-quarter of an inch in length, on the side of the barrel, with the words "manufactured by" and with the initials of his Christian names and his full surname and address.

Boxes and Crates

3. All apple boxes manufactured in Canada, and all boxes containing apples packed in Canada, for sale in Canada, shall be good and strong boxes of seasoned wood, the inside dimensions of which shall be: Length, eighteen inches; width, eleven and one-half inches; depth, ten and one-half inches; containing as nearly as practicable two thousand one hundred and seventy-four cubic inches.

4. All apple crates manufactured in Canada, and all crates containing apples packed in Canada, for sale in Canada, shall be good and strong crates of seasoned wood, the inside dimensions of which shall be: Length, eighteen inches; width, eleven and one-half inches; depth, ten and one-half inches, with slats at least three-quarters of an inch apart; containing as nearly as practicable two thousand one hundred and seventy-four cubic inches.

5. All pear or crabapple boxes manufactured in Canada, and all boxes containing pears or crabapples packed in Canada, for sale in Canada, shall be good and strong boxes of seasoned wood, the inside dimensions of which shall be: Length, eighteen inches; width, eleven and one-half inches; depth, eight and one-half inches; containing as nearly as practicable one thousand seven hundred and sixty cubic inches.

Size of Peach Boxes

6. All peach boxes manufactured in Canada, and all boxes containing peaches packed in Canada, for sale in Canada, shall be good and strong boxes of seasoned wood, of one of the following dimensions, inside measurement: Length, eighteen inches; width, eleven and one-half inches; depth, four and one-half inches, containing as nearly as practicable nine hundred and thirty-two cubic inches. Length, eighteen inches; width, eleven and one-half inches; depth, four inches; containing as nearly as practicable eight hundred and twenty-eight cubic inches. Length, eighteen inches; width, eleven and one-half inches; depth, three and one-half inches; containing as nearly as practicable seven hundred and twenty-five cubic inches.

7. All plum or prune boxes manufactured in Canada, and all boxes containing plums or prunes packed in Canada, for sale in Canada, shall be good and strong boxes of seasoned wood, the inside dimensions of which shall be: Length, eighteen inches; width, eleven and one-half inches; depth, three and one-half inches; containing as nearly as practicable seven hundred and twenty-five cubic inches.

8. All cherry boxes manufactured in Canada, and all boxes containing cherries packed in Canada, for sale in Canada, shall be good and strong boxes of seasoned wood, the inside dimensions of which shall be: Length, eighteen inches; width, fourteen inches; depth, five and one-half inches; containing as nearly as practicable one thousand three hundred and eighty-six cubic inches.

Four-Basket Crates

9. All four-basket fruit crates manufactured in Canada, and all four-basket crates containing fruit packed in Canada, for sale in Canada, shall be good and strong crates of seasoned wood, of the following dimensions, inside measurement: Baskets, seven and one-half by seven and one-half inches at the top, six and one-half by six and one-half inches at the bottom, three and three-quarter inches deep, measured perpendicularly. Crates, fifteen and three-quarters by fifteen and three-quarters inches by four and one-quarter inches; containing as nearly as practicable one thousand and fifty-four cubic inches.

Affecting Berry Boxes

10. All berry or currant boxes manufactured in Canada, and all boxes containing berries or currants packed in Canada, for sale in Canada, shall be made of good and strong material, and shall contain when level full as nearly as practicable one or other of the following quantities:

(a) Four-fifths of a quart;

(b) One pint, and shall be four and three-eighths by four and three-eighths at top and bottom and one and seven-eighths inches deep;

(c) Two-fifths of a quart.

Contents of Baskets

11. All fruit baskets manufactured in Canada, and all baskets containing fruit, offered for sale in Canada, shall contain when level full as nearly as practicable one or other of the following quantities:

(a) One bushel;

(b) Twenty quarts, the bottom of which shall be of the following dimensions and specifications, as nearly exactly as practicable: sixteen and five-eighths in length and six and five-eighths inches in width and three-eighths inch in thickness, minimum, with a corner radius of one and three-fourths inches; the basket to be constructed over a form measuring seventeen and five-sixteenths inches in length and seven and five-sixteenths inches in width at top, with a corner radius of one and three-fourths inches, and of such depth, including brads, as shall ensure a basket eight and one-half inches deep perpendicularly, the depth of such form, exclusive of brads, to be not less than five and thirteen-sixteenths inches. The veneer to be cut sixteen to the inch, minimum; top bands to be three-fourths inches in width, minimum; cut sixteen to the inch, minimum, and securely tacked; bottom bands to be one-half inch in width, minimum, cut sixteen to the inch, minimum, and securely nailed; all bands to be drawn tight so as to fit snugly over top

of form and bottom of basket; the handles to be thirty-three inches in length, maximum, and one and one-fourth inches in width, minimum, cut seven to the inch, minimum, and securely attached with one tack in each side of the handle at top band, and two nails in each end of the handle at bottom band, and to be so shaped that pinching of the basket when handles are attached will be avoided; the veneer for leno centre covers to be two inches in width, minimum, cut ten to the inch, minimum; the cleats securing leno to veneer to be approximately one-half inch in width and ten inches in length and securely attached; the covers to be constructed so as to fit baskets properly, and all material in covers and baskets to be sond and free from material defects.

Eleven-Quart Baskets

(c) Eleven quarts, the bottom of which shall be of the following dimensions and specifications, as nearly exactly as practicable: sixteen and five-eighths inches in length and six and five-eighths inches in width and three-eighths inch in thickness, minimum, with a corner radius of one and three-fourths inches; the basket to be constructed over a form measuring seventeen and five-sixteenths inches in length and seven and five-sixteenths inches in width, at top, with a corner radius of one and three-fourths inches, and of such depth, including brads, as shall ensure a basket six inches deep perpendicularly, the depth of such form, exclusive of brads, to be not less than five and thirteen-sixteenths inches. The veneer to be cut sixteen to the inch, minimum; top bands to be three-fourths inch in width, minimum, cut sixteen to the inch, minimum, and securely tacked; bottom bands to be one-half inch in width, minimum, cut sixteen to the inch, minimum, and securely nailed; all bands to be drawn tight so as to fit snugly over top of form and bottom of basket; the handles to be twenty-five and one-half inches in length, maximum, and one and one-fourth inches in width, minimum, cut seven to the inch, minimum, and securely attached with one tack in each side of the handle at top band, and two nails in each end of the handle at bottom band, and to be so shaped that pinching of the basket when handles are attached will be avoided; the veneer for leno centre covers to be two inches in width, minimum, cut ten to the inch, minimum; the cleats securing leno to veneer to be approximately one-half inch in width and ten inches in length and securely attached; the covers to be constructed so as to fit baskets properly, and all material in covers and baskets to be sound and free from material defects.

Six-Quart Baskets

(d) Six quarts, the bottom of which shall be of the following dimensions and specifications, as nearly exactly as practicable: thirteen and three-fourths inches in length and five and seven-eighths inches in width and three-eighths inch in thickness, minimum, with a corner radius of one and three-fourths inches; the basket to be constructed over a form measuring fourteen and one-half inches in length and six and five-eighths inches in width at top, with a corner radius of one and three-fourths inches and of such depth, including brads, as shall ensure a basket four and one-half inches deep perpendicularly, the depth of such form, exclusive of brads, to be not less than four and five-sixteenths inches. The veneer to be cut sixteen to the inch, minimum, top bands to be three-fourths inch in width, minimum, cut sixteen to the inch, minimum, and securely tacked; bottom bands to be one-half inch in width, minimum, cut sixteen to the inch, minimum, and securely nailed; all bands to be drawn tight so as to fit snugly over top of form and bottom of basket; the handles to be twenty-one and one-half inches in length, maximum, cut eight to the inch, minimum, and securely attached with one tack in each side of the handle at top band, and one nail in each end of the handle at bottom band; the veneer for leno centre covers to be two inches in width, minimum, cut ten to the inch, minimum, the cleats securing leno to veneer to be approximately one-half inch in width and eight inches in length and securely attached; the covers to be constructed so as to fit baskets properly, and all material in covers and baskets to be sound and free from material defects.

Provided that when wire stitching machines are used in the construction of the above described baskets, a reasonable variance in corner radius and top dimensions will be allowed where it is not practicable to adjust machines to meet, in all respects, the provisions of this section, but all machine-stitched baskets shall be as securely constructed as if made by hand.

(e) Three quarts.

Penalty for Violation

12. Any person who violates any of the regulations made under the provisions of this section shall be guilty of an offence and liable, upon summary conviction under Part V of the Criminal Code, to a fine not exceeding fifty dollars, together with cost of prosecution, and in default of payment of such fine and cost shall be liable to imprisonment for any term not exceeding one month, unless such fine and costs, and the cost of enforcing them, are sooner paid.

Italian War Veterans Form Grocery Firm

Montreal, April 27.—A new company has been formed in this city to handle all grocery lines and it is expected that they will later handle other imported lines. This is to be known as the Italian War Veterans' Co-operative, Ltd., and has received its charter as such. The offices are situated at 230 St. Paul Street West. The director, and the only one of the officials who is not a war veteran, is Barone E. D'Emarese, who has been for some years with Laporte Martin Limited. His son, Mario D'Emarese, an ex-lieutenant of the Italian territorials, is secretary-treasurer. The other directors are Enrico Meneghini, also an ex-lieutenant, president; F. Testa and A. Sacca, both of the Italian Army. All of these young men have received the Italian war cross and were wounded in the war.

The stock, amounting to $20,000, is held by local Italians, most of whom are in business in this city. The association was first formed to aid Italian war veterans but it was recognized that sufficient funds could not be collected to carry on the work without entering some business venture and consequently this firm was established. Five per cent. of the earnings of the company will be devoted to the work of the Veterans' Association.

As the shares in the company are issued in small amounts and as no large sums have been invested by any of those interested there are many Italians holding an interest in the company. The company has the official recognition of the War Veterans' Association in Italy and it is expected that through them they may be able to obtain a number of agencies for Italian firms in this country and will also facilitate the import trade that the association intends to develop.

WARM ARGUMENT ON THE SUBJECT OF MAPLE SUGAR

Ottawa, April 27.—Members of parliament discussed maple sugar for an hour. Argument got quite warm, too, not about the resolution moved, but about which county in Canada made the best sugar. Three Liberal members, Messrs. Beland, McMaster and Robb, who are usually agreed, got all wrought up over the qualities of the maple products from their respective counties.

Unfortunately for Ontario, not a member from this province opened his mouth to defend the splendid maple products produced here, and as far as the house is concerned it still thinks Quebec makes the only maple sugar in Canada.

The argument arose over the resolution of Dr. Beland that maple products, not entirely pure, could be sold, as long as the contents were named on the bottle, as in patent medicines. He thought it would enlarge the market for maple products.

Favors One Per Cent. Turnover Tax

Taxation Committee of Toronto Board of Trade Propose Abolition of Business Profits War Tax and Present Income Tax, Replacing Them With Turnover Tax and New Graduated Income Tax

TORONTO, April 26.—Recommending that the business profits war tax should be abolished, the present system of income tax repealed, and the special war tax, in so far as it affects sales should also be done away with, the taxation committee of the Board of Trade brought down its report at its meeting this week. In place of these forms of taxation it is suggested that a turnover tax of one per cent. be levied on all commodities, and a graduated system of income tax be put into force on all forms of income, no matter how derived. The proposed turnover tax of one per cent. affecting all branches of trade and industry is directly the opposite of that proposed by the Dominion Retail Merchants' Association, who assert that the only fair method of collecting this tax is at the source of supply.

The resolution was not passed at this meeting. Much discussion, for and against, took place. Another meeting will be held next Tuesday, when the matter will again be considered.

Hugh Blain, of Eby-Blain, Ltd., wholesale grocers, offered in amendment that a tax of five per cent. should be placed on goods at the original source, the factory. He cited the case of wholesale grocers, stating that it had been proven that nearly all of them operated on a profit of less than half of one per cent. on their turnover. "How can we take a one per cent. tax away from that?" he asked.

The Committee's Report

The report in the main points out that the Business Profits War Tax was levied as a war measure largely with the object of securing a portion of the extraordinary profits in many cases made from the manufacture of munitions and other war materials, and that both the Business Profits War Tax, and the Income Tax as at present administered are unduly onerous and complicated and some features of them are fundamentally unsound.

The Board of Trade fully recognizes that provision must be made for the raising of revenue sufficient to provide not only for the necesssary expenditure arising out of the war—i.e., war pensions and interest charges on Canada's war debt, but also for the reduction within a reasonable time of the heavy burden of debt incurred because of the war.

But it is desirable that every resident of Canada should contribute equitably and fairly towards the raising of the necessary revenue. The requirements of a good tax system are that it be fair to all; that the burden be universally distributed, and that collection be simple and easy, instead of being complicated and irritating.

The Resolution Proposed

The Board of Trade of Toronto is of the opinion, and respectfully submits that as it is now over fourteen months since peace was signed with Germany, the Business Profits War Tax should not be re-enacted and that—for many reasons, a few of which are set out below under their respective headings — the Special War Tax in so far as it affects sales, and the Income Tax as at present administered should be repealed, and in lieu thereof the Board would suggest the following systems of taxation:—

(a) Turnover or Sales Tax on all commodities.
(b) Graduated Income Tax.

Turnover or Sales Tax

This tax as at present administered is not sufficiently broad in its operation. The Board therefore suggests in lieu thereof the following:—

A Turnover Tax on all goods, wares and merchandise imported into Canada, manufactured in Canada, produced in Canada, or traded in in Canada; such tax to be paid monthly by all manufacturers, wholesale merchants, jobbers, retail merchants, traders, pedlars and dealers in any such goods, wares or merchandise. The rate suggested for this tax is 1 per cent. on the turnover of each of said manufacturers, merchants, etc.

With the object of encouraging agricultural pursuits said Turnover Tax should not be levied on farmers in respect of their products, nor should it be applicable to goods exported from Canada, or goods imported into Canada, for process and export.

Take Out Licenses

In order that this tax may be effectively collected and that no dealers in such goods, wares and merchandise may escape same, the Board is of the opinion that all manufacturers, wholesale merchants, jobbers, retail merchants, traders, pedlars, and other dealers in any such goods, wares or merchandise—with the exception of individual farmers disposing of their own products—should be required to take out a license authorizing them to transact such business, the cost of such license to be a nominal sum, say $1.00 per annum. Every such company, partnership or person taking out such license should be required to keep a record of the transaction or transactions of the business done under such license. At the end of each month every such licensee should be required to send a remittance for 1% of the amount of such sales to the nearest tax collector with a statement of the volume of such sales for the month.

Income Tax

The present Income Tax is unduly onerous and complicated, especially the surtax and supertax features thereof, and in the case of large incomes practically amounts to consfication. This is undesirable as it will tend to discourage the flow of outside capital into Canada and will probably result in driving capital therefrom.

The calculation necessary to determine the amount due in respect of income under the present system is very intricate and is frequently misunderstood by the average person, with the result that there will inevitably be friction and dissatisfaction on the part of the public generally.

The Board therefore suggests in place of such tax a graduated Income Tax, to be assessed, levied, and paid upon the income during the preceding year of every person residing or ordinarily resident in Canada or carrying on any business in Canada, a graduated tax, to be assessed, levied and paid upon the incomes of the preceding year, in accordance with a schedule incorporated in the resolution. This table begins with an income of over $1,000 and not over $5,000 on which a tax of 1 per cent. should be levied with a minimum of $10 per year. The percentage increases by halves of one per cent. up to incomes of between $95,000 and $100,000, on which 18½ per cent. should be paid, or a minimum of $17,576. From this figure on to incomes of between $900,000 and $1,000,000 the percentages on each step of $50,000 increase by 1 per cent. graduations, giving a 40 per cent. tax on incomes of the last sub-division, or a minimum amount of $400,000 as annual tax.

Suggested Exemptions to Income Tax

1. In the case of unmarried persons, widows and widowers without dependent children, $1,000 per annum.
2. In the case of all other persons $3,000 per annum.
3. $300 for each of the following dependent relatives, viz.:—Mother, father, grandmother, grandfather, child, grandchild, sister or brother.
4. Income Tax paid to countries other than Canada, provided however, that all income derived from sources out

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Cutting Down Overhead by Proper Precaution Against Preventable Fires

Fire Losses in the Province Caused by Carelessness—Simple Measures May Save the Labor and Thrift of Years—Better a Good Risk at a Low Rate Than a Poor Risk at a High Rate

CUTTING down overhead is a popular phrase heard in business circles to-day. It is no more popular than it deserves. The competitive period through which we are passing and are likely to experience for a number of years demands that efficiency govern every arm of the organization. Useless expense must be cut out. The little things must be looked after with scrupulous care. Every precaution must be taken to prevent waste or loss from preventable causes.

Losses by Fire

Fire is one of the most preventable and, at the same time, one of the most destructive factors in business to-day. The insurance rates you are paying to-day may be due to carelessness on your part or on the part of the merchant who is next door to you. Having bundles of waste paper around, instead of using a baling machine, allowing bits of excelsior or straw to blow from the rear of your store all over the street or exposing them to the lighted match or the butt of a cigar or cigarette carelessly thrown on the street, failing to have fire extinguishers or pails of water in convenient places in case of fire—these are contributing causes to high insurance rates and, too frequently, the immediate cause of a destructive and irreparable fire. No amount of money paid to you by an insurance company will repay the toil of years represented in the bricks and mortar of your store or in the merchandise that loads your shelves. Moreover, that merchandise that is destroyed by fire, those bricks and mortar that go down before the devastating flames, are a direct and irrecoverable loss on the community.

The Record of 1920

Practically 64 per cent., or two out of every three fires in Ontario last year were in dwellings, but the great losses incurred by fire occur in mercantile and industrial establishments. In other words, approximately 5 per cent. of the number of fires in mercantile and industrial establishments account for nearly one-half of the annual loss which, last year, was $11,771,718. In mercantile stores and warehouses last year nearly $2,000,000 worth of loss was caused by 1,003 fires, and of this loss nearly one-half million was not covered by insurance. So it will be seen that, in addition to the industrial loss caused by the interference to business, that is, the interruption of continuity in connection with the purchasing public by the loss of a store building which probably took a lifetime of saving and planning to build, the merchants of this Province sustained an actual loss last year of about $440,000, representing a loss not covered by insurance.

Revenue From Waste Paper

In every grocery store there is bound to be a vast accumulation of waste paper, excelsior, etc., coming with shipments of goods. In too many cases this debris is burned when, by a small investment, it might be turned into a revenue. To purchase a machine to bale this waste paper is not a heavy investment; and by such an investment, danger of destructive fire and a little revenue from the sale of this waste paper can be obtained. There is always the grave danger that someone may drop a match or throw a cigarette butt in the corner where this waste paper is kept, and then it does not take long for the labor of years to be wiped out completely. The great majority of fires in the Province are directly due to carelessness; your place of business may not be exempt from the careless person.

Modes of Prevention

While it is true that certain conditions may not be absolutely required as a result of the inspections of insurance companies, it is advisable in the interests of every merchant that he take what simple precautions he can to insure his own place against a destructive fire. The insurance company does not say that fire-fighting appliances such as chemical fire extinguishers, or pails of water containing from one-half to three-quarters of a pound of bicarbonate of soda to the gallon, be used. At the same time, they are advisable where quantities of inflammable merchandise are collected as in dry goods stores.

Rates of Insurance

The result of carelessness and neglect in failing to take the proper precautions is that insurance rates are higher than they should be. The insurance company is bound to protect itself on account of the increased hazard of risks, though this does not protect them from loss or from the danger of fire. The insurance company, moreover, would rather carry a good risk at a low rate than a poor risk at a high rate. It is altogether in your interests, therefore, to see that every precaution is taken to prevent a fire on your premises. More than that, by co-operation or by insistence, other places in the mercantile section of every town and city should be compelled to observe the elementary principles of prevention.

The Ontario Fire Prevention League has done and is doing a most useful work in educating the public, from the schools up, to take whatever steps are necessary to prevent the disastrous fires that occur from year to year and which wipe out much of the natural or created wealth of the Province.

Manufacturers, Importers to Apply Tax

Retailers Have Made no Objection to Present Sales Tax and Extension of This Means of Taxation Would Provide Revenue and Eliminate Dangers of Tax Collected by Retailer, Says R. Hawkins, Smiths Falls, Ont.

IN regard to the best solution of the taxation problem to raise the required revenues to take the place of the luxury, business profits tax and income taxes; I have given this subject some consideration during the past year, and from information available up to the present, I arrived at the conclusion that the most practicable and satisfactory way will be to ask the manufacturers and importers to add such percentage to their invoices as may be necessary to take the place of luxury, business profits and income taxes, and I venture the assertion that the objections to this method will be practically nil if fairly tried out. It removes from the public the irritation incidental to the collection, by retailers, of taxes direct from the consumers.

The manufacturers and jobbers have more complete records and systematic methods of accounting and can turn in to the Government, say monthly, the amount due. One transaction in this way would probably equal two thousand transactions, if carried on to the retailers, when we consider that one sale by a manufacturer would probably equal one hundred sales by retailers. There are probably twenty retailers to one manufacturer, so we can see the enormous amount of clerical work saved both to the Government and the business people by collecting this revenue at the source of production or importation.

No Objection to Sales Tax

I think few, if any, merchants objected to paying the two per cent. or more per cent. as the case may be on their invoices during the past year, a portion of this being absorbed by the merchants, particularly goods on which there is a fixed retail price, while on other lines this tax, with transportation charges, may be added to the cost price. This item would have to be increased to include the revenue tax passed on from manufacturers.

If done in this way, I submit that the desired revenue can be obtained expeditiously and efficiently at the minimum cost and with the least irritation and annoyance to the general public.

Defines "Manufacturer"

Another question arises in conjunction with this, viz.: "What constitutes a manufacturer?" I would suggest as a minimum standard for a manufacturer, something like the following: A manufacturer is one who operates a shop, factory or plant in which power other than hand power is utilized in the process of manufacture, wherein not less than four persons are employed for a period of not less than six months during the year.

Should a retailer or jobber be owner or part owner of a factory, as above, he or she shall be classed as a manufacturer in so far as his or her interest may appear in said factory.

I might enlarge on this question, giving more reasons and views from different angles, but have endeavored to condense the points aimed at. If I have succeeded in offering any hints that will be of service in the cause of war revenue tax, I will be pleased at having done so.

Is Selling Direct Plan A Success?

Method of Procter and Gamble Claimed to be a Failure But the Company Say Not—An Interesting Discussion

THE Procter and Gamble Co., with head offices in Cincinnati, Ohio, some months ago decided to sell direct to the retail trade in the United States and thus eliminate the wholesaler in the distribution of their products. At various times since there have been discussions among the trade as to how the change has worked out.

L. H. Haney, director of Business Research for the University of New York, recently announced that the plan has failed for the following reasons:

1. The P. & G. Co. is now quietly trying to sell its goods through certain wholesalers.
2. The company is not able to enforce its ten-day credit rule against retailers.
3. The company is accepting concessions on its "quantity deals."
4. The company is unable to force retailers to handle a full line of P. & G. products, one or two brands of soap being all they want.

What the Company Say

H. G. French, vice-president of the Procter & Gamble Co., in giving the company's side of the question, issued the following statement:

"Upon reading the article by Prof. L. H. Haney, we feel that we are warranted in making a statement at this time of the actual conditions as we find them.

"It is not our wish to enter into a discussion with Professor Haney, nor to criticize his opinion, but merely to give a statement of actual conditions as they are today for the benefit of those who are genuinely interested. We do not argue as to the wisdom or soundness of direct selling on the part of the soap industry—we merely state that so far as this company is concerned, we feel that the measure of its success is in two factors:

"First.—The number of dealers throughout the country who are selling our product to the consumer.

"Second.—The volume of sales.

"As to the first factor, we have not lost distribution as the result of the move; there has been a definite, though not a large gain in the distribution of our prominent brands, and there has been a slight loss in the distribution of our less prominent brands; we think this is true of all less prominent brands in the country; in any event, we feel that we can state positively that the change in our selling policy has not resulted in decreased distribution of our products, nor in a lessened number of dealers from whom the consumer may buy.

"As to the second factor, volume, a comparison by weeks of our soap business since January 1st of this year with the average week for the year ended June 30, 1920, that is, the year prior to the date upon which we made our change, indicates a larger volume, with almost a uniformly steady increase each week. In short, so far as our soap business is concerned, we can say without hesitation that its volume and growth are quite satisfactory.

"The vegetable cooking fat situation since January 1st has been disturbed as the result of the extraordinarily low price of lard, taken in conjunction with a consistently declining market on all cooking fats. The volume of our cooking fat business has been below normal, but we attribute this entirely to general conditions, and not in the slightest to our change in selling plan.

"We have established ourselves with the retail trade during the eight months of our experience in a way which is most satisfactory to us. As nearly as we can estimate it we have on our books the

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What Became of the Difference?

Margins, Costs and Profits Are Discussed—A Merchant Figured a "Mark-up" of 30 Per Cent., With Expenses of 15 Per Cent., But His Percentage on Sales Was Only a Little Better Than 3 1-3%.

By HENRY JOHNSON, Jr.

HERE is the kind of problem men are facing now—facing it because they have to. That is, it has been there all along, but in flush, easy-going times they do not realize it, because enough net earnings are left to blind them to the facts.

A merchant's sales were approximately $60,000 in 1920. He figured a mark-up of "around" 30 per cent. on all merchandise, including groceries, dry goods and hardware. His expenses figured "about" 15 per cent.; but instead of making 15 per cent. net as he had expected, he actually made only "about" $2,000, or a little better than 3 1/3 per cent. on sales. Question: what became of the difference?

Pondering over these facts as men do when they are faced by results so meagre compared with expectations, he now realizes that part of the deficit was due to inventory depreciation, and a very substantial additional amount to the fact that he fell into the old trap of figuring his mark-up on cost while, of course and naturally, his expenses and whatever net he realizes must be spread on the sales.

This does not entirely explain his discrepancy, so now he is "wondering" whether the rest of it is not accounted for by the fact that his big tonnage staples, sugar, flour, butter, eggs, feed and similar items which bear a gross burden of 10 per cent. or less represented a larger proportion of his volume than he had realized, and that this is what reduced the effect of his apparently liberal mark-up.

Deadly Deception of "Mark-Up"

Well, there is one good and hopeful feature about the way this man is thinking. That is the fact that he has started to think. He is also thinking mighty seriously. My impression is that he is due now to learn a few fundamentals; and once he has those down fine, he is certain not again to fall into these common and persistent errors. How is it that men have such difficulty in realizing that a mark-up is not equivalent to a mark-down of the same apparent size? Margins are always mark-downs, in that they are always a portion of the sales. This is true inevitably of expenses, also—in the final outcome—there is no other way. Then if a man will make the simple experiment of adding 10 per cent. to one hundred and then deducting 10 per cent. from the total thus obtained, he will demonstrate to himself that deception and loss lurk in loose figuring.

In this man's case, even supposing he could figure a uniform mark-up of 30 per cent. over his entire stock—which, of course, he cannot—he would have, not the $18,000 gross on his $60,000 sales that he expected to have, but $13,800—a little difference of $4,200; for thirty per cent. on cost is equivalent to only a trifle over 23 per cent. on sales, and the adverse variation is thus just under seven per cent.

The idea of "mark-up" is dangerous unless a man first arrives at a realization of what mark-up is actually equivalent to the mark-down of each margin. He must learn that 25 on cost is 20 on sales—difference, five per cent.; 33 1-3 on cost is 25 on sales—difference, 8 1-3 per cent.; 40 on cost is 28 on sales—difference, twelve per cent.; 43 on cost is 30 on sales—difference, thirteen per cent.; 50 on cost is 33 1-3 on sales—difference, sixteen and two-thirds per cent.

Knowledge of Details Essential

There is ground for happiness in the fact that this man has taken his depreciation and faced the facts of new values. I congratulate him on that! Men everywhere lost money in untold volume last fall because they did not have the good business sense to face the new levels of values, mark goods accordingly, thus make sales and be on the new level with new stocks at once. Many stocks today are lying just where they were last August, without a single turnover. Business men have tried to beat the inevitable. So that part of this merchant's affairs is sound.

Now he must face certain other essential facts: for example, that in the grocery line, twenty per cent. or over of his sales consist of sugar, and of the other great staples indicated above sufficient more to make up nearly fifty per cent. of his total sales of groceries. Those great staples will not move under margins in excess of ten, and butter, eggs, lard and many other items will bear only six or seven per cent. gross.

But it does not follow that these goods are sold "at a loss," as grocers commonly say and think. It does not cost anything like ten per cent. to handle sugar or flour or feed, unless, in the last case, the turnover is very slow and it is sold in small quantities. For details on all this, see my recent analysis of sugar. That will tell the fundamentals.

It is not possible to get thirty per cent. on nails, nor twenty per cent.; yet nails, because of their staple character and rapid turnover, are profitable on a margin 'way below the average hardware expense of, say, nineteen and a half expense.

Therefore, it follows, and this man knows it, though he seems to have forgotten it for the moment, that many goods must bear a margin far in excess of thirty per cent. Moreover, it will be found that among the thirty per cent. and over merchandise is to be found our real trouble. The "boarders" and "shelf-warmers" are up among the goods we have commonly regarded as the most profitable. Our real friends are the staples and semi-staples. So the right idea is to load the slow-turning luxuries and semi-luxuries as heavily as possible, to offset the staples and make the slow turners pay their keep.

I have purposely put quotation marks on the "about" and "around" because those show loose habits of thought; and you must have exact thoughts on all business problems and conclusions, or you will not succeed as you should.

Other Questions for the Future

He asks: "Would we be better off to discontinue selling grain on ten per cent. if it costs no more to warehouse and no more for clerk hire, but slightly more for delivery?" and

"Do we gain or lose by allowing hotels and restaurants five per cent. discount, including butter, eggs and sugar? As it costs no more for clerks or fixed expense, suppose we sell a hotel $200 per month and make, say, $2 net profit, should we figure that $2 so much velvet?"

Such questions involve a lot of local conditions with which I cannot be familiar. For instance, it might result in the loss of a large proportion of very profitable trade to quit delivering grain, and ten per cent. may not cover the actual burden all the way through. The one way is to check it out car by car, figuring correct rental, depreciation, all direct burdens of so many hours at so much cost per hour—plus profit on his time—of the clerk. You may find that you need more than ten per cent., but it does not then follow necessarily that you must get twenty or even fifteen per cent. Maybe what you need is eleven or twelve per cent.

It may be laid down as a rule that it is bad business to handle anything

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CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

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FIGURE ON SELLING PRICE

A MERCHANT'S sales were approximately sixty thousand dollars last year. He figured a mark-up of "around" 30 per cent. on all merchandise. His expenses figured about 15 per cent., but instead of making 15 per cent. net as he had expected, he actually made only about two thousand dollars, or a little better than 3 1-3 per cent. on sales.

In an interesting article in this issue, the question is asked what became of the difference? The fact that such a small proportion of the total turnover was his, is partly accounted for in the fact that this merchant like too many others is figuring his mark-up on cost while, of course, and naturally, his expenses and whatever net he realizes must be spread on the sales.

Canadian Grocer is from time to time endeavoring to impress the retailer that he must not figure his profits on the cost, but always on the selling price. More than ever before must the merchant be careful to do so at the present time. With competition so very keen and every dealer exerting his utmost selling ability to maintain his trade at favorable levels, it behooves him to watch more closely this important problem, if he is to be profitably rewarded for his work. The easy-going methods of more prosperous days will not suffice in these times, and one way to avoid disappointment in respect to net earnings is to watch costs, and at the same time to realize that it is in estimating on the selling price of goods that the merchant reaches an accurate account of his actual profit.

BREAD SHOULD BE WRAPPED

AN important question that equally concerns the retail trade and the consumer, is the matter of wrapping bread at the factory or bakeshop. The need of this is obvious when one takes notice of the unclean method of handling bread while being distributed throughout the city. Unwrapped bread is delivered from wagons that are on the streets for a whole day, with dust laden with germs flying, and that often find a resting-place on the staff of life. The number of times that the bread is handled, often by none too clean hands of the drivers and by householders when a basket of bread is carried into the house for a selection, is generally admitted. Surely this condition can easily be remedied by a simple law passed by the Legislature compelling bakers to wrap all bread at the factory.

There is another side from which the retail merchant should view this question. It is the economic side. Merchants complain that the margin of profit allowed by the bakers is too small considering the high cost of paper, twine and labor. Some bakers argue that if they are compelled to wrap the bread the cost to the consumer will be increased, but they seem to overlook the fact that the retail merchant before he hands out the bread must wrap it. There is no doubt that machine wrapped bread is a cheaper process than by hand.

In another column of this issue there appears a coupon and Canadian Grocer cannot too strongly urge all readers to clip it out and return it that we may get the views of merchants from all over the Dominion on this subject.

EDITORIALS IN BRIEF FORM

THE retailer who carries a satisfactory and adequate stock and then advertises is seeing to it that he gets credit for his own enterprise.

* * *

THERE is plenty of business lying around loose to-day. The point is to get it. There is no royal road to this goal. It is just a question of going after it.

* * *

NOT infrequently the grocer who is in business for himself does not set aside a definite salary for himself. This is a poor policy. Every business man should set a value on his own work.

* * *

CARRY a complete range of stock. It is dangerous to overstock, but the retailer who has not on his shelves what his customers ask for is sure to lose out in the long run.

* * *

LET the grocer work with his assistants and the latter will work with him. With such a spirit prevalent in the store the assistants will give better service than they would if they just "worked for" the boss.

* * *

ABOUT the silliest thing a grocer can do is to cut down his margin of profit, simply because he sees green every time he looks across the street at his competitor. When you can't beat him to the price, beat him to the quality and the service. Why monkey with your margins if they are fair?

* * *

W. B. CURRIE, Souris East, P.E.I., writes suggesting that this year Canadians spend their vacations in Canada in order to not only become better acquainted with our country, but that as much money as possible will remain here. Mr. Currie has the right idea. Some of us know too little about our own country and we should endeavor to widen our knowledge about it as much as possible.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

James A. Waite, accountant for Gunn & Langlois, Montreal, was married last Wednesday and left with his bride for a visit to New York. Mr. Waite will be absent from his office for a week.

ONTARIO

J. T. Perrin, Toronto, has sold to Geo. Verner.

Thos. E. Houghton, Toronto, has sold to W. H. Hastings.

T. H. Johnston, Sarnia, Ont., has sold to Toles & Anderson.

John Tolson, of Highgate, Ont., has sold his business to B. A. Gladstone and J. D. Gillis.

Pearson and Martin, of St. Thomas, Ont., have sold their Ross Street store to G. R. Rinn.

Angus Graham has sold his confectionery business at Thamesville, Ont., to James N. George.

Frank Spry, of London, has joined the sales staff of Duncan Grant's grocery at Amherstburg, Ont.

Stuart Henry, of Robt. Henry & Son, Windsor, Ont., was on a business trip to Montreal last week.

The city of Niagara Falls, Ont., inaugurated daylight saving, commencing on Sunday last at midnight.

Elvin Laduceur has taken a position as clerk in the grocery store of William Lavoie, at Belle River, Ont.

V. S. Mather this week opened a grocery store in part of the old International Hotel at Tilbury, Ont.

The city of Kitchener is to have daylight saving from May 1st at midnight until September 3 at midnight.

Following an operation for appendicitis the death occurred at Ridgetown, Ont., of E. H. Betts, proprietor of the Ridgetown Bakery.

The appeal case of the Dominion Sugar Co. vs. the Northern Pipe Lines Co., which has been pending before the Privy Council, has been withdrawn.

T. W. Parlmer, grocer, Hensall, Ont., is making improvements to the interior of his store which will give him more room and additional display space.

D. M. McLean, former manager of G. & G. Co., Ltd., confectioners, Rock Island, Quebec, has been appointed liquidator for the company, which is being dissolved.

J. ANGUS TAYLOR

who is in charge of Canadian sales, in the absence of Harold Sedden, Canadian agent for Lea and Perrins. Mr. Sedden is now in Worcester, England. The office of the Company in Canada has recently been moved from Montreal to Toronto.

W. H. Hogan, who has been in the grocery business at Tillsonburg for 25 years, has purchased the Broadway store from R. M. Teall. Mr. Hogan plans to continue the business on the cash and carry plan.

J. Rutherford has been appointed secretary of the Commercial Travellers' Association of Canada. He succeeds the late James Sargent, who held the office for forty years. Mr. Rutherford was for the past six years assistant to Mr. Sargent.

The border towns, Bridgeburg, Niagara Falls, Welland, Buffalo and some smaller places near the border have inaugurated daylight saving. Iroquois Falls, Ont., too, has adopted the measure again this year. A number of people in Brantford are agitating for daylight saving but the by-law has not yet been passed by council.

The retail merchants of Chatham, Ont., will observe closing each Thursday at noon again this summer, commencing on the first of May and concluding the end of August. The Chatham merchants have also gone on record as opposed to the proposed sales tax, and urge that in its place the tax be placed on the manufacturer, so that all citizens will bear the burden.

The Eastern Ontario Milk Products Co., Gananoque, Ont., which began operations about two weeks ago, suffered a loss recently when fire broke out in its plant, doing damage to the extent of about $5,000. A portion of the roof on the south side of the building and a large quantity of powdered milk already manufactured was destroyed. The company is carrying on its business, although somewhat handicapped for a few days.

A number of stores in small places in the vicinity of Lindsay have recently been entered and money and goods stolen. Stores at Oakwood, Cameron and Cambray were entered. At Cameron the store of Hewie Bros. was entered, the burglars setting off an alarm system which awakened the entire village. The culprits made a hasty retreat in a stoler car and were chased for miles, the thieves finally abandoning the car and taking to the woods.

These Companies Have Now Been Incorporated

Sainsbury Bros., Toronto, are now Sainsbury Bros., Ltd., according to a recent issue of the Canada Gazette. The company has been organized to carry on the business of importers and exporters of, and to manufacture, buy, sell and deal in all kinds and descriptions of foods, foodstuffs and food products, acting as agents, commission agents, commission merchants, brokers or representatives in Canada and any foreign country or countries for Canadian or foreign commercial houses and for other persons, firms or corporations. The capital stock of the company is $50,000.

The National Canned Meats, Ltd., has recently been incorporated, with a capital stock of $100,000, and the chief place of business is in the city of Toronto. This company has been organized for the purpose of manufacturing and dealing in food products, and to carry on a general commission, broking and jobbing business.

The Retailer Is Now A Factor That Must Be Reckoned With

"Business as Usual" Held Up as a Slogan at Second Annual Meeting of Retail Merchants' Association of Charlottetown, P.E.I.—Officers Elected

CHARLOTTETOWN, P.E.I., April 25.—The second annual meeting of the Retail Merchants' Association of this city proved to be a very successful affair. It took the form of a combined banquet and business meeting and was not only well attended but proved in all ways to be most interesting and successful.

The president, S. A. Macdonald, in presenting his annual report, referred to the successful efforts of the Retail Merchants' Association in having the luxury tax repealed. He also strongly denounced Government interference in business.

Misleading Reports Sent Out

"Some selfish interests in Canada," he said, "have made a business of sending press despatches broadcast throughout the land portraying conditions that do not exist and, as a consequence, have been misleading the public. From information received throughout the province, conditions are such as to cause no alarm, and would seem to justify us in adopting that well-known slogan, 'Business as usual'."

He then referred to the activities of the board during the year with regard to improved fire alarm system, daylight saving, summer half holiday, grant to Exhibition Association, etc. It was his privilege September last to attend the annual convention of the Retail Merchants' Association of Nova Scotia and Prince Edward Island, held in Kentville, N.S. They had problems to solve there such as early closing, etc., matters mastered in Charlottetown long ago, he said. He was surprised to note that in the little town of Shubenacadie, N.S., all the retail stores open for business at half-past six in the morning.

Need of Closer Co-operation

Comments on existing conditions in trade were made in addresses by John McLeod and James Robertson.

J. C. Doyle, the general secretary for Nova Scotia and Prince Edward Island, reviewed at the outset of his speech the activities of the Dominion Board during the year. In this connection he read extracts from the address of President Banfield at the Dominion Convention of the Retail Merchants' Association held at Vancouver, and also extracts from the Dominion secretary's report. The need of closer co-operation between all classes of retail merchants in Canada was among the matters dealt with.

Mr. Doyle read a long list of various measures which the association was instrumental in passing. These included the Bankruptcy Act; amendments to False Advertising Act; fixing Thanksgiving Day November 11; Fire Insurance Act; amendments to Adulteration Act; war stamps on patent medicines; prohibiting the sale of goods on Government property, etc.

Passing of the Luxury Tax

One of the greatest boons to the business of the country was brought about by the Retail Merchants' Association; this was the removal of the Luxury Tax. Mr. Doyle also referred to the Welfare Fund of $50,000 which is to be established.

After remarks along other lines Mr. Doyle emphasized the fact that manufacturers, the Government and wholesalers are beginning to realize the strength of the retailers, and to find that they are a factor to be reckoned with.

The following officers for the ensuing year were elected:

President—J. P. Gordon.
Vice-president—B. W. LePage.
Secretary—W. A. Stewart.
Treasurer—Sixtus McLellan.

POOR OLD GROCER!
"Send me a pound of—Baby!—butter and—stop that—a dozen eggs—or mother'll soank you—the last you sent were stale—
—YOU NAUGHTY BOY!

SOLICITING MERCHANTS FOR PRIZES BECOMES NUISANCE

One of the reasons for keeping up th retail price of goods in Ottawa an elsewhere has been brought to light i a statement issued by J. C. Campbell district secretary of the Retail Mer chants' Association of Canada. This i the solicitation of prizes for variou events held under the auspices of club and associations, which has attained suc proportions that many merchants ar obliged to count it as a problem.

Mr. Campbell states that this custo is rapidly becoming a nuisance, an cites one merchant in the city havin been called on to contribute to seve canvassers in one day. He also state that during the war retail merchant contributed thousands of dollars to wa causes, and then it was necessary to s cure a permit from a Government offi cial before a solicitor could canvas There is no such provision now, and th solicitors are increasing instead of d minishing.

PLAN CENTRAL BODY

Believing that interchange of con munity ideas between merchants an customers will materially assist in buil ing up business and develop the distric the Bloor and Bathurst Streets Busine Men's Association, of Toronto, Ont., r cently held the first of a series of mi night frolics in Allen's Bloor Street Th atre. The event was a pronounced su cess and the entertainment furnishe was out of the ordinary. M. E. Stanfiel the president of the association, in brief address stated that a moveme was under way to organize a centr body composed of representatives of th various district business men's associ tions throughout the city for the purpo of assisting in making Toronto one the premier retail centres of th Dominion.

PURCHASING AGENTS TO MEET

The second annual convention of th Purchasing Agents' Association of Ca ada will be held in Toronto on May 14 the King Edward Hotel. Every purcha ing agent, whether a member or not any of the associations now formed, cordially invited to attend. Matters vit to every industrial company and pu chasing agent will be discussed.

TORONTO GROCERS' PICNIC O JUNE 15

The Toronto Retail Grocers' Sectio of the R.M.A. will hold their annual pi nic and excursion to Cobourg on Jun 15. One of the features of the day wi be a baseball match between the cit travellers and the grocers. The con mittee in charge are: Jerry Burns, chai man; Donald Nicholson, secretary, an Donald McLean, treasurer.

NEWS FROM WESTERN CANADA

WESTERN

Mrs. M. Barnes succeeds Mrs. M. Rhodes at Van Anda, B.C.

Spandier & Bacon, Canora, Sask., are disposing of their stock by special sales.

S. W. Brunt succeeds W. J. Labelle at Lynne Valley, North Vancouver.

S. S. Burgess succeeds C. J. Patton at Fifth and Yew Avenue, Vancouver.

Thomas Marr succeeds Marr and McAllister at 232 Broadway East, Vancouver.

The M. Elford business at Chilliwack will now be conducted by Price and Johnson.

Dan Hurley is now sole owner of the business known as Hurley & Prosser at Lillooet, B.C.

The J. M. Dale store at Hammond, B.C., is now known as the Smith Mercantile Co., Ltd.

J. Graham's business at Georgia and Richards Streets, Vancouver, has been bought by W. E. McDonald.

J. McPherson is now the proprietor of Egan and McPherson at 2179 East Hastings Street, Vancouver.

H. Croome, formerly at 1531 Pender Street, Vancouver, is now located at 1116 Steele Street, Victoria, B.C.

The Notch Hill Trading Association, Ltd., has been changed to the Notch Hill Co-operative Association, Ltd., Notch Hill, B.C.

From Jervis Inlet comes the news that the Shelson Trites and Elliott business will henceforth be known as Sheldon and Elliott.

The Winnipeg Produce Exchange opened for business last Friday in its new quarters in the Chamber of Commerce building.

Mitchell & Cahill, 1752 Commercial Drive, Vancouver, are now known as the Grandview Grocery, with T. J. Cahill sole proprietor.

The business of A. DesBrisay & Co., Ltd., will now be known as Thompson Elliott, Ltd. The address is 116 Water Street, Vancouver.

The name of the Kirkham self serve system has been changed from H. O. Kirkham Co., Ltd., to Kirkham Groceterias, Ltd., Vancouver.

R. Y. Blackhall, who formerly operated a grocery store on Broadway, Vancouver, is opening up a new store this week in Kerrisdale, B.C.

From Enderby we have word that Jim Wilson, well known to Coast grocery men, has undertaken the management of the People's Store at that point. Mr. Wilson formerly managed the Walters store at Ladner, B.C.

The Vancouver wholesalers report that business in all interior points is excellent and is making rapid strides toward betterment at the Coast. The confectionery business especially is showing improvement the last two weeks.

Alex. Hobson has purchased the grocery and bakery business of G. W. Bell, Ltd., at Revelstoke, B.C. Mr. Hobson has been in business in his own name in Revelstoke for some time past. He is moving his stock to the Bell store. Mr. Bell and his family are removing to the coast.

Half Holiday Once a Week Can Be Now Compulsory

THE officers of the Manitoba Board of the Retail Merchants' Association of Canada, Inc., have secured legislation amending the Shops' Regulation Act, as follows:

1. The Shops' Regulation Act, being chapter 180 of the Revised Statutes of Manitoba, 1913, is hereby amended by inserting next after section 3 the following sections:

3A—The municipal council of any rural municipality, incorporated village or town may by bylaw require that all or any class or classes of shops within the municipality shall be closed and remain closed on Thursday of every week between the hours of 12 o'clock noon and 6 o'clock in the afternoon during the whole or any part of the year.

3B—The council of any incorporated city may by bylaw require that all or any class or classes of shops within the city shall be closed and remain closed between the hours of 12 o'clock noon and 6 o'clock in the afternoon on such day or days of every week as the council may determine, during the whole or any part of the year.

2. This Act shall come into force on March 27th.

FAVORS ONE PER CENT. TURNOVER TAX

Continued from page 24

side of Canada must be included with income derived within Canada when computing the total income of the taxpayer for the purpose of this tax. Provided further that in any event the taxpayer's income tax shall not be less than if computed on income derived from Canadian sources alone.

Business Profits Tax

To this tax as administered up to the present there are the following serious objections:—

(a) It encourages extravagance in business methods.

(b) It seriously discourages enterprise and initiative.

(c) It particularly militates against the young man by taxing energy, effort and efficiency.

(d) It discourages new enterprises because the man with small capital or the man who requires to borrow receives a very small return for his risk and work, while the man with sufficient capital is loath to venture it, because in times of prosperity the Government shares largely in the profits of such ventures but is not prepared to assume its proportion of the losses in times of depression.

(e) Such tax may have serious and dangerous results to the taxpayer because of his inability in times of depression such as the present—where stocks in trade have greatly depreciated in value and are in some cases a drug on the market—to realize sufficient cash therefrom with which to pay said tax and at the same time meet his current obligations.

Should Not Be Re-enacted

The Board firmly believes for the above and other reasons that a business profits tax in any form is detrimental to the best interests of Canada, and that the business profits tax should not be re-enacted.

The Board is of the opinion that if the recommendations herein submitted are adopted by the Government, a much larger sum will be collected with much less friction than by the present methods, that there will be less attempted evasion of the taxes because of their fairness and the ease with which the amount of the various taxes may be determined, and that as a result capital will flow into business channels.

The Board is further of the opinion that the forms of taxation herein suggested should be known as "war taxes" and that the revenue derived therefrom should be applied as follows:

(a) In payment of interest on Canada's war debt and of war pensions.

(b) In reduction of the principal of Canada's war debt.

Organization is the One Safeguard

President of the Vancouver Branch of the Retail Merchants' Association Talks to the Grocers About Organization—Only Way to Improve Trade Conditions

By Staff Correspondent Canadian Grocer

VANCOUVER, April 25.—J. T. Crowder, president of the Vancouver branch, Retail Merchants' Association, spoke to the retail grocers at a luncheon during the recent retail grocers' convention on the subject, "Your Troubles Are Ours." Mr. Crowder has given a great deal of attention to retail merchandising conditions on the Pacific coast, and although a druggist himself speaks with authority on grocery affairs as well.

Association Necessary

"Until the grocers come into an association 100 per cent. there is a very slim chance of their improving their trade conditions," said Mr. Crowder.

"The doctors, the dentists, the plumbers, the engineers, the electricians have all reached the stage of association work when they can legislate for their profession or trade. For many years the doctors have maintained such a strong organization that the 'weak-sisters,' the quacks, and charlatans have been eliminated from their ranks. So strong have they become, and so well have they safeguarded the health of the public, that any others attempting to set up as healers find that unless they can convince the medical profession that they have attained a high state of excellence in their profession and have proved the efficiency of their methods, they stand a very great chance of being restrained, by law, from practising.

"The plumbers, the steamfitters, the electricians all have a part in the regulations governing their work. The druggists recently provided a splendid example of successful association work tending to the protection of the association's members.

The Necessity

"Recently an old-established firm of druggists on Main Street, Vancouver, was forced to vacate owing to the building having been sold. The new owner of the building proved to be an Oriental. Members of the profession noticed that all the signs were left on the windows and over the door. The next move was that an Oriental was putting in a stock of patents, toilet articles, tooth brushes, etc., and was, apparently, figuring on 'carrying on' with as near an approach to a drug store as he could do without employing a qualified druggist.

"The move was anticipated, however, but the druggists, who drafted an amendment to the Pharmacy Act, sent a delegate over to Victoria, where parliament was in session and managed to have the necessary amendments incorporated in the act. Now that Oriental has had to take all the signs off the store. Chinese are in the grocery business in great numbers, but not in the drug business.

Act Is Comprehensive

"The new reading of the act is rather comprehensive:

> "'It shall be unlawful for any person to practise, or attempt to practise the profession of a chemist and druggist, or chemist, or druggist, or pharmacist, or apothecary, or dispensing chemist, or dispensing druggist, or pharmacy, or drug store, or drug dispensary, or drug department, or other words of like import, or any sign, title or advertisement implying or calculated to lead people to infer that the person using same is registered under this act in the province of British Columbia, without having . . . . certificate as licentiate of pharmacy, etc.'

"To give you an idea of the difference that such protection makes," said Mr. Crowder, "let me instance a case in one of our up-country towns:

"As was the case in the instance already given, the building in which white grocer and a white druggist wer conducting their business was sol The purchaser was Chinese. Now, th drug signs are all down, and the Chin man cannot carry on a business in an way calculated to resemble a drug bus ness but the old signs of the grocer a still up, and a Chinaman carries on th grocery business.

Qualifications of a Grocer

"What are the qualifications of a gr cer? What are they? At present th only qualification is the desire to be grocer immediately, and a small amou of cash or credit. In Vancouver anyon of any color, can find an empty sto pay $10 to the city of Vancouver, a he is a grocer.

"The better day will dawn for th grocery business, when the grocers a organized to the point of establishing standard by which those desirous of e tering the grocery business can judged by the authorities issuing t license to do so. When the grocers ha organized sufficiently, the license i spectors will grant grocers' licenses such as have proved according to stan ards set by the organized grocers the fitness to conduct a grocery business

New By-law In Vancouver Helps The Butcher Trade

Vancouver, B.C., April 26.—The butchers in Vancouver have had their trade safeguarded by a new by-law which came into force on March 21. The by-law is designed to protect him from the careless competitor. One of the features that the grocers have looked on with great favor is article 15, which reads:

"No sleeping quarters shall be or exist in any premises used as a butcher shop."

A great number of grocers would welcome such a by-law dealing with the grocery trade as it would eliminate the Chinese grocer and his unsanitary practice of sleeping in his shop.

One other item states:

"All refrigerator rooms shall be provided with handles on the inside, so that such refrigerator rooms can be opened from the inside."

The practical good sense in this provision will be well understood by an one who has ever been accidentally sh in the ice box.

Dr. Zera Strong, city veterinary su geon, is appointed meat inspector carry out the provisions of the by-la

IS SELLING DIRECT PLAN A SUCCESS?

Continued from page 26

accounts of approximately 80 per ce of the retail grocery dealers of t country, and from reports which we ha received from our customers we feel th the plan is proving satisfactory to the The confusion which attended the ea stages of the move has been ironed and the organization is function smoothly and effectively."

C. Beasley, of Straffordville, Ont., disposed of his grocery business to Jo McQuiggan, who for the present conduct both stores.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

PRICES of refined sugar dropped 50 cents per hundred the early part of the week, which brings the price to the same basis as before the advance of four weeks ago. This reduction will hardly affect the trade as the majority of wholesalers have been selling at irregular prices and generally at the same level as before the last advance. The present reduction is the result of the lower and weak condition of the raw sugar market and also the fact that refined sugar in the United States has reached low levels. Raw sugars continue in a weak and unsettled condition and prices show a decline of one quarter cent below last week's quotations.

Cereals are in a weak position with lower prices named on rolled oats and cornmeal. Package oats and one brand of corn flakes are also quoted lower.

Supplies of shelled French walnuts both on spot and in primary markets are extremely small with prices again advanced during the week. Almonds are also in a strong position, and although prices on spot are unchanged, higher prices are inevitable as quotations are generally lower or close to replacement value. Brazils are weak and lower prices are in sight.

Teas and coffees continue to be strong with prices in primary markets advanced on all grades. Prunes are easier and lower, but other dried fruits are ruling fairly steady to firm.

Rices are in an unsettled condition and lower prices can be expected.

Butter and cheese are somewhat easier with prices slightly reduced, and as the production is likely to be heavy this season, the tendency is for an easy market for some time. Eggs are in an unsettled condition, principally owing to the export conditions not being any too bright, which, to some extent, is curtailing storage operations.

QUEBEC MARKETS

MONTREAL, April 27.—The grocery market for the most part is steady with a regular movement of supplies. The drop of 50 cents per bag on refined sugar has had the effect of cutting down the sale to some extent as dealers are slow to buy on a declining market. Raw sugar is easier in price this week. There is no change in molasses or corn syrups except on the fancy tinned molasses, some brands of which are advanced in price. There are a number of reductions in package goods. Toasted corn flakes are reduced by some of the local wholesalers but this is not an official drop in the price. There is very little change in the fruit or vegetable market except that there is a fair supply of pineapples and oranges are a little easier in price. New cabbage is lower but tomatoes are higher. The onion market is stronger this week with an advance in the price of red onions. Dried fruits are firm with higher prices expected on dried apples and raisins. Teas are unchanged locally but primary markets show more strength. The first Rangoon rice is expected in the course of a few weeks.

Cereal Prices Steady

Montreal.

CEREALS.—There is no change in the quotations made on cereals. Prices are steady following the declines recorded last week. The demand is only fair in view of the coming warmer season and wholesalers and retailers are cutting down their stocks so that all supplies will be kept moving.

Oatmeal, gran., fine standard ..	....	4 25
Rolled Oats, 90 lbs.	....	3 50
Pearl Hominy	....	3 25
Cornmeal, Gold Dust Brand	....	3 25
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	4 25
Pearl Barley	....	5 25
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 12
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00
Split Peas, per bag	....	5 35

Canned Lobsters Reduced

Montreal.

CANNED GOODS. — There is no change in prices on canned fruits and vegetables. Tomatoes, peas and corn stand very firm with stocks running low. There are further reductions made this week on canned lobsters and half-pound tins are reduced 40 cents per dozen, now quoted at $3.60. The tall and flat one-pound tins are now quoted at $7.00 per dozen.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	5 25
Asparagus, imported (2½s)	....	6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, Standard	1 80	1 90
Do., early June	....	2 00
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	2 75	2 85
2½-lb.	4 25	4 35
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	4 65	4 75
Do., 2-lb.	3 50	3 60
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced), 2½-lb.	5 40	5 80
Do., 2-lb.	4 60	4 80
Do., 1-lb.	....	2 50
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50

New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Dried Fruit Market Firm

Montreal.

DRIED FRUITS.—There is no change in the prices quoted on dried fruits. The market is firm on all lines except prunes which have shown weak tendencies for some time. Dried apples are firming up in price and when present stocks are depleted it is expected that higher prices will be asked. Raisins are very firm and Smyrnas are scarce. Currants are a little firmer in the primary markets. The demand for all lines of dried fruits is good.

Apricots, fancy	....	0 38
Do., choice	....	0 34
Do., slabs	....	0 29
Apples (evaporated)	0 12½	0 14
Peaches (fancy)	....	0 28
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crow n	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 ounces	....	0 27¼
California Seedles sin bulk	....	0 28
Cluster, 20 1-lb. pack	....	6 75
Currants, loose	....	0 30
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 30	0 35
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 25
30-40s	....	0 19
40-50s	....	0 17
50-60s	....	0 15
60-70s	....	0 14
70-80s	....	0 12
80-90s	....	0 10
90-100s	....	0 08

Corn Flake Prices Cut

Montreal.

PACKAGE GOODS. — There are a number of changes in the package goods line this week. Cornflakes have been reduced to $3.75 per case by some of the local wholesalers. The change is caused only by price cutting. Quaker macaroni and Quaker egg noodles, packed 24 packages to a case are reduced to $2.25 per case. Klim powdered milk has been advanced in price and the 8 ounce tins, 4 dozen to the case, are now selling at $11.40. The 16 ounce tins, 2 dozen to the case, are selling at $10.40. The advance in price is $1.25 per case. The 10 pound tins, packed 6 to the case, are now selling at $22.25, an advance of $2.00 per case.

PACKAGE GOODS		
Breakfast food, case 18	....	3 50
Cocoanut, 2-oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3-doz. case	3 65	3 75
Cornmeal, yellow, 24s	....	4 00
Do., 36s	....	3 00
Oat Flakes, 20s	....	4 16
Rolled oats, 20s	....	4 80
Do., 18s	....	5 00
Oatmeal, fine cut, 20 pkgs.	....	2 00
Puffed Rice	....	6 75
Puffed Wheat	....	5 70
Farina, case, 24s	....	4 40
Hominy, pearl or gran., 2 doz.	....	3 25
Health Bran (20 pkgs.), case	....	3 00
Pancake Flour, case	....	2 85
Do., self-rising, doz.	....	3 60
Wheat Food, 18-1½s	....	1 50
Wheat Flakes, case of 2 doz.	....	3 25
Porridge Wheat, 36s, case	....	2 95
Do., 20s, case	....	6 40
Self-rising Flour (3-lb. pkg.), doz.	....	6 50
Do. (6-lb. pack.), doz.	....	2 85
Do., Buckwheat flour, per doz.	....	5 60
Corn Starch (prepared)	....	1 50
Potato Flour	....	0 10
Starch (laundry)	....	0 12½
Flour, Tapioca	0 15	0 08
Shredded Krumbles, 36s	....	0 16
Shredded Wheat	....	4 35
Cooked Bran, 12s	....	4 95
Euamel Laundry Starch, 40 pkgs. case	....	2 25
Celluloid Starch, 45 pkgs., case	....	....
Package Cornmeal	....	4 15
Malt Breakfast Food (36 pkgs.)	....	3 00
Quaker Two-Minute Oat Food	....	9 50
Puffed Rice Pancake Flour	....	1 80
Egg Noodles, case 24	....	2 90
Macaroni	....	2 25
	....	2 25

Lower Prices on Sugar

Montreal.

SUGAR.—Quotations on refined sugar dropped 50 cents per hundred, bringing the price to $10.50. The market is easy in view of the weak condition of the raw sugar market.

Granulated Sugar, per cwt.	....	10 50
Do., barrels	....	10 50
Granulated, gunnies, 20/5	....	10 90
Do., gunnies, 10/10	....	11 00
Do., cases, 20/5-lb. cartons	....	11 10
Do., cases, 50/2-lb. cartons	....	11 25
Yellow, light, per cwt.	....	10 10
Do., medium, per cwt.	....	10 10
Do., dark, per cwt.	....	9 90

Fancy Molasses Higher

Montreal.

MOLASSES.—There is no change in corn syrup or bulk molasses but an advance has been made on some brands of fancy molasses in tins. Gingerbread molasses is now quoted at $4.40 per case for the 2 pound tins, an advance of 20 cents and $5.75 per case for the 3 pound tins, an advance of 25 cents.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 06½
Half barrels, about 350 lbs.	....	0 06¾
Quarter barrels, about 175 lbs.	....	0 07¼
2 gals., 25-lb. pails, each	....	2 25
3 gal., 38½-lb. pails, each	....	3 25
5 gal., 65-lb. pails, each	....	5 20
2-lb. tins, per case	....	4 50
5-lb. tins, per case	....	5 30
10-lb. tins, per case	....	5 00
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	5 10
5-lb. tins, 1 doz. in case, case	....	5 90
10-lb. tins, ½ doz. in case, case	....	5 60

	Price for Island	of Montreal
Barbadoes Molasses—		
Puncheons	....	0 77½
Barrels	....	0 79½
Half barrels	....	0 79½
Puncheons, outside city	....	0 72½
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.	....	2 40
2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case, case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

Cloves Reduced in Price

Montreal.

SPICES.—The spice market is very quiet at the present time. Retailers are only buying in quantities sufficient to carry their trade and jobbers are fairly well stocked. The only change in price is a decline of 9 cents per pound on Zanzibar cloves, which are now quoted at 36 cents.

Allspice	....	0 20
Cassia (pure)	0 27	0 30
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 23
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	....	0 36
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 30
Ginger (Cochin)	....	0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80. lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 45
Pepper, black	....	0 25
Do., white	....	0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamo nseed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	9 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Walnuts Strong in Price

Montreal.

NUTS.—In spite of the shortage of walnuts reported by importers some dealers are still selling at the old prices which, it is stated, are below the cost of replacement. Spot stocks are very low on all lines of walnuts, except the California. Almonds and pecans are also low in supply and prices are firm. There is a good steady demand for nuts of all kinds. Shredded cocoanut has been reduced 3 cents per pound and is now quoted at 30 cents.

Almonds, Tarragona, per lb.	0 26	0 28
Do., shelled	....	0 48
Do., Jordan	....	0 75
Brazil nuts (new)	....	0 25
Chestnuts (Italian)	....	0 15
Cocoanut (shredded, bulk)	0 33	0 35
Filberts (Sicily), per lb.	0 17	0 18
Do., Barcelona	0 12	0 15
Peanuts, Jumbo	0 16	0 18
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, red	0 21	0 23
Do., shelled, No. - Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 35
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	0 26	0 28
Do., new Naples	....	0 28
Do., shelled, Manchurian	0 60	0 65
Do., Bordeaux	0 63	0 65
Do., Chilean, bags, per lb.	....	0 45
Do., Spanish, shelled	....	0 65

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Pineapples on the Market

Montreal.

FRUIT.—Fruit prices have held steady during the week. The demand for oranges is good. The prices are a little easier and the larger sizes are selling at $5.50 per case. Pineapples are on the market in good supply and are quoted at $8.50 per crate. Blood oranges are

dvanced 25 cents per case. There is a tter supply of strawberries and prices re holding with a good demand at 28 nts per pint box.

PPLES—		
Baldwin	9 00	9 50
Ben Davis	7 00	7 25
ananas (as to grade), bunch..	7 00	8 00
apefruit, Jamaican, 64, 80, 96..	....	5 00
Do., Porto Rico	....	4 25
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	7 00
emons, Cal., 300-360s	4 25	4 50
Do., 176s and 200s	....	10 00
al. Navel Oranges, 126-250s	....	5 50
Do., Florida, 150-216s	4 75	5 00
Do., Blood Oranges, half boxes	....	3 75
angerines	....	4 25
rawberries, per pint	....	0 28
ineapples, 24s, 30s, 36s, crate.	....	8 50

Rangoon Rice Again Listed

ntreal.

RICE.—The rice market shows no improvement. Prices are very nearly as w now as they were in 1915 but still ere is no improvement in the demand. he new crop American rice is selling at price stated to be below the cost of oduction and it is evident that next ar the production will be decreased. angoon rice, which has been off the arket for some years, due to governent control, is expected to be listed on is market again within the next few eks. This rice, importers say, will be le to compete with the low prices oted on American rice.

CE—		
arolina, extra fancy	....	....
Do. (fancy)	....	0 08
Honduras, fancy	....	0 06
roken rice, fine	....	0 05
Texas rice	....	0 05½
Siam	....	0 06
pioca, per lb. (seed)	0 08	0 09½
o. (pearl)	0 08	0 09½
o. (flake)	0 08	0 09½
Honduras	....	0 07
Siam	....	0 14½

TE—The rice market is subject to frequent hange and the price basis is quite nominal.

Teas Show More Strength

ntreal.

TEAS.—There is nothing new in the mar'et. Black teas, particularly ylons, shows a little more strength, but ere is no indication that the prices will affected. The movement of all bulk is only fair.

ylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
as—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
ans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Lyson, thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

bove prices give range of quotations to the ail trade.

PAN TEAS (new crop)—		
hoice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
as—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

nferior grades of broken teas may be had m jobbers on request at favorable prices.

Moth Balls Lower

ntreal.

MOTH BALLS.—Moth balls are reced 2 cents per pound and are quoted 6 cents. Naphthaline flakes are duced 3 cents per pound and are quoted 15 cents. There has been a good demand for these supplies during the last two weeks.

Lantern Globes Reduced

Montreal.

LANTERN GLOBES. — A reduction has been made this week of 25 cents per dozen on all lantern globes. Lamp chimneys are also reduced proportionately in price.

Castile Soap Lower

Montreal.

SOAP.—Canadian-made castile soap is reduced in price to the extent of from 15 to 20 per cent. Lever Brothers' soap powder is also lower and is now selling at $6.90 per case.

Tomatoes Are Higher

Montreal.

VEGETABLES.—There is a big demand for fresh vegetables at the present time. Prices have remained fairly steady on most imported goods, except new tomatoes, which have advanced $1.00 per crate, on account of the big demand and the consequent shortage of supplies. The market for onions has continued to strengthen until another advance has been quoted this week and red onions are now selling at $3.50 per cwt. New cabbage, however, is reduced $1.00 per case and is now selling at $4.50.

Beets, per bag	0 75	0 90
New cabbage	....	4 50
Chicory, doz.	....	0 50
Celery, Florida, per crate	4 00	4 75
Do., California	....	11 00
Carrots, per bag	0 75	1 00
Cucumbers, per hamper	....	5 50
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)..	1 10	1 25
Do., sweet, hamper	....	5 50
Pumpkins, per doz.	....	2 00
Spinach, box	....	....
Spanish Onions, per case	5 00	5 50
Turnips, per bag	0 75	1 00
Yellow Onions, cwt.	....	2 75
Red Onions, per cwt.	....	2 75
New Tomatoes, per crate	....	11 00

ONTARIO MARKETS

TORONTO, April 27.—Refiners reduced their list price on sugars 50 cents per hundred but this will not materially affect the trade as wholesalers have been selling at the old rate since the advance of four weeks ago. One brand of corn flakes have declined, also large size package oats. Canned vegetables are fairly active but fruits are slow. Sockeye salmon is holding firm under a good demand but other grades are easy with a limited demand. Prunes are marked lower. Rices are in an unsettled condition and the tendencies are for further reductions. Shelled walnuts continue strong with prices advanced. Brazils are easy with lower prices in sight. Almonds are firm and likely to be higher. Teas and coffees are holding a strong position. Oranges are higher in a firm market. Pineapples are arriving freely and prices are lower. Barrel apples are practically cleaned up and any that have quality are commanding firm prices. New potatoes are easy and lower but other southern vegetables show little change. Potatoes and other Canadian vegetables show little change.

Canned Goods Moving

Toronto.

CANNED GOODS. — A good movement is noted on canned vegetables and prices are more on a stabilized basis. Canned fruits continue to be quoted at irregular prices and are slow sellers. Crossed fish sardines are offered at $19.50 per case. Some brands of sockeye salmon, ones, are offered at $5.50 per dozen and halves at $2.90.

Salmon—		
Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska, reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Cohoe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	....	3 50
Do., ¼-lb. tins	2 25	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables —		
Tomatoes, 2½s, doz.	1 60	1 85
Peas, Standard, doz.	1 65	1 70
Beets, 2s, doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	....	1 45
Spinach, 2s, doz.	....	1 95
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each	....	0 90
Black Currants, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Gooseberry, 4s, each	....	0 89
Do., 16 oz., doz.	....	4 10
Peach, 4s, each	....	3 75
Do., 16 oz., doz.	....	0 83
Red Currants, 16 oz., doz.	....	4 40
Do., 4s, each	....	0 94
Raspberries, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Strawberries, 16 oz., doz.	....	4 60

Prunes Quoted Lower

Toronto.

DRIED FRUITS. — Wholesalers are quoting lower prices on prunes: 60-70s are offered at 10 cents per pound, 70-80s at 9½ cents, 80-90s at 9 cents and 90-100s at 8 cents per pound. Currants continue to hold a firm position but

prices on spot stocks are unchanged. Evaporated apples are steady to firm but the demand has improved.

Candied Peels—		
Lemon		0 42
Orange		0 44
Citron		0 72
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 18
Do., Vostizza		0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case		5 50
Dromedary, 3 doz. to case		7 00
Fard, per box aprox. 12 lbs.		3 25
Hallowee dates, per lb.	0 11	0 12
Figs—		
Smyrna layers, 4 Crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags		0 10½
Prunes—		
30-40s, 25s		0 20
40-50s, 25s		0 16
50-60s, 25s		0 13
60-70s, 25s		0 10
70-80s, 25s		0 09½
80-90s, 25s		0 09
90-100s, 25s		0 08
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy		0 46
Choice		0 42
Standard		0 34
Raisins—		
California bleached, lb.		0 27½
Seedless, 15-oz. packets		0 29
Seeded, 15-oz. packets		0 23½
Crown Muscatels, No. 1, 25s		0 26
Turkish Sultanas, pkgs.		0 27
Thompsons, Seedless		0 29
Valencia		0 23
Evaporated apples	0 12	0 13½

Cereals Are Quiet

Toronto.

CEREALS.—There are no changes in the market for cereals and the demand is quiet.

	F.o.b.	Toronto
Barley, pearl, 98s		6 25
Barley, pot, 98s		5 00
Barley Flour, 98s		6 25
Buckwheat Flour, 98s		6 00
Cornmeal, Golden, 98s		3 00
Oatmeal, 98s		4 50
Corn Flour, 98s		3 75
Rye Flours, 98s		6 00
Rolled oats, 90s		3 25
Rolled Wheat. 100-lb. bbl.		7 25
Cracked Wheat, bag		5 50
Breakfast Food, No. 1		6 00
Do., No. 2		6 00
Rice Flour, 100 lbs.		10 00
Linseed meal, 98s		6 50
Flaxseed, 98s		7 00
Peas, split, 98s		6 25
Marrowfat green peas	0 05¼	0 06
Graham flour, 98s		5 25
Whole Wheat Flour		5 25
Wheat Kernels, 98s		6 75
Farina, 98s		6 20

Oranges Firm and Higher

Toronto.

FRUITS. — Oranges have advanced from 50 to 75 cents per case with the market continuing in a firm position. Grapefruit is unchanged but the opinion is that these, too, will advance in sympathy with oranges. Pineapples are arriving freely and prices are easier, ranging from $6.50 to $7.50 per case. Barrel apples are about cleaned up and those showing any quality are firmly held. Strawberries are in good demand at 25 cents for pints and 46 cents for quarts.

Oranges, California Navels—		
126s		7 00
150s		6 75
176s		6 50
200s, 216s, 250s	5 50	6 00
288s		4 75
Grapefruit—		
54s		5 50
64s		6 00
70s, 80s, 96s	6 25	6 50
Bananas, Port Limons		0 09
Lemons, Cal., 240s, 270s, 300s		4 25
Do., 360s		4 00
Do., Messinas		4 25
Apples, Ontario—		
Spies, per box		3 50
Baldwins, per box		3 00
Winesaps, per box	3 00	4 00
Hot House Rhubarb, doz.		1 15
Strawberries, Louisiana, pts.		0 25
Do., qts.		0 46
Pineapples, 18s, 24s, 30s, case		7 50
Do., 36s		7 00
Do., 42s, 48s		6 50

Flour Unchanged

Toronto.

FLOUR. — The flour market is unchanged with a light demand regulated by consumption. Mills continue to operate at reduced capacity and the market condition does not warrant any increase in the production.

FLOUR—	
Patents Firsts, in jute bags, barrel	10 00
Do., seconds, in jute bags, per barrel	9 50

Walnuts Move Upwards

Toronto.

NUTS. — Walnuts continue to strengthen and importers have moved their quotations slightly upward. Bordeaux halves are offered at 60 cents in case lots and in broken lots at 65 cents, although the general price quoted by wholesalers is around 5 cents per pound higher. Almonds are also in a strong position but there is no change in quotations on spot this week, although higher prices are likely. Brazils are easy and lower prices are expected.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.		
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack		8 00
Cocoanut, unsweetened, lb.		0 30
Do., sweetened, lb.		0 35
Do., shred		0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 20	0 22
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 60	0 65
Do., Manchurian	0 48	0 53
Do., broken		0 35
Peanuts, Spanish, lb.		0 10½
Brazil nuts, lb.		0 95
Pecans, lb.		1 40

Corn Flakes Drop 20 Cents

Toronto.

PACKAGE GOODS. — A 20-cent reduction is announced on Waxtite corn flakes, bringing the price down to $4 per case. Other brands are unchanged. Package rolled oats are down 60 cents per case, making the present price $5 per case for the large size. Quaker cornmeal is reduced to $3 per case. Quaker macaroni and spaghetti are reduced to $2.25 per case.

PACKAGE GOODS

Rolled Oats, 20s, round, case		5 00
Do., 20s, square, case		5 00
Do., 18s, case		2 00
Do., Aluminum Prem., 20s		6 40
Corn Flakes, 36s, case	4 00	4 25
Porridge Wheat, 36s, regular, case		6 00
Do., 20s, family, case		6 80
Cooker Package Peas, 36s, case		2 85
Cornstarch, No. 1, lb. cartons		0 10½
Do., No. 2, l. cartons		0 09
Laundry Starch		0 08
Do., in 1-lb. cartons		0 08¾
Do., in 6-lb. wood boxes		0 11¾
Do., in 6-lb. tin canisters		0 12½
Celluloid Starch, case		4 15
Potato Flour, case 20 1-lb. pkgs.		2 50
Do., case 24 12-oz. pkgs.		2 30
Fine oatmeal, 20s		5 75
Cornmeal, 24s		3 00
Farina, 24s		3 25
Barley, 24s		2 75
Wheat flakes, 24s		6 00
Wheat kernels, 24s		5 40
Self-rising pancake flour, 24s		3 50
Buckwheat flour, 24s		4 00
Two-minute Oat Food, 24s		1 80
Puffed Wheat, case		4 40
Puffed Rice, case		5 70
Health Bran, case		2 85
F.S. Hominy, gran., case		3 00
Do., pearl, case		3 00
Scotch Pearl Barley, case		2 70
Self-rising Pancake Flour, 30 to case		4 20
Do., Buckwheat Flour, 30 to case		4 20
Self-rising Pancake Flour, 36 to case		7 15
Do., Buckwheat Flour, 18 to case		3 65
Do., Pancake Flour, 18 to case		3 65
Puffed Rice Pancake Flour, 24s		2 90

Rice Continues Easy

Toronto.

RICE.—There is practically no change in quotations on rice, but some wholesalers are predicting lower prices when new shipments arrive bought at a lower basis, which will probably be in the course of a couple of weeks. The market is in an easy unsettled condition.

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.		0 06
Siam, per lb.	0 06	0 06
Japans, per lb.	0 07	0 07
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07
White Sago	0 07	0 07
Tapioca, per lb.		0 07

Syrup Quotations Steady

Toronto.

SYRUPS.—There are no changes to report in the situation on syrups. The demand is steady, but only in quantities sufficient for immediate requirements.

Corn Syrups—		
Barrels, about 700 lbs., yellow		0 06
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case		5 10
Cases, 5-lb. tins, white, 1 doz. in case		5 90
Cases, 10-lb. tins, white, ½ doz. in case		5 60
Cases 2-lb. tins, yellow, 2 doz. in case		4 50
Cases, 5-lb. tins, yellow, 1 doz. in case		5 30
Cases, 10-lb. tins, yellow, ½ doz. in case		5 00
Cane Syrups—		
Barrels and half barrels. lb.		
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case		7 50
Molasses—		
Fancy, Barbadoes, barrels, gal		1 65
Choice Barbadoes, barrels		1 35
New Orleans, bbls., gal		0 56
Do., half bbls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes		7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes		10 75
Tins, 5-lb., 1 doz. to case, Barbadoes		8 90
Tins, 10-lb., ½ doze. to case, Barbadoes		8 60
Tins, No. 2, baking grade, case 2 doz.		4 20
Tins, No. 3, baking grade, case of 2 doz.		5 50
Tins, No. 5, baking grade, case of 1 doz.		4 60
Tins, No. 10, baking grade, case of 1½ doz.		4 25
West Indies, 1½s, 48s	4 60	6 90

Spice Prices Unchanged

Toronto.

SPICES.—There are no further pri

hanges to note since the reductions of ast week. The market is fairly quiet nd the demand only moderate.

llspice	0 19	0 22
assia	....	0 26
innamon	....	0 41
loves	0 55	0 60
ayenne	0 35	0 37
inger, Cochin	....	0 30
Do., Jamaica	....	0 45
lustard, pure	....	0 50
astry	....	0 28
ickling spices	....	0 19
lace	..	0 75
eppers, black	....	0 19
Do., white	....	0 31
aprika, lb.	0 60	0 70
hillies, lb.	....	0 60
utmegs, selects, whole, 100s	....	0 35
Do., 80s	....	0 45
Do., ground	....	0 35
lustard seed, whole	....	0 25
elery seed, whole	....	0 40
oriander seed	....	0 18
araway seed, whole	....	0 30
urmeric	....	0 30
urry Powder	....	0 35
ream of Tartar—		
French, pure	....	0 45
American high-test, bulk	....	0 45
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. heaper grades can be purchased for less.

Sugar Drops 50 Cents

oronto.

SUGAR.—Refiners have reduced their ist price on sugars 50 cents per hun- red. This reduction, however, will ake no material difference to the retail rade as wholesalers did not advance rices in accordance with the last ad- ance of refiners' prices. The raw sugar narket continues in a weak condition nd nothing definite can be learned in egard to future prospects.

t. Lawrence, extra granulated, cwt.	10 84
tlantic, extra granulated	10 84
cadia Sugar Refinery, extra granulated	10 84
om. Sugar Refinery, extra granulated	10 84
anada Sugar Refinery, granulated	10 84

Differentials: Granulated, advance over basis; 0-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; unnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 0/2s, 75c.

Differentials on yellow sugars: Under basis, ags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c.

Teas Continue Firm

oronto.

TEAS.—There is every indication for firmer tea market. In fact during the ast week primary markets for all rades of Indias and Ceylons have ad- anced one-half to two cents per pound. Many wholesalers are buying fairly reely in anticipation of further ad- ances.

eylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
avas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
apans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Coffee Market Strong

oronto.

COFFEE.—The coffee markets con- tinue with a strong tone. Spot stocks are not large and the situation has up- ward tendencies.

ava, Private Estate	$ 51	0 53
ogotas, lb.	....	0 43
uatemala, lb.	0 48	0 52
exican, lb.	....	0 55
aracaibo, lb.	0 47	0 48
amaica, lb.	....	0 35
ocha, lb.	0 52	0 55
io, lb.	....	0 24
anto	....	0 35

New Potatoes Lower

Toronto.

VEGETABLES.—New Florida potatoes are easier this week and are quoted at $7 per barrel. Celery is becoming scarce and is in good demand at $5.50 to $6.50 per crate. Cucumbers are down 50 cents per hamper, now selling at $6.50. Tomatoes are down, now quoted at $7.75 to $8.50 per six-basket crate. All Southern vegetables are in active demand. Potatoes and other native vegetables are slow and show no price changes.

Cabbage, per case	....	4 75
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	0 85	0 90
Onions, 75-lb. sack	....	1 00
Do., Spanish, large crate	....	5 00
Do., New Texas, crate	....	2 50
Potatoes, per bag	0 70	0 85
Mushrooms, 3-lb. crate	....	3 25
Cal. Head Lettuce, crate	....	6 00
Leaf Lettuce, doz.	0 35	0 40
Celery	5 50	6 50
Tomatoes, 6-bkt. crates	7 75	8 50
Pepper, per doz.	....	1 25
Parsley, per doz.	....	1 00
New beets, hamper	....	2 25
New carrots, hamper	....	2 25
New spinach, bushel	....	2 75
Asparagus, per case	6 50	8 50
Green Peas, hamper	....	5 00
Wax and green beans, hamper	....	7 00
Cucumbers, hamper	....	6 50
New Potatoes, Floridas, bbl.	....	7 00
Green Onions, per dozen	0 30	0 35

Cotton Clothes Lines Lower

Toronto.

MISCELLANEOUS.—Cotton clothes lines are reduced in price, the following are the new quotations: 30 feet, $2.10 per dozen; 40 feet, $2.60 per dozen; 50 feet, $3.20 per dozen; 60 feet, $3.85 per dozen, and 72 feet, $4.60 per dozen. Princess soap flakes are reduced to 17 cents per pound. Rinso is down to $6.90 per box and Mother Hubbard soap is reduced to $7 per case.

WINNIPEG MARKETS

WINNIPEG, April 27.—Sugar prices stand unchanged this week. Spot stocks of Grecian currants are reported low, but other lines of dried fruits such as raisins and evaporated apples are firm in price. Shelled walnuts and almonds are scarce with higher prices quoted. The demand for light breakfast foods is showing an improvement and prices are unchanged. Flour declined. Bananas are also lower and good shipments of strawberries are arriving which are going into consumption freely. Washington asparagus is on the market and is meeting with a good demand. Some lines of matches have advanced while one line declines slightly.

Coffee Prices Unchanged

Winnipeg.

COFFEE—The local coffee market remains unchanged although the primary markets are reported dull with little activity being shown. There is sufficient quantity on hand to supply dealers' demands notwithstanding any changes that might take place in the primary markets.

COFFEE—		
Rio, lb.	0 18½	0 19½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 27	0 29

Bulk Cereals Quiet

Winnipeg.

CEREALS—There is no change in the cereal market this week. With warm weather approaching the demand for bulk cereals is falling off and package cereals are becoming more popular. Prices, however, are ruling steady and no change is looked for in the near future. The bean market has been active recently, especially for Japan kotenashis.

PACKAGE CEREALS

Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square kts.	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 15
Cornmeal, 2 doz. case, per case	....	3 80
Puffed Wheat, 3 doz. case, case	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case	....	3 75
Cream of Wheat, 3 doz. case, case	....	9 00

BULK CEREALS

Rolled Oats, 80s, per bag	....	2 35
Do., 40s, per bag	....	1 33
Do., 20s, per bag	....	0 70
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran., or stand., bag	....	3 50
Wheat Granules, 98s, per bag.	....	6 00
Do., 16-6s, per bale	....	6 75
Peas, whole, green, 100-lb. bag, per bush.	....	3 80
Do., split, yellow, 98s, per bag	....	7 90
Do., split, yellow, 49s, per bag	....	4 00
Do., 24s, per bag	....	0 76
Do., 10-10s, per bale	....	3 65
Buckwheat grits, whole, 98-lb. bags, per bag	8 25	8 75

Canned Goods Unchanged

Winnipeg.

CANNED GOODS—There is no change in the canned goods situation and while canned vegetables and fruits are offered at a wide variety of prices there is no stability to the market. The demand for canned fruits and vegetables has shown an improvement as retailers continue to take advantage of the present low prices.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.	....	3 35
Do., ½s, 4 doz. case, doz.	....	6 00
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Oysters, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case	....	22 00
Do., ½s flat, 8 doz. in case	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75

Do., ½s, flat, 8 doz. case		16 25
Cohoe, 1s, tall, 4 doz. case		18 00
Do., ½s, flat, 8 doz. case		16 00
Pink, 1s, tall, 4 doz. case		9 50
Do., ½s, flat, 8 doz. case		11 00
Humpback, 1s, tall, 4 doz. case		8 60
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case.	2 90	3 35
Blueberries, 2s, 2 doz. case		7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	6 75	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case		5 00
Do., Lombard, light syrup, 2s, 2 doz. case		4 65
Do., heavy syrup, 2s, 2 doz. case		5 95
Raspberries, 2s, 2 doz. case	10 25	10 75
Strawberries, 2s, 2 doz. case	9 00	9 75
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case		13 65
Peaches, 2½s, 2 doz. case		12 60
Do., sliced, 1s, 4 doz. case		14 50
Do., halved, 1s, 4 doz. case		14 50
Do., 2s, 2 doz. case		9 75
Pears, 1s, 4 doz. case		16 25
Pineapples, sliced, 2s, 2 doz. case		8 00
CANNED VEGETABLES		
Asparagus, Tips, 1s, tins, 4 doz. case, per doz.		4 75
Beans, Golden Wax, 1s, doz. cs.		4 75
Beans, Refugee, 2s, 2 doz. case		4 75
Corn, 2s, 2 doz. case	3 30	4 00
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2-½s, 2 doz. case		7 00
Pumpkins, 2-½s, 2 doz. case		3 00
Sauer Kraut, 2-½s, 2 doz. case		4 90
Spaghetti, 2 doz. case		2 15
Tomatoes, 2½s, 2 doz, case	3 60	3 85
Spinach, 2-½s, 2 doz. case	6 75	7 25

Stocks of Currants Low

Winnipeg.

DRIED FRUIT—Latest reports in regard to the currant situation are that there is a short production. This and large purchases from the British market have diminished the actual stocks in Greece to almost sixteen thousand tons, an amount considered insufficient to take care of the world requirements until next September. The natural consequence of this state of affairs is a firm market with prices steadily advancing. Thus, while amalias quality was selling in Greece around nine hundred and seventy drachmas per thousand pounds, same has gone up to one thousand and seventy drachmas and while the outlook is not for a continuance of this advance to a very large extent still the chances for decline are practically obliterated. Latest information from New York regarding spot stocks of Patras currants are that they are practically cleaned up. Evaporated apples are reported scarce as conditions have changed suddenly and large quantities are being shipped to the Old Country. An advance in price is expected shortly. From present appearances the 1921 crop of evaporated loganberries will open at prices that should promote a ready distribution.

DRIED FRUIT		
Evaporated Apples, per lb.	0 12½	0 13
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz., pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.		0 20
Do., Tunis, bulk, lb.		0 26¾
Do., Package, 3 doz. case, lb.		0 15
Figs, Spanish, per lb.		0 15
Do., Smyrna, per lb.		0 23
Do., black, cartons, per carton		1 00
Loganberries, 4 doz. case, pkt.		0 35
Peaches, standard, per lb.	0 21	0 22
Do., choice, per lb.	0 24	0 25
Do., fancy, per lb.	0 28	0 29
Do., Cal., in cartons, per carton		1 25
Do., unpitted, per lb.	0 18	0 19
Pears, extra choice, per lb.		0 25
Do., Cal., cartons, per carton		1 68
Prunes—		
30-40s, 25s, per lb.		0 19
40-50s, 25s, per lb.		0 17¼
50-60s, 25s, per lb.		0 14½
60-70s, 25s, per lb.		0 13
70-80s, 25s, per lb.		0 10¾
80-90s, 25s, per lb.		0 10
90-100s, 25s, per lb.		0 08¾
In 5-lb. cartons, per carton		0 80
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case, per pkg.		0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.		0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.		0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.		0 23
Cal., bulk, seeded, 25-lb. boxes		0 28
Do., pkt. seedless, 11 ozs., 3 doz. to case, per lb.		0 23½
Do., bulk, seedless, 25-lb. boxes, per lb.		0 27½
Pears, extra choice, per lb.		0 30
Apricots, choice, 25s, lb.		0 32
Do., 10s, lb.		0 34
Do., Standard, 25s, lb.		0 28
Do., choice, 10s, lb.		0 30
Do., fancy, 25s, lb.		0 36
Do., fancy, 10s, lb.		0 38

Sugar Market Easier

Winnipeg.

SUGAR—The New York sugar market is easier and raws and refined have declined and Canadian refiners have reduced sugar 50 cents per cwt. The trade at present are buying for present needs only with a normal demand.

Extra granulated, bags, 100 lbs.	12 00
Do., gunnies, 5/20 lbs.	12 40
Do., gunnies, 10/10 lbs.	12 50
Do., cartons, 20/5 lbs.	13 10
Do., cartons, 50/2 lbs.	12 75
Yellow, No. 1 light, bags, 100 lbs.	11 60
Do., golden, bags, 100 lbs.	11 50
Powdered Sugar, bbls.	12 85
Do., boxes, 50 lbs.	13 05
Do., boxes, 25 lbs.	13 25
Icing, barrels	12 95
Do., boxes, 50 lbs.	13 35
Do., boxes, 25 lbs.	13 35
LUMP SUGAR—	
Soft Lumps, boxes 100 lbs.	13 25
Do., boxes, 50 lbs.	13 35
Do., 25 lbs.	13 55
Do., cases, 20 cartons	14 30
Do., cases, 40 half cartons	15 05
Small Lump, boxes, 100 lbs.	13 15
Do., boxes, 50 lbs.	13 25
Do., boxes, 25 lbs.	13 45
Do., cartons, 50/2 lbs.	14 55
Hard Lump Sugar, barrels	13 45
Do., boxes, 100 lbs.	13 45
Do., boxes, 50 lbs.	13 55
Do., boxes, 25 lbs.	13 10

Spices are Steady

Winnipeg.

SPICES—There is no change in quotations on spices. The market is ruling fairly steady.

Allspice Jamaica, best quality, lb.		0 26
Cassia, Batavia, per lb.		0 38
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 85
Do., No. 10, carton, doz.		1 00
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1.		0 65
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 80
Nutmegs, extra large brown, 70 to lb., per lb.		0 70
Do., large brown, 85 to lb., lb.		0 40
Do., med. brown, 110 to lb., lb.		0 38
Do., carton of six, per doz.		0 80
Pepper, black, Singapore ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb. pkg., per doz.		1 00
Do., bulk, No. 1, per lb.		0 28
GROUND SPICE		
Allspice, bulk, per lb.		0 25
Do., No. 2, per lb.		0 25
Do., 2 oz. cartons		0 80
Do., 4 oz. cartons		1 20
Cassia, No. 1, bulk, per lb.		0 30
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		1 00
Do., No. 1, 4 oz. cartons		1 50
Cinnamon, bulk, per lb.		0 45
Do., 2 oz. cartons		1 15
Do., 4 oz. cartons		1 75
Cloves, bulk, per lb.		0 65
Do., 2 oz., cartons		1 45
Do., 4 oz. cartons		2 00

No Change in Tea

Winnipeg.

TEA—There are no new development in the tea situation. Buying continue from hand to mouth and although r ports from the primary market sta that Ceylon teas are stronger this h little or no effect on the local market.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoes, first quality	0 40	0 45
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken Orange Pekoe, 1st qual.	0 50	0 60
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 42

Molasses Unchanged

Winnipeg.

SYRUPS—The bottom of the molass market appears now to have been reach and a firmer tone is noticeable. Ne shipments of molasses are expect shortly and quotations will be somewh lower. Corn and cane syrups are fair steady under a normal demand. There no change in quotations.

CANE SYRUP—	
No. 2s	7 30
No. 5s	8 40
No. 10s	7 85
No. 20s	7 65
CORN SYRUP—	
Cases, 2-lb. tins, white, 2 doz. in case	5 40
Cases, 5-lb. tins, white, 1 doz. in case	6 25
Cases, 10-lb. tins, white, ½ doz. in case	6 00
Cases, 20-lb. tins, white, ¼ doz. in case	6 00
Cases, 2-lb. tins, yellow, 2 doz. in case	4 80
Cases, 5-lb. tins, yellow, 1 doz. in case	5 65
Cases, 10-lb. tins, yellow, ½ doz. in case	5 40
Cases, 20-lb. tins, yellow, ¼ doz. in case	5 40
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
TABLE SYRUP—	
Maple flavor, 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, per case of 1 doz.	12 00
Do., 1s, tins, case of ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 70
5-lb. tins, 1 doz. case	9 50
10-lb. tins, ½ doz. case	9 20
Molasses quotations subject to 5% discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	4 80
2s, 4 doz. in case	4 40
2½s, 4 doz. in case	4 10
5s, 4 doz. in case	4 10
10s, 4 doz. in case	4 05

Starch Continues Steady

Winnipeg.

STARCH—The starch market co tinues steady with no change in quot tions.

Cornstarch, 1-lb. pkgs., per lb.	0 09
Do., No. 1 quality, 1-lb. pkgs.	0 10
Gloss, 1-lb. pkgs., per lb.	0 10
Celluloid, 1-lb. pkgs., per case.	4 30

Jams Show no Change

Winnipeg.

JAMS—There is no change in the ja situation. Retailers are buying mo freely at today's low price as indicatio are that the new pack will be high than prices quoted now.

Eastern	
Strawberry, 4s, per tin	0 86
Black Currant, 4s, per tin	0 86

Raspberry, 4s, per tin		0 86
Apricots, 4s, per tin		0 80
Cherry, 4s, per tin		0 80
Peach, 4s, per tin		0 80
Compound (all flavors), 4s, tin.	0 53	0 58

Western.

Strawberry, 4s, per tin		0 95
Black Currant, 4s, per tin		0 95
Raspberry, 4s, per tin		0 95
Apricot, 4s, per tin		0 90
Cherry, 4s, per tin		0 90
Peach, 4s, per tin		0 90

Nut Market Firmer

Winnipeg.

NUTS—Bordeaux shelled walnuts continue to show considerable strength, and have advanced since last week. Spot stocks are very light and the same situations exists in France, which condition is bound to result in higher prices. Shelled almonds are also showing a firmer tone and advanced two cents per pound over last week's quotations. Shelled pecans on account of the small crop are scarce and are quoted at $1.40 per pound. Spanish shelled peanuts have increased slightly and higher prices may be looked for. Shelled Brazils show no change.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, per lb.		0 12½
Pecans, per lb.		1 40
Walnuts, per lb.		0 60
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb		0 25

Flour Quoted Lower

Winnipeg.

FLOUR—Flour declined 50 cents per barrel and is now quoted to the city trade in small quantities at $5.07½ per 98-pound sack.

FLOUR—	
98 lb. sacks	5 07½
Two 49-lb. sacks	5 15
Four 24-lb. sacks	5 25

Bananas Decline

Winnipeg.

FRUITS—The feature of the fruit market this week is the decline in price on bananas. Good supplies are arriving which are moving into consumption freely at 12 cents a pound. Strawberries are a little lower and are quoted at $7 to $8 per case. The quality is showing an improvement with every shipment. Pineapples are arriving in small quantities and are offered at $11 per case. Grapefruit continues in demand and is selling freely at $7 to $8 per case. Lemons and oranges show no change. Lemons are quoted at $5.25 to $6 per case with oranges from $5 to $5.75 for the smaller sizes and $6 to $7 for the larger. Washington Winesap apples are in fair demand at $3 to $4.25 per box.

Asparagus on Market

Winnipeg.

VEGETABLES—The first shipment of asparagus arrived during the week and is selling at $7 per case. Spinach dropped 50 cents during the week and is offered at $2.50 per case. Wala wala rhubarb is in good demand and is quoted at $4 per case. There is a big demand for Mexican tomatoes and prices remain unchanged at $9 per case. Cucumbers have shown a decline and are offered at $4.25. Leaf lettuce are 65 cents per dozen, green onions 60 cents and radishes 65 cents.

Potatoes, per bushel		1 00
Carrots, per cwt.		3 00
Turnips, per cwt.		2 00
Parsnips, per cwt.		4 00
Beets, per cwt.		2 00
Cabbage, per cwt.		3 00
Peppers, per basket		1 60
Head Lettuce (Cal.), per case		7 50
Cucumbers, per doz.		4 25

Rice in Active Demand

Winnipeg.

RICE—There is a good demand for rice, especially for the Southern variety. Siam rice remains firm and is quoted at 5½ to 5¾ cents per pound. Tapioca and sago show no change.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.		0 07¾
Do., 50-lb. sacks, lb.		0 08
Siam, 100-lb. bags	0 05½	0 05¾
Do., 50-lb. bags		0 06
Sago, sack lots, 130 to 150 lbs., per lb.		0 08¾
Do., in less quantities, lb.		0 09
Tapioca, pearl, per lb.		0 07¾

Some Matches Advance

Winnipeg.

MATCHES — Ever Ready matches have advanced 65 cents per case and Comet Safety are reduced $1.80. Telegraph advanced $2 per case and Redbird 25 cents per case, making the new selling prices f.o.b. Winnipeg as follows: Ever Ready $27.09; Comet Safety $24.02; Telegraph $27.04; Redbird $14.55.

REAL ANALYSIS OF MARGINS, COSTS AND PROFITS

Continued from page 27

without direct profit being made on it. That rule can be applied practically anywhere and to any commodity. It is so sound and just that no man should disregard it except in peculiar circumstances; and he should never rest satisfied that his circumstances are of that peculiar character. He should continually seek the way to make each line bear its due share of burden and profit.

The hotel question is similar. Not to serve the hotels might lead to the loss of much valuable trade. It is a producer of good will to have the hotels and restaurants report you as their source of supply. But if you get down to one per cent. net earnings on sales, maybe you will find that a flat five per cent. is not a practicable discount for you to make. Why five? Why not three or four? Why not more on some things and less on others? It is one weakness of our "liberal-minded" western habits that we disregard "odd figures"; but the time of closer figuring is at hand. I suggest that you make very minute examination of these points and act with due regard to all the factors.

Sugar in Bags and Groceries in Case Lots

Another man asks me what the proper margin is on sugar in bag lots, and soap and "groceries" in original case lots.

Much the same reasoning applies here. Sugar is sold on a flat advance of 40 to 80 cents to-day, and that seems very liberal to me, for I always felt that 25 to 50 cents was liberal. If the jobber needs from five to ten per cent., at least, on such staples, why not you?

Take into account all factors — not merely some of them — and decide. But bear in mind the truth that the laborer is worthy of his hire, also that he has to get it from somewere. Thus, it is not sound economics for the purchaser of moderate quantities to pay for the distribution to large buyers. Each should pay, as accurately as possible, for the character of service required. I think this can be brought about in any store.

Foreign Enquiries For Canadian Foodstuffs

Manufacturers desiring names of foreign buyers as referred to below can secure them by writing Canadian Grocer, University Avenue, Toronto, and giving number of enquiry.

2873. **Provisions.**—A London firm of provision merchants seek agencies for Canadian exporters of bacon, lard, butter, cheese and eggs.

2874. **Flour, canned goods, produce.**—A London firm handling produce of all kinds wish to act as agents for Canadian shippers of flour, canned goods, produce.

2875. **Rolled oats.**—A Liverpool firm ask to be placed in touch with importers of rolled oats.

2876-2877. **Fruit-pulp.**—Two Liverpool firms ask to be placed in touch with producers of strawberry and raspberry pulp, with a view to acting as distributors on shipper's account.

2878. **Fruit-pulp.** — A Liverpool firm are prepared to handle raspberry or strawberry pulp on shipper's account, or to consider selling offers.

2879. **Flour.**—Belgian agent desires to make preliminary arrangements with Canadian flour mills for the importation of Canadian flour about September, in the event of the flour trade being free by that time.

2880. **Evaporated apples.**—A firm of importers in Holland desire to enter into communication with exporters of dried and evaporated apples in cases and barrels who are in a position to do a large business.

2881. **Wheat.**—A firm of importers in Italy who act as suppliers of grain to the Italian Government wish to get into communication with Canadian firms, preferably those having branches in London, who are in a position to supply Manitoba or red winter wheat. Immediate shipment of from 6,000 to 7,000 tons is required, with a probability of six similar shipments before next winter.

2882. **Cereals and foodstuffs.**—A house in Naples wish to buy on their own account cereals and all kinds of foodstuffs.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N. S., April 26. — Many changes are noted in this week's market prices. Nearly all lines of canned goods show decreases; tomatoes are now $1.90, raspberries are quoted at $4, corn $1.65, peas $1.80 and strawberries $4 per dozen. Sugar dropped 40 cents per hundred, bringing the price on granulated to $10.70 and yellow to $10.20. Rolled oats are lower now quoted at $3.95 per bag. Rice is easier. Pure and compound lard are down one cent per pound. American onions are quoted at $3 per hundred-pound bag.

Flour, No. 1 patents, bbl.	....	13 75
Cornmeal, bags	....	3 25
Rolled oats, per bag	....	3 95
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.	....	10 00
Sugar, standard, granulated	....	10 70
Do., No. 1, yellow	....	10 20
Molasses, gal.	....	0 73
Cheese, Ont., twins	0 32	0 34
Eggs, fresh, doz.	....	0 35
Lard, compound	....	0 13½
Do., pure, lb.	....	0 19
American clear pork, per bbl.	....	35 00
Tomatoes, 2½s, standard, doz.	....	1 90
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 38
Do., aver. 12-18 lbs.	....	0 38
Do., aver. 18-25 lbs.	....	0 37
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 56
Do., dairy	....	0 45
Raspberries, 2s, Ont., doz.	....	4 00
Peaches, 2s, standard, doz.	....	3 45
Corn, 2s, standard, doz.	....	1 65
Peas, standard, doz.	....	1 80
Strawberries, 2s, Ont., doz.	....	4 00
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 13½
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	1 25
Beans, white	....	3 65
Do., yellow eye	....	7 50
Bananas, lb.	0 09½	0 10½
Lemons, Cal.	....	6 00
Oranges, all sizes	6 00	7 00
Grapefruit, Florida, case	....	7 00
Do., Jamaica	....	5 00
Apples—		
Nonpareils, No. 1	....	7 50
Do., No. 3	....	4 50
Oats, per bush.	....	0 92

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N.B., April 26.—Generally speaking, the markets show a gradual downward trend, but business continues good. All corn meals are down, granulated dropped 50 cents, now quoted at $3.50 and ordinary is selling at $2.45. All sugars declined 40 cents per hundred. Eggs are firm at 33 to 36 cents per dozen. Corned beef is a little easier at $4. There is an active demand for fruits and prices are unchanged.

Cornmeal, gran., bags	....	3 50
Do., ordinary	....	2 45
Rolled oats	....	8 75
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	8 00	10 00
Molasses	0 70	0 75
Sugar—		
Standard, granulated	....	10 70
No. 1, yellow	....	10 20
Cheese, new, twins	0 29	0 30
Eggs, fresh, doz.	0 33	0 36
Lard, pure, lb.	0 17¾	0 18
Do., compound	0 13¾	0 14
American clear pork	34 00	36 00
Tomatoes, 2½s, standard case	....	3 80
Beef, corned, 1s	....	4 00
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	....	0 63
Do., dairy	0 56	0 60
Do., tub	0 52	0 54
Potatoes, per bbl.	1 75	2 25
Corn, 2s, standard, case	....	3 30
Peas, standard, case	....	3 60
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	6 00	6 50
Oranges, California	5 50	7 00
Bananas, lb.	0 10	0 11
Grapefruit, case	6 00	7 00

Alberta Markets

FROM CALGARY, BY WIRE

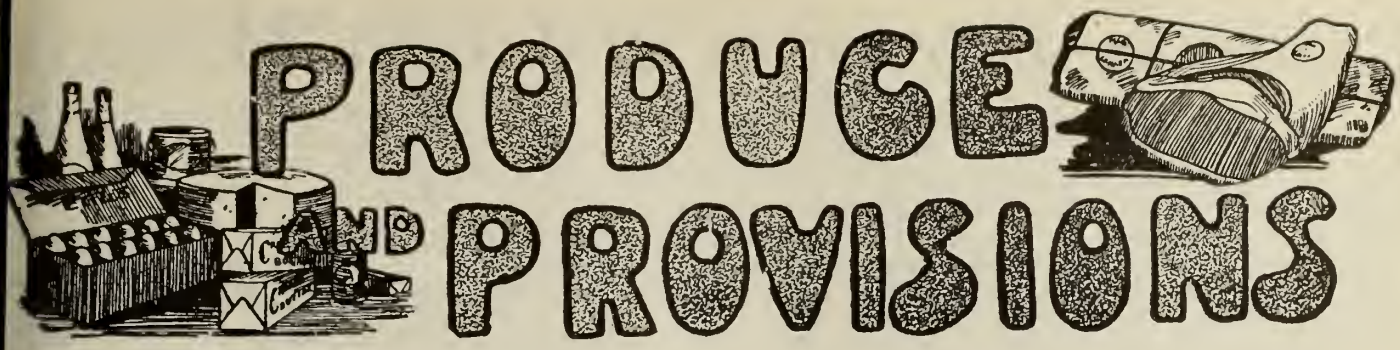
Calgary, Alta., April 26.—Sugar declined 50 cents per hundred. Flour advanced 50 cents per barrel. Creamery butter is down three cents per pound now selling at 52 cents. Some lines of matches are up 25 cents per case. Corn flakes dropped 20 to 25 cents per case. Canned lobsters quarters are quoted at $2 to $2.40 per dozen and halves at $3.60. Large Ontario cheese is quoted at 32 cents per pound. Eggs are easier at $8.75 to $9.25 per case. Prunes 70-80 are offered at 8½ to 11 cents per pound. Local potatoes are down to $25 per ton and British Columbia are selling at $28 per ton. Louisiana strawberries, pints, are selling at $7.50 and Arkansas quarts at $14 per case.

Beans, B.C., per hundred	5 00	5 50
Rolled oats, 80s	....	2 50
Rice, Siam	....	6 00
Japan, No. 1	7 50	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Sugar, pure cane, gran., cwt.	....	12 77
Cheese, No. 1, Ont., large	0 34	0 35
Alberta cheese, twins	....	0 30
Do., large	....	0 32
Butter, creamery, lb.	....	0 52
Do., dairy, lb.	0 32	0 37
Lard, pure, 3s	....	12 60
Eggs, new laid, local case	8 75	9 25
Tomatoes, 2½s	....	4 35
Corn, 2s, case	3 50	3 85
Peas, 2s, standard, case	3 90	4 10
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 15½
Do., 25s, lb.	0 14½	0 16½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 08½
Do., 70-80s	0 08½	0 11
Do., 60-70s	0 12	0 12½
Potatoes, local, ton	....	25 00

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B.C., April 27.—Sugar dropped 25 cents per hundred, bringing the price down to $11.75. Strawberries are quoted at $4.50. Rhubarb is in demand at six cents per pound. Local cucumbers No. 1s are quoted at $3.5 and No. 2s at $2.50 per crate. Local cauliflowers are selling at $3 per dozen Asparagus at $4.50 per crate of 2 pounds. Cabbage at six cents per pound Head lettuce at $6 per crate. Lilloo potatoes are offered at $25 per to Eggs are holding at 35 cents per dozen Pork is up 2 cents but other meats a unchanged. Rice is a little easier, No. Japan selling at $130. Louisiana Blu Rose rice will be on the market short and will sell at $120 per ton. Sma size prunes are going strong; prices a on basis of 10 cents per pound f 60-70s. A break in split pea pric makes the present price 7½ for goo quality. The passing of the Fordn bill caused much speculation here as the effect on pastry flour. Americ pastry flour has been selling around $8. for 98s but higher prices and a scarci are expected. One of the jobbers stat that as the retailers had been slow order fruit jars the jobbers had boug few and a scarcity would probably exi when the consumer demand came. O of the local packers is putting a ne brand of pure jam on the market. T price for strawberry is $9 with plu etc., a dollar less. Salt is down 30 cen per barrel. The market is getting ra idly cleaned up on both white and bla figs. It is expected that supplies will scarce before the new crop is on t market. Local stocks of currants a running low but further supplies are e pected in three weeks. Price will ran about 20 per cent. lower, probab around 17 to 18 cents. Cream of tart in quarters dropped from $2.90 to $2. Lye advanced from $6.30 to $7.50.



Cheese, Butter, Lard, Are All Displayed Under Glass

South Vancouver Grocer Allows No Foodstuffs to be Exposed and All Are Kept Clean and Wholesome—No Displays Are Set on the Floor

VANCOUVER, April 25 (Special)—The passer-by is always favorably impressed with the general appearance of Elliott's grocery store in South Vancouver. The window glass has always been spotless, the board walk in front always washed clean, and the windows dressed carefully, and frequently, with seasonable lines.

No Uncovered Displays

The interior of the store is just what one would expect to find, judging from the windows. A great deal of glass is used in the fixtures. The counters have glass fronted bins, the cheese is in a glass case, the butter and lard (in cartons) are in a glass fronted cabinet. Open boxes of fancy biscuits are covered with glass tops, and no food is displayed uncovered. Opposite to the serving counters are narrow panels of mirror, and after watching the women purchasers station themselves in front of these panels the thought occurred that the grocer might easily arrange that his customers should stand at the spot most convenient for the grocer by putting a panel mirror on the shelving where he wanted them.

No Displays on the Floor

No displays are set on the floor. According to Mr. Elliott, it is not sufficient to keep dogs and cats out of the store. It is well to have all displays so that the customer knows that all foods are above possible contamination. Benches are built to hold any displays made outside. Potatoes, onions, etc., standing outside are raised on boxes.

The representative of Canadian Grocer commented on the amount of glass in the store, and Mr. MacFarlane, who is associated with Mr. Elliott in the store, said, "You will notice also that all the glass is clean. All the glass is washed and polished regularly." It is a fact that every piece of glass in evidence fairly scintillates with cleanliness, and adds in no small meassure to the general appearance of the store.

Trade Largely Credit

Mr. Elliott stated that a great deal of credit business is done in his store, but as it is carefully watched, it is perfectly satisfactory. One of the well known account systems is used and all outgoing orders, at all times, are accompanied with the counter check showing the amount of the purchase and the amount of the account to date. Mr. Elliott says that the cut rate concerns have very little effect on his business. His prices are always fair, based on his cost, and the service that the Elliott grocery gives is fully appreciated by his clientele. "There were a few of our customers, of course, who tried the novelty of going down town and carrying home their purchases," remarked Mr. Elliott, "but they found that an occasional spectacular saving did not compensate them for the lack of service and personal interest which they had been used to in their neighborhood grocer. I think the popularity of the cash and carry business is on the decline."

Egg Marketing Act in Sask. Is Explained

PRINCE ALBERT, April 25.—The following statement has been issued by the co-operation and markets branch of the provincial department of agriculture:

"It has come to our attention that a few retail merchants have the impression that the Egg Marketing Act, in force last season, no longer exists, while others think it does not come into effect each year until June 1. For the benefit of parties holding either of these opinions, I would like to point out that this act is now in force and has been continuously.

"At the last session of the house an amendment was made to section 3, clause (1) which makes it read:

" 'Every person who receives eggs for sale on consignment from producers or purchases eggs from producers for sale at retail or wholesale shall candle all eggs offered to him, and no person shall buy for resale or sell eggs unfit for human food.

"Under the act of 1920 the wholesalers, jobbers and others who bought from re-

Continued on page 44

Elliott's grocery store in South Vancouver is a model of cleanliness. The arrangement of the windows is very neat.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, April 27.—The produce market shows more activity this week. One cause may be the opening of navigation and consequent call for export of dairy products. Supplies of hogs offered on the market are bigger, while the demand for meats has fallen off, leaving the pork market in a weak condition and lower prices are quoted on live hogs. The big demand for fresh butter has exceeded the supply and the market has firmed up to an advance of one cent per pound, carrying with it the price of the old make butter, which is also a little higher. The big demand for eggs for both storage and consumption has strengthened the market further and prices are one cent per dozen higher. The cheese market stands firm with a bigger call for supplies for export. There is a fair demand for smoked meats, and although the prices are unchanged there is an easier tone in sympathy with the easier market for live hogs. Lard is still in an unsettled condition and a further decline is recorded. Haddock is very scarce and what little fresh lake fish has arrived on the market has been quickly taken up to meet the demand for the Jewish Passover. Bigger supplies are expected in the near future.

Butter One Cent. Higher

Montreal.

BUTTER—With the appearance of fresh made butter on the market the demand for domestic trade has swung that way and with a temporary shortage in the supply the market strengthened up to an advance of one cent a pound. Prices on the old make have also advanced. It is expected, however, that with bigger supplies coming forward the prices will ease off again. There is little or no demand for dairy butter at the present time.

BUTTER—

Creamery prints, qual., new	....	0 55
Do., solids, quality, new	0 53	0 54
Do., prints, old	0 50	0 51½
Dairy in tubs, choice	0 40	0 42
Do., prints	....	0 43

Cheese Market Steady

Montreal.

CHEESE—There is no change in the quotations on cheese for domestic trade. Prices are standing firm with an increased demand for exportation and a more active market.

CHEESE—

Old, large, per lb.	0 30	0 31½
Twins, per lb.	0 30	0 31½
Triplets, per lb.	0 30	0 31½
Stilton, per lb.	....	0 42
Fancy, old cheese, per lb.	0 35	0 37
Quebec	0 31	0 33

Cooked Meats Steady

Montreal.

COOKED MEATS—There is no change in the quotations on cooked meats. Some improvement is evident in the demand on account of warmer weather. A steady tone is noticeable in this market.

Jellied pork tongues	....	0 38
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 30
Hams, cooked	0 61	0 68
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 59
Head cheese, 6-lb. tins, per lb.	....	0 16
Do., 25-lb. tin pails, per lb.	....	0 15

Further Advance in Eggs

Montreal.

EGGS—On account of a keen demand for eggs for storage the strength of the egg market has been more emphasized this week, with another advance in price of one cent per dozen. The receipts are large but the demand has been equally large both for domestic trade and for export. Packers express the opinion that the good production will continue but that with it there is a bigger consumption. Prices may rule easier but it is significant that buyers are purchasing now for storage.

EGGS—

Fresh eggs, per doz.	0 38	0 39

Barrelled Meats Unchanged

Montreal.

BARRELLED MEATS—There is no change this week in the prices quoted on barrelled meats. The demand for home consumption is limited.

BARRELLED MEATS

Barrel Pork—		
Canadian Short cut (bbl.), 30-40 pieces	26 50	43 00
Clear fat backs (bbl.), 40-50 pieces	....	35 00
Heavy mess pork (bbl.)	....	36 50
Plate beef	....	25 00

Haddock Still Scarce

Montreal.

FRESH FISH—Haddock is still very scarce but dealers have not advanced prices further during the week. Cod is in better supply. There is very little fresh lake fish on the market apart from what was bought up for the Jewish holidays. The demand for this has been so great that there is nothing left for the general trade. Larger supplies of lake fish are expected, however, during the next week.

FROZEN FISH.

Halibut, large and chicken	0 22	0 23
Haddock	0 10	0 12
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 7½	0 8½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11
Doree	0 12	0 13
Whitefish	0 16	0 17
Smelts	0 15	0 20
Grass Pike	0 10	0 11
Round Pike	0 08	0 09

SALTED FISH

Codfish, large, bbls., 200 lbs.	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20

SMOKED

Chicken Haddies. 15-lb. box	....	0 07
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box	....	0 17
Boneless Herring, per box	....	1 60
Smoked Herrings	....	0 21
Kippers, new, per box	....	2 75
Bloaters, new, per box	....	2 50
Smoked Salmon	....	0 35

Another Decline in Lard

Montreal.

LARD—The easy unsettled feeling that has prevailed in the lard market for some time continued last week with a decline of one cent per pound. Shortening and compounds also dropped in price.

LARD—

Tierces, 360 lbs.	0 17	0 18
Tubs, 60 lbs.	0 17½	0 18½
Pails, 20 lbs.	0 18	0 19
Bricks	0 22	0 23

Easier Tone to Bacon

Montreal.

SMOKED MEATS—There has been no change in the market for smoked meats during the past week but there has been an easy tone in sympathy with the hog market. There is a good steady demand for supplies for domestic trade which in some degree counterbalances easier influences of the hog market.

BACON—

Breakfast, best	0 38	0 43
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 33
Picnic Hams	....	0 23½
Wiltshire	0 34	0 39
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 35	0 37
Do., 14-20	....	0 35
Do., 20-25	....	0 33
Do., 25-35	....	0 31
Over 35 lbs.	....	0 30

Lower Prices on Hogs

Montreal.

FRESH MEATS—A weak feeling has prevailed during the past week in the hog market and prices show a further decline. Quotations are from 50 to 75 cents lower than previously quoted and $14 per cwt. is being paid for live hogs weighed off cars. This falling off in price is attributed to the big supplies that are offered and the smaller demand on account of the decreased consumption resulting from the warmer weather. Prices on cattle are unchanged and the market is steady.

FRESH MEATS

Hogs, live (selected off cars)	....	14 00
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 22½	0 23
Fresh Pork—		
Legs of pork (foot on)	....	0 30½
Loins (trimmed)	....	0 35
Bone trimmings	....	....
Trimmed shoulders	0 22	0 24
Untrimmed	....	0 24
Pork sausage (pure)	....	0 25

Fresh Beef— (Cows)			(Steers)	
$0 23	$0 27	..Hind quarters..	$0 25	$0 30
0 11	0 14	..Front quarters..	0 12	0 16
0 35	0 38	..... Loins	0 40	0 45

ONTARIO MARKETS

TORONTO, April 27.—Live hog values were again reduced during the week and packers are offering lower prices for the balance of this week. Dressed hogs by the carcass are lower and although pork cuts are unchanged at present, lower prices will be in effect by the end of the week. Heavy smoked hams are somewhat lower but smaller sizes, which are in greatest demand, are unchanged. Some cuts of bacon are reduced but there is an easier feeling in all cured meats with a likelihood of a reduction in prices all along the line. Cooked hams, which were in scant supply during the past two weeks on account of the strike at the abattoirs, are offered in better supply, and by the end of the week it is expected that the quantity will again be up to normal. Butter and cheese are slightly easier and a large production is expected this season. There is an uncertain feeling in the egg market as to future prices and some packers are not buying as heavily as other years for storage, claiming that present levels are too high, while there are others who are storing in large quantity. The general tendency is, however, towards lower prices for eggs on account of export conditions. Margarine is reduced in an easy market. Lard and shortening are unchanged but the market tends easy.

Butter Drops Slightly

Toronto.

BUTTER.—A slightly easier feeling is manifest in the butter market. The new make continues to arrive more freely and in consequence prices are somewhat lower. There is no heavy buying, however; dealers are only buying what they need for immediate requirements. No. 1 fresh made creamery is quoted at 57 to 60 cents per pound and second grades range from 44 to 53 cents per pound.

BUTTER—		
Creamery prints, No. 1	0 57	0 60
Do., No. 2	0 44	0 53

Cooked Meats Unchanged

Toronto.

COOKED MEATS. — There is no change in cooked meats and the supply of cooked hams which has been rather short during the past two weeks on account of the strike of the abattoir employees is rapidly coming back to normal now that the packing houses are again operating.

Boiled hams, lb.	0 50	0 51
Do., square pressed	....	0 55
Boiled shoulders, lb.	....	0 45
Head cheese, 6s, lb.	....	0 15
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 56
Bologna	0 18	0 20

Above prices subject to daily fluctuations of the market.

New Cheese Slightly Lower

Toronto.

CHEESE.—The opening of the cheese boards throughout the country seems to indicate that production is on the increase but so far it has not been sufficient to cause any big recessions, although prices are down one cent to the retail trade. Indications point to a large make this season and the tendencies are for easier prices. Old cheese of quality is becoming fairly scarce and quotations are steady.

CHEESE—		
Large, old	0 33	0 35
Do., new	....	0 28
Stilton, per lb.	0 33	0 36

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Opinions on Eggs Differ

Toronto.

EGGS.—The condition of the egg market is rather unsettled and there is a diversity of opinion in regard to the future. Some dealers are buying fairly heavy for storage purposes while there are others who are storing very few, claiming that the present prices are too high, and to place eggs in the coolers at the present levels is too great a gamble. Then again, the export business is none too bright, prices offered in England are lower than the cost of laying them down, figuring at the present price in Canada. The outlook in England is very uncertain and the feeling is against any advance in price, which should have some bearing on the situation in Canada. The United States, too, has a surplus of eggs which will tend to rather lower prices as large quantities of American eggs are imported every year and usually at a lower price than the Canadian product.

EGGS—		
New laid	....	0 34
New laid in cartons	....	0 37

Prices shown are subject to daily fluctuations of the market.

Hogs Move Lower

Toronto.

FRESH MEATS. — Lower prices on hogs were again in evidence at the Union Stock Yards during the week, and packers are again out to further reduce prices for this week. Dressed hogs by the carcase are also down and by the end of the week lower prices on all fresh pork cuts are expected. Beef and veal are somewhat higher since our last report but the first of this week found prices again easier. Dressed beef prices are one to four cents higher on the best quality, but there is considerable poor stuff arriving which is commanding low prices. Spring lambs are not plentiful and are selling to the trade, dressed, at $12 to $15 each.

Hogs—		
Dressed, 70-100 lbs., per cwt.	19 00	21 00
Live, off cars, per cwt.	12 50	12 75
Live, fed and watered, per cwt.	12 25	12 50
Live, f.o.b., per cwt.	....	11 50
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 22	0 25
Front quarters, lb.	0 10	0 12½
Ribs, lb.	0 18	0 26
Chucks, lb.	0 10	0 12
Loins, whole, lb.	0 35	0 40
Hips, lb.	0 18	0 22

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 18	0 22
Spring lamb, each	12 00	15 00
Yearling lamb, lb.	0 25	0 30
Sheep, whole, lb.	0 12	0 15

Above prices subject to daily fluctuations of the market.

Margarine Down One Cent

Toronto.

MARGARINE. — A reduction of one cent per pound is announced on margarine, bringing the price on No. 1 quality down to 28 cents. The market is weak and shows a tendency for a further reduction.

Fresh Halibut Higher

Toronto.

FISH.—Fresh caught lake fish is arriving more freely but prices generally remain unchanged. Fresh cod is lower, now quoted at 9 to 10 cents per pound. Fresh caught halibut is higher, chicken being quoted at 19 to 20 cents per pound and medium at 22 to 23 cents, an advance of one to two cents per pound. Frozen halibut is easier at 9 to 12 cents per pound for qualla and 22 to 23 cents for medium.

Lard Tendency Easy

Toronto.

LARD. — The lard market continues with easy tendencies and although prices are steady for the time, the trend is more inclined to be downward than upward.

Heavy Hams Somewhat Lower

Toronto.

PROVISIONS.—There is little change in provisions, although a reduction of one cent per pound is noted on heavy smoked hams. The smaller hams, for which there is the greater demand, remain unchanged. Wiltshire smoked sides and dry salt meats are also down one cent per pound. The tendency on all cured meats is easier with prospects for lower prices.

Hams—		
Small, 6 to 12 lbs.	....	0 38
Medium, 12 to 20 lbs.	....	0 37
Large, 20 to 35 lbs. each, lb.	0 31	0 34
Heavy, 35 lbs. and upwards	....	0 29
Backs—		
Boneless, per lb.	0 52	0 57
Rolled, per lb.	....	0 62
Bacon—		
Breakfast, ordinary, per lb.	0 38	0 47
Breakfast, special trim	....	0 53
Roll, per lb.	....	0 28
Cottage rolls	....	0 33
Wiltshire (smoked sides), lb.	....	0 33
Do., three-quarter cut	....	0 37
Do., middle	....	0 39
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 20
Do., av. 80-90 lbs.	....	0 18
Clear bellies, 15-30 lbs.	0 20	0 21
Fat backs, 10-12 lbs.	0 17	0 19

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork, 200 lbs.	....	36 50
Short cut backs, 200 lbs.	....	42 00

Pickled rolls, bbl., 200 lbs.—	
Lightweight	51 00
Heavy	44 00

Above prices subject to daily fluctuations of the market.

Poultry Market Unchanged

Toronto.

POULTRY.—Receipts of fresh killed poultry are extremely light but there is some live stuff arriving. Prices are unchanged, with storage stocks moving satisfactorily.

Prices Paid by Dealers.

	Live	Dressed
Turkeys	0 35- 0 45	0 45- 0 50
Chickens, spring	- 0 35	- 0 58
Roosters	- 0 25	- 0 28
Fowl, over 5 lbs.	- 0 34	- 0 34
Fowl, 4 to 5 lbs.	- 0 32	- 0 32
Fowl, under 4 lbs.	- 0 25	- 0 28
Ducklings	- 0 35	- 0 35
Guinea hens, pair	- 1 25	- 1 50
Chickens, live	0 25- 0 30	0 30- 0 38
Prices quoted to retail trade:		Dressed
Turkeys	0 60	0 63
Hens, heavy		0 35
Do., light	0 30	0 33
Ducklings	0 45	0 45

No Change in Shortening

Toronto.

SHORTENING. — The situation in shortening is an easy one and there is nothing at present to indicate any change. Quotations are unchanged.

SHORTENING—	
1-lb. prints	0 13½
Tierces, 400 lbs.	0 11¼

In 60-lb. tubs, ½ cent higher than tierces, and in 20-lb. pails, ¾ cent. higher than tierces.

WINNIPEG MARKETS

WINNIPEG, April 27.—There is a weakness to the hog market this week but no change in cooked meats or smoked meats although there is a good demand for both. The butter market remains steady and new made is arriving on the market. The egg market is erratic and prices are varying from day to day. New cheese has arrived and old is practically unprocurable. Lard and shortening show a decline.

Butter Market Steady

Winnipeg.

BUTTER—Storage stocks of creamery butter are practically exhausted. Fresh made is in good demand but there is not sufficient quantity arriving to take care of the demand. The market is ruling steady with no change in quotations.

New Cheese Arriving

Winnipeg.

CHEESE—The situation in this market shows little change. Old cheese is practically cleaned up. New is arriving fairly well. Ontario large is offered at 31 cents per pound.

CHEESE—	
Ont., large, lb.	0 31
Ont., twins, lb.	0 31½
Ont., triplets, lb.	0 31¾
Stilton cheese, large, lb.	0 36

Cooked Meats Steady

Winnipeg.

COOKED MEATS — There is no change in the quotations on cooked meats. There is only a fair demand and prices remain steady.

Ham and Bacon Steady

Winnipeg.

PROVISIONS—There is no change in the market for smoked meats. Supplies of all lines are ample and there has been a steady demand from local and country merchants.

Egg Market Erratic

Winnipeg.

EGGS—The egg market is erratic. Last week the receipts were heavy but this week they are just the opposite and are reported light. There are very few eggs on the local market as large quantities are shipped east. Prices are varying from day to day.

Lard and Shortening Lower

Winnipeg.

LARD—Lard in 20-pound wooden pails declined and is offered at $4.20 per pail but tierces of 400 pounds show no change. Shortening in tierces of 400 pounds is quoted at 13¾ cents per pound but in 20-pound wooden pails a decline of 10 cents per pail has been noted and it is now offered at $3.15 per pail.

Pure lard, No. 1 quality, per lb. (in tierces of 400 pounds.)	0 19
Do., wooden pails, 20-lb. pails	4 20
Shortening (wooden pails), 20-lb. pails), per pail	3 15
Shortening, tierces or 400 lbs.	0 13¾

Hog Market Declines

Winnipeg.

FRESH MEATS—The hog market has declined and selected live hogs are quoted at $12.75 per cwt. Few cattle have been offered on the market during the week. Killing steers were the principal sellers and those of choice quality sold from $8.50 to $9, with the good quality ranging from $7 to $8. Choice heifers were sold from $7 to $8, while the few veal calves for disposal were priced at $6 to $10. Trading on the sheep and lamb market was very slack due to lack of receipts.

Selected, live, cwt.	12 50	12 75
Heavies	9 50	10 50
Light		12 50
Sows	6 50	7 50
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 26	0 35
Spare ribs		0 20
Loins of pork, lb.	0 31	0 34
Fresh hams, lb.	0 26	0 37
Picnics, lb.		0 19
Shoulders	0 16	0 19

Fish Market Unchanged

Winnipeg.

FISH—There is no change in the fish market. Fresh halibut and salmon are arriving in small quantities and the demand is fairly good. Halibut is quoted at 21 cents per pound and fresh salmon at 32 cents. It is expected, however, that during the next week other varieties will commence to arrive.

Poultry Steady

Winnipeg.

POULTRY—Receipts continue very light and prices are unchanged. Storage stocks are reported low.

EGG MARKETING ACT IN SASK.

Continued from page 41

tail merchants were relieved of responsibility, but under the act as it now exists they are equally responsible for the elimination of bad eggs. At the same time the responsibility on the part of retail merchants and others who buy direct from the farmer is in no way changed. In other words, there is now a chain of responsibility extending from the producer to the consumer which will eliminate bad eggs. Produce dealers, wholesalers, packing house companies and cold storage concerns handling eggs have all been advised by personal interview and letter as to how the new regulations affect them and what is required of them.

"The staff of inspectors required to enforce this act is being increased and now that all parties are acquainted with its requirements, we expect good results will be obtained. We have every assurance of co-operation from those who come under the act for the first time.

"The need for such legislation has been apparent for years, but has been brought more forcibly to our attention since the eggs from Saskatchewan have forced their way into a world market. The demand by the consumer is for a graded commodity that he can depend upon. This was found a few years ago in connection with the butter from Saskatchewan and it is equally true today of eggs. Many carloads of Saskatchewan eggs are marketed annually outside our province and country and in order to compete successfully with all factors on such markets the product must be of the best, and since it is the export value of eggs that sets the price to the producer, it can readily be seen any legislation that will improve the quality of eggs marketed will ultimately result in a better price to the producer.

"Looking at it from the standpoint of the producer it is obviously unfair that the man who markets fresh eggs and the one who markets bad eggs should receive the same price. This is the condition that has existed during the past. The fruit grower does not expect to market his rotten apples, neither should the man marketing bad eggs expect to sell them.

"From the viewpoint of the consumer it can be seen that the elimination of such a system which has paid alike for good and bad eggs will result in a better and more dependable produce without increasing the cost. In other words, the consumer will not pay for bad eggs."

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Eclipse, B.C.	Shield Frizzes
Holstein	Caserta Peperoni
Dry Farmer	Shield Mortadella

which are only a few of the many grades of Armour & Company's Dry Sausage.

The prices of this product are quite in keeping with the market; but Armours have not sacrificed their quality to meet a price; consequently, you will always be sure of uniform products at all seasons of the year.

Send your orders along to us, and we can assure you they will be promptly attended to.

Yours very truly,

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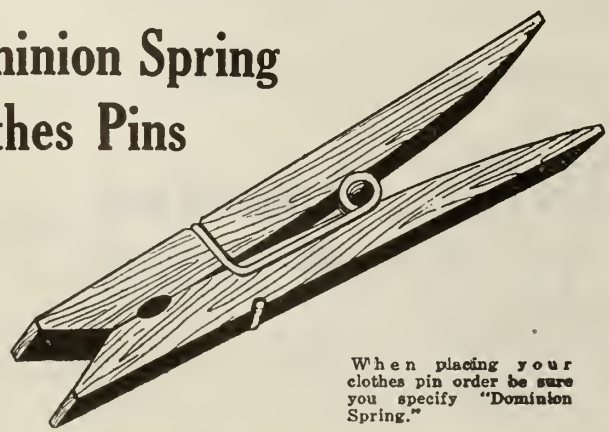

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20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½

(20-lb. boxes ¼c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 10
40 lbs. Canada Corn Starch, 1 lb. packages, per lb..	0 08½
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 08½
40 lbs. Argo Corn Starch, 1 lb. packages	0 09
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., -1 lb. packages	0 08½

(20 lb. boxes ¼c higher, except Potato Flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 1
5-lb. tins, 1 doz. in case	5 9
10-lb. tins, ½ doz. in case	5 6

KARO

24—2-lb. tins, per case	4 5
12—5-lb. tins, per case	5 3
6—10-lb. tins, per case	5 0

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	4 5
5-lb. tins, 1 doz. in case	5 3
10-lb. tins, ½ doz. in case	5 0

(5, 10, and 20-lb. tins have wire handles.)

MAZOLA

	Per ca
No. 1, 24 tins, 1 lb	$ 7
No. 2, 12 tins, 2 lbs.	7
No. 4, 12 tins, 4 lbs.	13
No. 8, 6 tins, 8 lbs.	12

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1

MAGOR, SON & CO., LTD.
INFANTS' FOOD

Robinson's Patent Barley—	Do
1-lb.	
½-lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODUCTS LIMITED

Ontario Prices.

KLIM

8 oz. tins, 4 dozen per case	$11
16 oz. tins, 2 dozen per case	10
10 lb. tins, 6 tins per case	23

COLMAN'S OR KEEN'S MUSTARD

	Per doz. t
D.S.K., ¼ lb.	
D.S.F., ½ lb.	
D.C.F., 1 lb.	
F.D., ¼ lb.	

	Per j
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

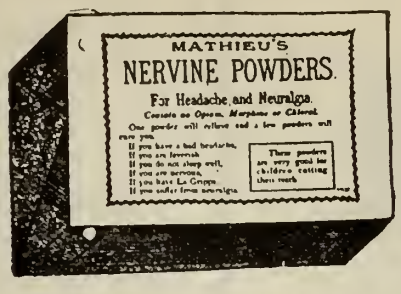
Keen's Oxford, per lb.	0
In cases, 12 12-lb. bxs. to case	0

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1
White Cleaner (liquid)	$2
Card Outfits — Black, Tan, Toney Red, Dark Brown	
Metal Outfits — Black, Tan, Toney Red, Dark Brown	

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1
Bobs, 12s	
Currency, 12s	
Stag Bar, 9s, boxes, 6 lb.	
Pay Roll, thick bars	
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	
Forest and Stream, tins, 9s, 2-lb. cartons	
Forest and Stream, ¼s, ½s, and 1-lb. tins	
Master Workman, 2 lbs.	
Master Workman, 4 lbs.	
Derby, 9s, 4-lb. boxes	
Old Virginia, 12s	
Old Kentucky (bars), 8s, boxes, 5 lbs.	



MATHIEU'S NERVINE POWDERS

—should be recommended to your customers for Headaches, Neuralgia, etc.—then displayed for a continued reminder.

A good seller by reason of the fact they are absolutely free from all injurious drugs and contain no morphine, chloral, cocaine or opium.

Order a Supply To-day

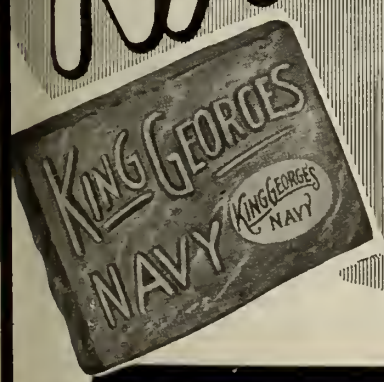
J. L. MATHIEU COMPANY, ***Proprietors***
SHERBROOKE, QUEBEC

Why You Should Feature KING GEORGE'S NAVY

Always Repeats

That's just the secret of King George's Navy Chewing Tobacco. It repeats—because its deliciously "different" texture appeals to every man who loves a good chew.

When you consider the wide margin of profit on every sale of King George's Navy, is there any rea-on why you should not feature it constantly?



Rock City Tobacco Co., Ltd. Quebec and Winnipeg

Your Customers Know

No "talking up" is ever required to sell a customer an Eddy product.

If it's a match order, one of the thirty to forty different brands of Eddy's is certain to satisfy in every particular. Even where the customer doesn't specifically ask for Eddy's you can take it for granted that Eddy's is expected, for with most people, to think of **good** matches, is to think of Eddy's.

The same holds good where Indurated Fibreware is concerned. These handy, light and durable utensils are made under the self-same standards of manufacture that have made Eddy's Matches famous. They never bulge, leak or fall apart and are ideally suited for household or farm use.

Eddy Products are Made-in-Canada—by Canadians—for Canadians.

The E. B. Eddy Co., Limited

HULL, CANADA

THE COWAN CO., LTD.

Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz...	$5 60
Perfection, ¼-lb tins, doz. .	1 55
Perfection, ½-lb. tins, doz..	2 85
Perfection, 10s size, doz. ..	1 10
Perfection, 5-lb. tins, per lb.	0 41

UNSWEETENED CHOCOLATE

Supreme Chocolate, 6-lb. boxes, per lb.	0 40
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 00
Perfection Chocolate, 10c size, 2 doz. in box, per box....	1 80

SWEET CHOCOLATE

Eagle Chocolate, ½s, 6 lbs. in box, per lb.	0 32
Eagle Chocolate, 10c size, 2 doz in box, per box.....	1 80
Diamond Chocolate, 10c size, 2 doz. in box, per box	1 80
Diamond Chocolate, 5c cakes, 20 cakes in box, per box..	0 75

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb...	0 42
Milk Croquettes, 5-lb. boxes.	0 40
No. 1 Milk Wafers, 5-lb boxes, 30 boxes in case, per lb. ...	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 39
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.....	0 39
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 39
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 39
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped. 4-lb. box, 36 boxes in case, per box	$2 15
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 00
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 40

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.....	5 75
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	3 15
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	6 00
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 25
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 00
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	1 90
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	1 90
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	1 90
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 10
20—1c Milk Chocolate Sticks,	

BRODIE & HARVIE, Ltd.

14 Bleury St., Montreal.

XXX Self-Raising Flour, 6-lb. packages, doz.	$5
Do., 3 lbs.	2
Superb Self-Raising Flour, 6 lbs.	5
Do., 3 lbs.	2
Crescent Self-Raising Flour, 6 lbs.	5
Do., 3 lbs.	2
Buckwheat, Self-Raising, 1½ lbs.	1
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1

SMALL'S LIMITED, MONTREAL

FOREST CREAM MAPLE SYRUP

Price Delivered	F.o.b. Factory	Ont. Mar
36—10 ozs., bottles..	$ 8 10	$ 9
24—16 ozs., bottles..	7 75	8
12—32 ozs., bottles...	6 95	7
24—28 ozs., tins	9 90	10
12—80 ozs., tins	14 25	15
6—160 ozs., tins ...	13 85	14
1—5 gall. tins	13 50	14
In barrels, per gal. .	1 50	2

FOREST CREAM PURE SYRUP

36—10 ozs., bottles...	$ 6 65	$ 7
24—16 ozs., bottles..	6 15	6
12—32 ozs., bottles..	5 35	6
24—28 ozs., tins	7 10	7
12—80 ozs., tins	10 30	11
6—160 ozs., tins ...	9 80	10
1—5 gal. tin	9 50	10
In barrel, per gal. ..	1 70	1

STANDARD SUGAR SYRUP

36—10 ozs., bottles..	$ 5 75	$ 6
24—16 ozs., bottles..	5 25	6
12—32 ozs., bottles..	4 45	5
24—28 ozs., tins	5 45	6
12—80 ozs., tins	7 95	8
6—160 ozs., tins....	7 50	8
1—5 gal. tin	7 05	8
In barrel, per gal. ..	1 20	1

FOREST CREAM MAPLE BUTTER

24—13½ ozs., tins ..	$ 4 65	$ 4
24—2½ lbs,. tins	11 75	12
1—30 lbs., pail	4 80	
2—30 lbs., pails ...	9 80	10
In barrel, per lb. ...	0 14	0 1

FOREST CREAM AMBER HONEY

48—No. 1 Tumblers..	$ 6 40	$ 6
24—No. 3 Tumblers..	6 90	7
24—2½ lbs., tins ...	19 75	20

FOREST CREAM PEANUT BUTTER

48—No. 1 Tumblers..	$ 5 30	$ 5
24—No. 3 Tumblers..	4 75	5
24—2 lbs., tins	11 80	12
1—24 lbs., pail	4 55	
2—24 lbs., pails ...	9 75	10
In barrel, per lb....	0 17½	0

FOREST CREAM SALTED PEANUTS

1—15 lbs., pail ...	$ 2 75	$
2—15 lbs., pails ..	6 05	6
In bags of 85 lbs...	13 15	14
In barrel, per lb. ...	0 16¼	0

FOREST CREAM PEANUTS MAPLE SUGAR COATED

72—5c packages	$ 2 40	$ 2
48—No. 1 Tumblers..	4 95	5
24—No. 3 Tumblers..	4 45	4
24—1 lb., tins	8 45	8
1—12 lbs., pail	3 85	
2—12 lbs., pails ...	8 20	8

FOREST CREAM SALTED PEANUTS (BLANCHED)

72—5c packages ...	$ 2 40	$ 2
48—No. 1 Tumblers..	4 40	4
24—No. 3 Tumblers..	3 60	4
24—1¼ lbs., tins ...	8 50	9
1—15 lbs., pail	3 10	
2—15 lbs., pails....	6 50	7

GOLDEN ORANGE NAVELS

A brand kept by those who have a reputation for handling only THE BEST

A brand known wherever GOOD fruit is sold.

Hugh Walker & Son, Ltd.

"The House of Quality."

GUELPH ONTARIO

THE SOUTH

is now delivering us some of the finest and freshest

Fruits and Vegetables

that we have had in years, consisting of

STRAWBERRIES	PINEAPPLES
TOMATOES	CABBAGE
CARROTS	BEETS
HEAD LETTUCE	ASPARAGUS
ORANGES	LEMONS
BANANAS	NEW POTATOES

GREEN PEPPERS, Etc.

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Paprus Pie Plates

Price Right

WALTER WOODS & CO.

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FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

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THE FINANCIAL POST
143-153 University Ave., Toronto, Ont.

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143-153 University Ave., Toronto.

On the understanding that THE FINANCIAL POST contains just the facts I need for safe investment of profit, you may send me a recent issue.

Name .....

Address .....

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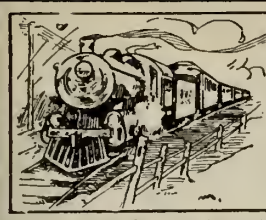
If you are, look on page 56.



BUYERS' MARKET GUIDE
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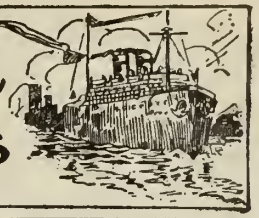

STONEWARE JARS

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The Toronto Pottery Co Limited
608 and 609 Temple Bldg.
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We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

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WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
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CURRANT STOCKS DWINDLE

Advices from A. Droulais Co., Patras, Greece, state that: "The spring demand for currants in England has now begun and is very brisk. Stocks are getting very short in Greece. The quantity of Gulf fruit available for America will probably not exceed 100 tons. Patras fruit is nearly exhausted, and Amalias and Provincials together do not amount to more than 20,000 tons.

DRIED PEACH PRICES LOWER

To meet eastern local competition, the California Peach and Fig Growers have established a new dried peach price list in conformity with these existing market conditions. The new list is approximately 33 1-3% less than the opening prices on the 1920 crop. Peaches are now on a bed rock basis, and according to Sales Manager A. J. Sturtevant, Jr., no further declines are anticipated.

Stocks of dried peaches are not large either on the coast or in eastern cities, but the market has been dull and dragging owing to price resistance on the part of the consumer. The reduction in price is expected to stimulate consumption and result in a cleanup of the 1920 crop before the new crop is ready for the market.

BREAK? NO FEAR! IT'S AN R.M. FLEXIBLE
Before Burning
After Shaping on burner
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE · SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
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PACIFIC COAST MANTLE FACTORY

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

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THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk Pickles, Mincemeat, etc.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

FIXTURES FOR SALE

STORE FIXTURES FOR SALE AT BARGAIN prices. Two safes, one National Cash Register, two McCaskey Registers, one wall case, two 6-ft. silent salesmen, also one Snooker table. Apply Leonard Bros., Mond, Ont.

TWO

Taylor Safes

FOR SALE

One J. & J. Taylor Safe, inside dimensions 15″ deep by 2′ 6″ wide by 3′ 11½″ high, and fitted with a built-in compartment. Price, $200.

One J. & J. Taylor Safe, inside dimensions 18″ deep by 2′ 9″ wide by 4′ 5″ high, and fitted with a steel compartment. Price, $250.

Both these safes are in first-class condition, and the prices quoted above are considerably less than half what similar safes are selling for to-day.

We are offering these for sale as we have installed larger vault accommodation.

Any firms requiring a safe would do well to communicate at once with Box 22, The MacLean Publishing Company, 143 University Ave., Toronto.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

ARTICLES WANTED

WANTED—SECOND-HAND CASH REGISTER, Grocer's Computing Scale, Cheese Cutter, Meat Slicer and Electric Coffee Mill. Must be in good condition. Apply Box 22, Canadian Grocer, 153 University Ave., Toronto, Ont.

R/ *An Ounce of Prevention Cleanliness and Carefulness* ad lib.

to be taken regularly in large doses

This is the most potent prescription for fire-itis. An epidemic that is destroying thousands of lives and millions of dollars' worth of property throughout the country.

Care and cleanliness are the antidote for fire as well as the antidote for disease.

Eighty per cent. of the fire disease is preventable.

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Help this splendid army of young Canadians to PREVENT FIRES BY REMOVING THE CAUSE.

The booklets "Conservation of Life and Property from Fire," and "Lightning, its Origin and Control," may be had for the asking.

Ontario Fire Prevention League, Inc.
In Affiliation with
Ontario Fire Marshal's Office
153 UNIVERSITY AVENUE, TORONTO
George F. Lewis, Secretary

FOR SALE

FOR SALE—A FEW CARS POTATOES. WRITE for prices. W. T. Riddell, Auburn, Ont.

FOR SALE—GROCERY AND BAKERY BUSINESS. Dwelling red brick. All conveniences; barn, etc. Apply Box 10, Canadian Grocer, 153 University Ave., Toronto, Ont.

CHOICE YELLOW DUTCH SETTS FOR SALE. 5c lb. F.o.b. Hensall. Bags extra at 20c. Melick & Braun, Zurich, Ont.

FOR SALE—SHERER-GILLETT GROCERY DISplay Counter, 12 ft., used eight months. Bargain. $150. Apply Box 10, Bloomfield Station. N.B.

FOR SALE—FIVE-DRAWER NATIONAL CASH Register. Latest model, slightly used. Bargain. John Wilson, Marlbank, Ontario.

FOR SALE — HIGH GRADE STORE AND stand close to Crystal Beach. Stock, dry goods, $9,000; groceries, $2,750; hardware, $1,750; fixtures, $1,000. Will lease building, which is in splendid condition, for five years. Seven living rooms, all conveniences, hardwood, bath, etc. Derive splendid summer tourist trade from May till October. Box 20, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—ONE NATIONAL CASH REGISter. Oak finish. E. Lillico, 650 Roger St., Peterboro, Ont.

POSITIONS WANTED

PERMANENT POSITION WANTED AS CLERK by man with first-class experience in retail store business. Ontario preferred. Full information and reference at Box 18, Canadian Grocer, 153 University Ave., Toronto, Ont.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que

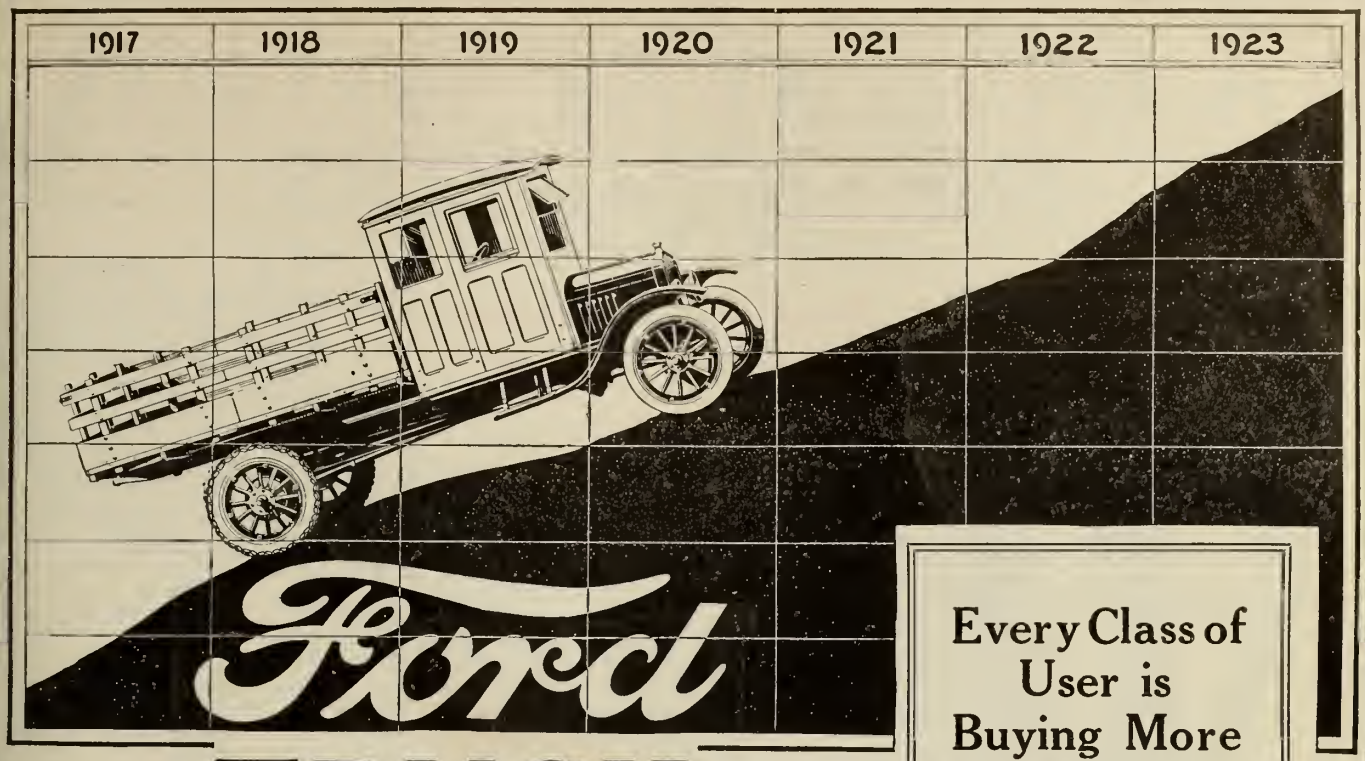
EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

RID-OF-RATS

The Killing of one single Rat or Mouse now, may mean the destruction of a whole Brood. Spring and Summer are the Seasons when they Breed and Propagate. Rid-of-Rats is Non-Poisonous and can be used anywhere without Risk. Send for full information on Rid-of-Rats and our Other Products. It is Interesting Reading Matter.

Representatives Wanted Everywhere.

THE BERG & BEARD MFG. CO., Inc., 100 Emerson Place, Brooklyn, N.Y.



TRUCK

THE Ford Truck was first put on the market in 1917. It was designed and built to fill the demand for a light, economical means of transportation at low price.

Our statistics show that every class of user is buying more Ford Trucks every year, the increased volume being a direct result of the satisfaction that owners have had with Ford Trucks. Its increased sales prove its popularity.

A new high speed gear, now obtainable, increases its value for rapid delivery purposes.

Price Chassis only $750 F.O.B. Ford, Ontario

Electric Starter and Lighting $100 extra

Every Class of User is Buying More Ford Trucks

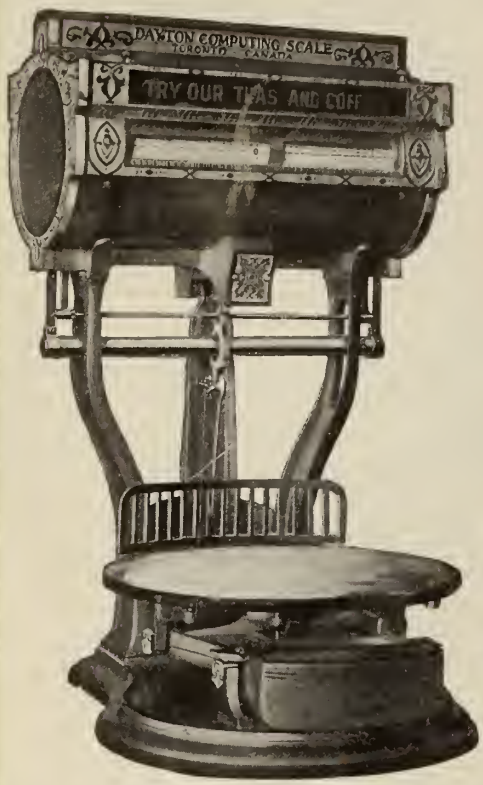
—

Sales in twelve months show the following increases:—

Cartage	73%
Manufacturers	82%
Farmers	99%
Building Contractors	151%
Retail Furniture Dealers	236%
Wholesale Grocers and Provisions	161%
Retail Grocers and General Stores	203%

Ford Motor Company of Canada, Limited, Ford, Ontario

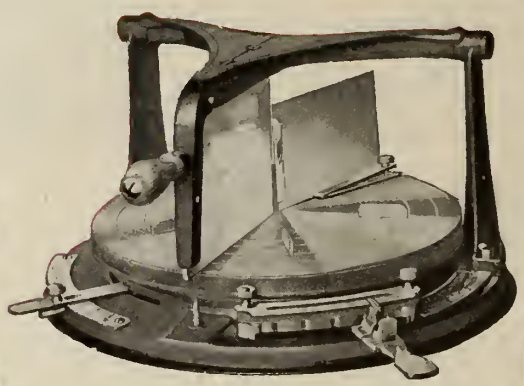
A BATTERY OF DAYTON SERVICE-GIVERS



International
Dayton Grocery Scale

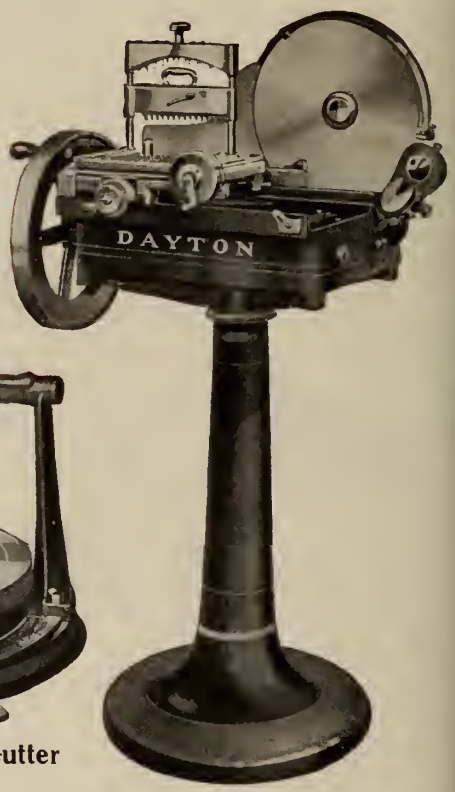
Train it on the old-time foes of store efficiency:

TIME LOSSES
MONEY LOSSES
GOOD-WILL LOSSES



International Dayton Cheese Cutter

MADE IN CANADA



International
Dayton Safety Meat Slicer

The Business Housewife's First Choice is

THE DAYTON SERVICE STORE

One of the important duties of the housewife to-day is the judicious expenditure of her money in providing for the food requirements of her household. A large portion of the money she spends goes to the provision merchant. To a great extent she depends upon his equipment for full value. If that equipment is Dayton-made her confidence is gained at once. She knows and trusts the Dayton Scale; the Dayton Meat Slicer; the Dayton Cheese Cutter. In a store with these mechanical aids, service is marked by cleanliness, speed and accuracy.

Your Customer Knows and You Know that:
"If It's A Dayton, It's Right."

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory: 300-350 CAMPBELL AVE., TORONTO

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters

35th ANNUAL SPRING AND SUMMER NUMBER

CANADIAN GROCER

Member of The Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV. PUBLICATION OFFICE: TORONTO, MAY 6, 1921 No. 18

The Quality of the products packed under the DEL MONTE Brand enables the grocer to build up a large and profitable business on more than 100 varieties of Canned Fruits, Dried Fruits, Raisins and Food Specialties.

And the fact that DEL MONTE is the best known and most asked for brand of canned fruits and vegetables on the continent is an assurance against dead stock and a surety for better business through quicker turnover.

Order through your jobber

CALIFORNIA PACKING CORPORATION
San Francisco, California, U.S.A.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

TRUE VALUE

Lies not so much in the price paid, as in the superior quality of the article purchased.

In Bottles
30c and 60c

In Tins
$1.50 to $3.50

IT is because of a widespread public belief in that truth—as applied to Furniture Polish and Mops—that Merchants find it easy to get the full sales prices for O-Cedar products. Because of our co-operation in this price maintenance, the storekeeper is confident of obtaining—on every O-Cedar Polish Mop and every can of O-Cedar Polish sold—the full profit which is his reasonable reward for the part he plays in marketing these high-grade goods.

CHANNELL LIMITED, TORONTO

O-Cedar Polish

CLEANS AS IT POLISHES

—the fastest selling milk products from coast to coast

The exacting maintenance of the **Borden** quality leadership—established over half a century ago—plus continuous, dominant advertising, has made BORDEN'S MILK PRODUCTS the most "asked for" brand on the market to-day.

Just let your customers know that you sell BORDEN'S by keeping them well displayed in your windows and on your counters, especially during the summer months. Summertime is the big Borden selling time and good displays never fail to bring big results.

Write us for free displays.

BORDEN'S LINES

"EAGLE BRAND" CONDENSED MILK
"ST CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES
"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

ST, CHARLES
BRAND MILK
"with the cream left in"

The Borden Co. Limited
Montreal and Vancouver

A Quality Line That Will Sell

Carry a complete range of McCORMICK BISCUITS. Then you can satisfy your most fastidious customers.

This means increased business for you.

McCormick Mfg. Co., Limited - London, Canada

Branches at Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary, Port Arthur, St. John, N.B., Vancouver.

"KKOVAH"

HEALTH SALT

Why be troubled with substitutes when you can get supplies of KKOVAH?

The following statements of fact concerning KKOVAH Health Salt may interest you:

1. It is admittedly a real seller.
2. It is known from Coast to Coast.
3. It has been before the public for over THIRTY years.
4. It is manufactured with the most scrupulous care and exactitude.
5. It has won many Gold Medals and Certificates of Merit, in various parts of the British Empire.
6. It is distributed throughout the Dominion of Canada by

Langley, Harris & Company, Limited

Montreal TORONTO Winnipeg

Successors to Maclure & Langley, Limited

Maggi's Swiss Soup

You make a Hit

when using

MAGGI'S Cross-Star SOUPS
27 Varieties

We are glad to again offer the trade *Maggi's Popular Tablet Soups.* We have been very fortunate in securing a quantity of these rapid sellers, shipments of which are now arriving and we would advise the trade to place orders at once to secure prompt delivery.

Maggi's Swiss Soups are strictly high grade and their delicious flavor, economy and convenience will appeal to your customers in a way that will turn every first order into a steady repeater.

5 Tablets to a String
$3.60 per doz. Strings

PEAS
PEAS AND BACON
MUSHROOM
SPRING VEGETABLES
RICE AND CARROTS
PEAS AND RICE
JULIENNE

Langley, Harris and Company
LIMITED

Successors to Maclure and Langley, Limited

Winnipeg TORONTO Montreal

Absolute Satisfaction and Repeat Orders Are Assured When You Sell

ST. WILLIAMS JAMS

MADE BY

St. Williams Fruit Preservers, Limited, Simcoe, Ont.

SELLING AGENTS:

Langley, Harris and Company

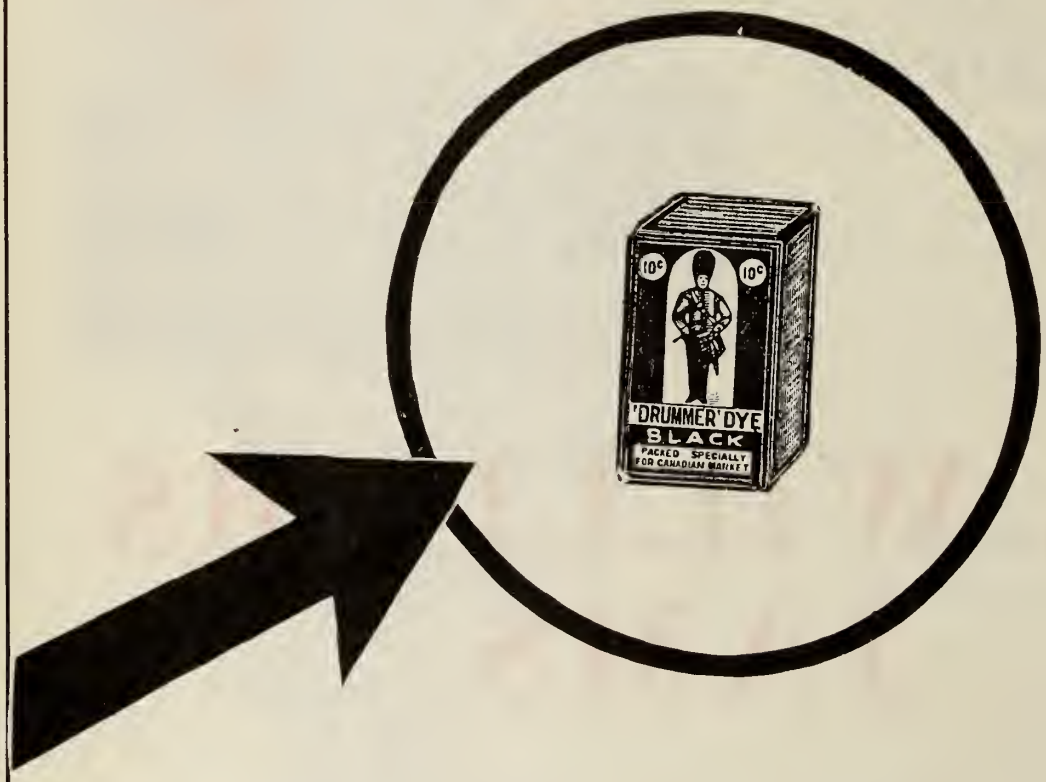
LIMITED

WINNIPEG TORONTO MONTREAL

The Popular and Profitable Sellers

DRUMMER DYES

Drummer Dyes are rapid selling, thoroughly reliable dyes. They come in all shades and colors, and the perfect results they produce make them active, profitable repeaters. Send for a trial order and display them on your counter. You'll be surprised how quickly they move.



Drummer Dyes	**$10.80 gro.**
Dolly Cream	**10.80 "**
Dolly Tints	**10.80 "**
Movol	**2.25 doz.**

Langley, Harris & Company, Limited

Successors to Maclure and Langley, Limited

Winnipeg **TORONTO** **Montreal**

Go After the Quality Business

Now is the time to keep high-class specialties to the front. You can win many an extra sale on the good-will of customers by suggesting to them any of the lines referred to below. And extra sales are worth while now.

Quality Mushrooms

Many grocers have found that our IMPORTED FRENCH MUSHROOMS, put up for us in the PATRICO Brand Label, are a splendid seller. They are put up in five grades. Try them out at once.

Quality Corn and Peas for Fall

Golden Bantam Corn No. 2. Patrico Brand Imported Peas.

Cover your requirements at once to ensure supply of these favorite lines.

H.P. Sauce

A line that is steadily forging ahead in popularity in all parts of Canada.

Do you realize how many of your customers would order H.P. Sauce if you suggested it?

Try it by window or counter display —and by a good word to every customer.

Quality Sardines Crossed Fish Brisling

The finest brand of sardines on any market. Here is a line that will make many an extra sale for you during the spring and summer.

Cherries in Maraschino in Glass

Our first shipment of this line went like hot cakes.

We are making special prices for delivery on arrival of our next car about May 1st.

Make a display of this line so that it will get the attention of your customers. Show it to the most fastidious. It will win many an extra sale.

W. G. PATRICK & COMPANY, LIMITED

51-53 Wellington Street West, Toronto

Southam Building, Bleury Street, MONTREAL **137 Bannatyne Ave. East, WINNIPEG**

80 Bedford Row, HALIFAX

Taylor's

INFANTS-DELIGHT

"ECONOMY" OFFER NO. 31

12 doz. Infants' Delight Soap (you sell at 2 for 25c).....$18.00
2 doz. Infants' Delight Soap (you sell for) 3.00

You receive.....$21.00
The offer costs you.....$12.80

24 Full-Size Cakes Absolutely FREE

Considering the 24 cakes free, cost can be figured at 7½c a cake. You get 12½c per cake. Your profit is 5c a cake, or 66 2-3%.

ORDER NOW

This offer enables you to link up with the quickest selling and best advertised Toilet Soap made in Canada. Display advertising in each case. How many cases? This offer is for a limited period, and is subject to withdrawal without notice.

JOHN TAYLOR & CO., LIMITED
12 Wellington St. East - Toronto, Canada

FILL IN AND MAIL THIS ORDER FORM TO-DAY

Use This Order Form—or Order from Your Wholesale Traveller

Ship to.....
NAME

Address.....
ADDRESS

No. of Cases.....

Taylor's Infants-Delight "Economy" Offer for $12.80 net.

My Wholesaler is.....

of.....

No. 31

It is the robust, fighting member of the salmon family. Firm of flesh, delicate in texture, snatched from icy northern waters in the pink of condition.

"KILTIE" PINK SALMON

Caught around the Queen Charlotte Islands and packed at once at our canneries on the fishing grounds.

Wallace Fisheries Ltd.

Head Office: - VANCOUVER - B. C.

MANY Ontario Grocers tell us that their bulk tea trade has grown steadily larger since they started selling our blended teas. Over a quarter of a century's experience in tea blending, together with our careful and exacting attention to tea cup tests, ensures to you absolute uniform quality at all times.

ONE OF OUR BEST BLENDS:

FLOWERDALE

IS OUR LARGEST SELLER

Write for Sample

R. B. HAYHOE & CO.

Importers

7 Front St. E. Toronto, Canada

"Purity" Italian Olive Oil

Imported direct from Italy in the original containers

Genuine Olive Oil is produced from the "first" pressing of the Olives. In the production of "PURITY" Brand Olive Oil, nothing but healthy, well-ripened, hand-picked Olives are used, and the result of this FIRST PRESSURE constitutes THE CREAM OF OLIVE OIL, which is positively the only grade packed under "PURITY" Brand.

You can best protect yourself and customers against inferior second and third pressed Oils by insisting on getting "PURITY" Brand.

Get our prices to-day either from your wholesaler or direct.

P. Pastene & Co., Limited

340 St. Antoine Street, Montreal

"Canada's Most Famous Dessert"

JELL-O

Where demand pulls so strongly no pushing is required.

The Genesee Pure Food Company of Canada, Ltd.

Two Factories

LeRoy, N.Y. *Bridgeburg, Ont.*

—SUNSET SALES MAKE Clean, Profitable Business—

and add to the permanent Good Will of your store; because Sunset makes an enthusiastic, boosting friend of every woman who tries it. This personal advertising can only be bought with Quality; and Quality —far above any competition—is the real reason for the tremendous success Sunset has attained.

While other dye manufacturers are spending money trying to discredit one another, build **your** dye business on Sunset, the real dye, and make more profit—gain more satisfied customers—than on all the others put together.

Keep a full line of colors always in stock. If you have any trouble in getting Sunset, write us at once.

New Window Cut Out FREE

Size 28"x40"

Many beautiful colors. If you have not already received one, write. Sent free.

22 FAST COLORS

Counter Display Case

Your jobber can supply Sunset packed 1 gross assorted in this attractive display case. Ask him.

Sunset Soap Dyes

The Real Dye

HAROLD F. RITCHIE & CO., Ltd.
Sales Representatives for Canada and U. S.
Toronto, Can. *171 Madison Ave., N.Y.*

NORTH AMERICAN DYE CORPORATION, Ltd.
Manufacturers
Toronto, Canada Mount Vernon, N.Y.

We are Exclusive Agents and Distributors
of the Following Lines

Peek Frean's English Biscuits
15 Varieties in Stock.

Holland Rusks
A Dainty Breakfast Cereal and Baby Food.
Fresh stocks on hand.

Package Confectionery of Boston, U.S.A.
Nawaco Wafers
Tiny Hearts
and other lines.

Faber Gum Vending Machines
and Round Ball Gum.
Ass't'd Colors and Flavors
Repair parts and supplies for all Faber Machines.

Salted Peanuts Lotus Brand
Also Cooked and Raw Spanish Nuts
Fresh stocks ready for immediate shipment.

Popping Corn
Cooker Brand in packages.
Also in 150-lb. sacks.
Always fresh and good popping quality.

Marshmallows
Blue Bird Brand.
Delicious and Fresh and the finest line in Canada.
Toasted, Plain and Cocoanut.

Golden Gate Orangeade and Lemonade
in Concentrated Form.
8 oz. Bottles.
16 oz. Bottles.
1 Gallon Jars.

Nu-Jell
(The Perfect Jelly Powder)
All Flavors.
A product of sterling merit.

Blue Bird Brand Confectionery
Hard Boiled Goods.
Acid Drops and 5c Bars and other specialties.

Flavoring Extracts
Artificial and Pure.
All Varieties of Flavors, also Flavoring Oils and Concretes.

Custard Powder
Harry Horne's Double Cream.
6-oz. Packets.
6-oz. Tins.
1-lb. Tins.

Pascall's English Confectionery
Five Varieties in Stock.
Selling at Special Reduced Prices.

Baking Powder
Double Cream Brand
Tins with Customers' and Special Label 1-lb.
Name and Brand.

Fly Swatters
We are headquarters for this line in 5, 10 and 15c varieties.
Zip Hand Cleaner
CHINESE LAUNDRY STARCH,

MELLO CREMO
CARAMEL PASTE
NOUGAT CREAM
BUTTER SCOTCH AND
CHOCOLATE TOPPINGS
FOR ICE CREAM
FOUNTAINS.

Tartarine
Takes the place of Cream of Tartar at One-Third the Price.
All sizes, from ¼-lb. Packets to Barrels.

Horne's Rapid Puddings, Tapioca, Chocolate, Arrowroot, Princess Varieties
Icing Sugars in Packets.
All Flavors.

These are only a few of the many lines we control and distribute

THE HARRY HORNE CO. LIMITED
Cable Address: "HARHORNE" TORONTO

Manufacturers' Agents, Importers and Distributors and Makers of Food Products and Confectionery

TORONTO, CANADA

Brooms
Wrapping Paper
Twines

WALTER WOODS & CO.

HAMILTON AND WINNIPEG

Sell Them Som-Mor Biscuit To-day— They'll Want Som-Mor To-morrow

The Biscuit in the Striped Package—

A wide variety:

Som-Mor
Graham Wafers
Fairy Soda
Ginger Snaps
Social Tea
Royal Arrowroot

This line makes a beautiful display.

91

Your customers will be so delighted with their fresh, crisp deliciousness, that they will always come back for Som-Mor.

And they will continue to come back, for the purity and wholesome nourishment of Som-Mor Biscuit make it a favorite staple of diet wherever it has been used.

Som-Mor sales mean some more easy profits—just get them started.

North-West Biscuit Company, Limited
EDMONTON, ALTA.

Winnipeg, Moose Jaw, Regina, Saskatoon, Calgary, Nelson, Vancouver, Victoria

Oriole Rice

MOUNT ROYAL MILLS
Oriole
RICE
EAT RICE EVERY DAY - YOU WILL ENJOY IT
Eat it as you do potatoes with gravy or butter on it. Eat it as a vegetable with meat, fish or poultry
D. W. ROSS CO. AGENTS
MONTREAL

Many good customers have been lost to retailers by failing to have a supply of an advertised article when a demand for it has been created through advertising.

We are now creating a consumer demand for "Oriole" Rice through consumer advertising.

Be prepared to supply this demand by having a good supply of "Oriole" Rice on hand.

Sold in 5-lb. bags.

Mount Royal Milling & Mfg. Co.
LIMITED

D. W. ROSS CO., Agents **Montreal, P.Q.**

CURRANTS

WHOLESALE GROCERS!
Retain your customers by supplying them with the best of goods

Philippou Currants

are guaranteed sound, free from rain-damage, clean and sweet. They give you the greatest profit and they ensure the greatest degree of satisfaction to your customers.

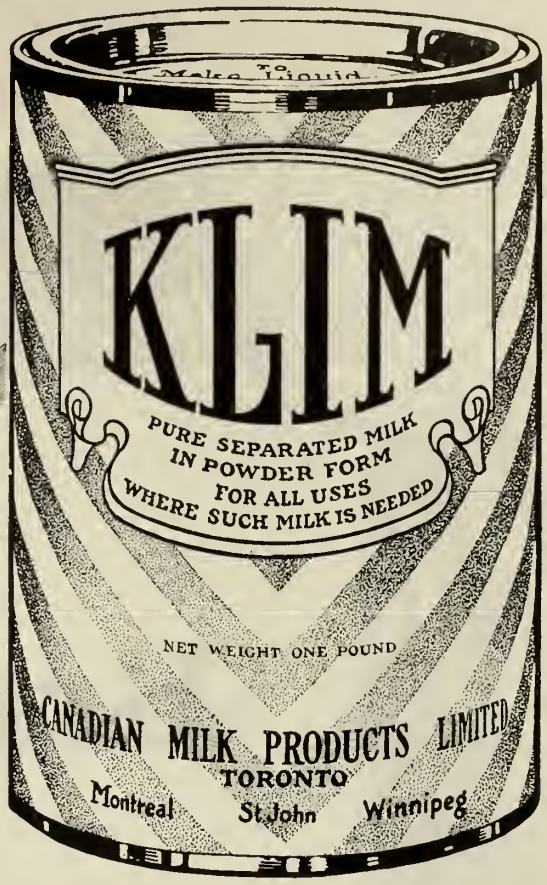
Demand for our currants, greatly increased in the last few years, guarantees sales for our deliveries. In a word, we possess the secret of selling first-class goods at prices out of competition. A trial will carry conviction.

Ask for our different brands and see that our name is on the packages.

For particulars see our agents in your market.

D. D. PHILLIPOU
PATRAS, GREECE
Exporter of all Greek Products

The wise Grocer is placing his order NOW for a generous stock of KLIM—the quick selling Summer Necessity—if you have not ordered DO IT NOW.



Whittemore's Shoe Polishes

Are Superior

on three important points:

1. Preserves the Leather
2. Gives a More Lasting Shine
3. Keeps Shoes Looking New

Send for Complete Catalog

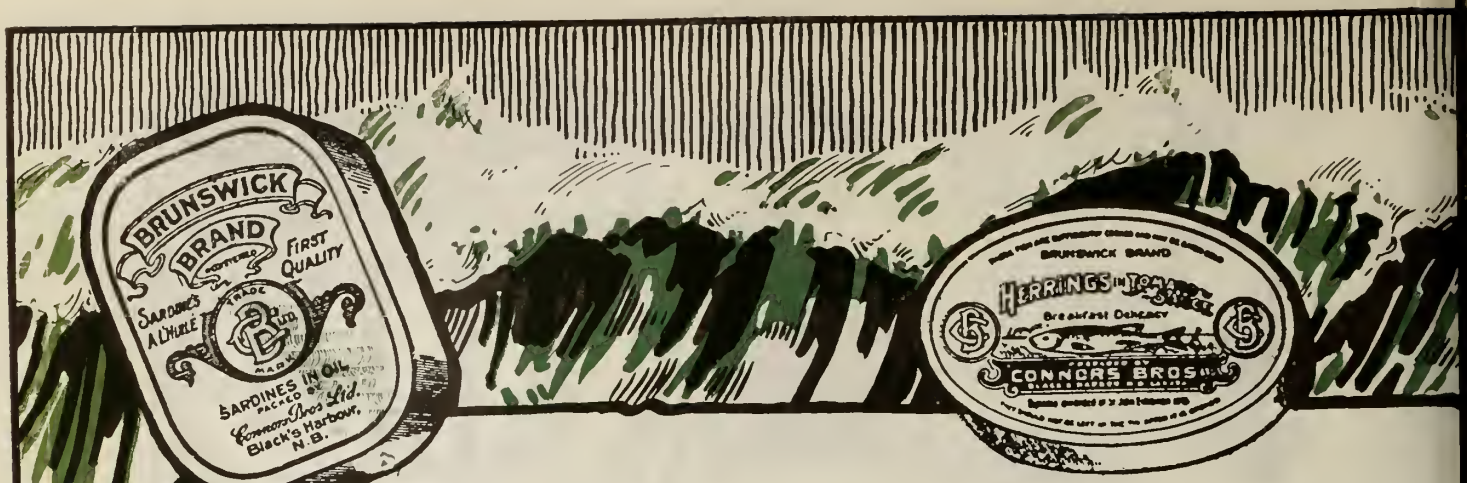
Canadian cheques on Montreal accepted at par

Put up in any desired color.

Two Sizes.

Two Sizes.

Whittemore Bros. Corp., Boston, Mass., U.S.A.



On the crest

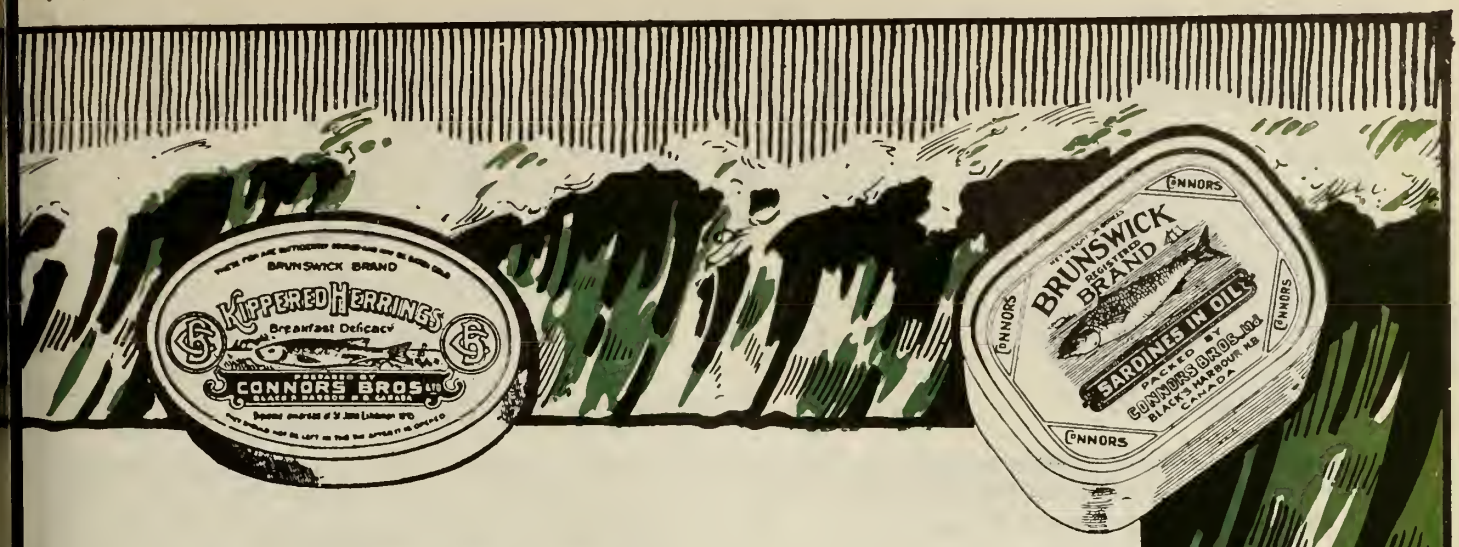
Brunswick B

For Your

Feature the rapid selling BRUNSWICK lines regularly in your displays and you'll find these delectable sea food dainties will net you profits that are astonishingly good. Wherever they have been introduced they have won unlimited praise from Canadian women of their high quality, excellent flavor and most reasonable price. They have been proven by GOVERNMENT analysis to be far superior in food value to any imported brands and the rigid high standard *BRUNSWICK* sanitary regulations insure them to be always pure and

TRADE CB LTD MARK

Connors Bros., Ltd.
Black's Harbor, N.B.



# of Popularity

rand *Sea Foods*

Summer Trade

fresh from the clear, cool ocean depths. The great popularity of *Brunswick Brand Sea Foods* is not just a matter of luck—it is the culmination of years of experimenting in processing and in the selection of only the choicest catches from one of the world's finest fishing grounds. If you have never handled these remarkable products just try a sample order to-day from your wholesaler, display them prominently and watch how they repeat. You'll be surprised how rapidly they sell and the profits are exceptionally good.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Winnipeg Representative:

Chas. Duncan & Son, Winnipeg, Man.

GOLD SEAL FLOUR

UNEQUALLED FOR PASTRY

QUALITY—THEN PRICE

Canadian Cereal and Flour Mills, Limited

Your Dollar is worth One Hundred Cents with Us

WEST INDIA PRODUCTS

Direct

COFFEE, COCOA, GINGER, RAW SUGAR, MOLASSES, SPICES, ETC.

Specialty: BLUE MOUNTAIN VALLEY COFFEE

Special Quotations in Quantities

MORSE, HUNTER & SMITH

252 Fairmount Ave. W. MONTREAL

HAVE YOU ORDERED YOUR SUPPLY OF THIS

"Genuine Turkish" Delight

DROMEDARY BRAND

Packed in 1, 5 and 10 lb. boxes. Write us for prices and discount.

Sole Canadian Distributors

SHEPHERD-MOTT COMPANY

73 Ottawa Street, MONTREAL

Maple

OTTAWA - 1900 - PARIS

"Highest awards in all countries for past 90 years including 1919"

"In our opinion you certainly have a first-class line."
Woods & Stevens, New York.

"The name SMALL is standard for **Maple quality**, and price past 90 years. Advertised in street cars and leading farm and home papers. Stocked by jobbers world over."

Triangle Sanitary Waxed Papers

are not made from odds and ends, but from standard quality raw stocks. Sizes 8 x 11 and 7½ x 10, 400. Get samples and prices from your jobber or direct.

CANADIAN NASHUA PAPER CO., LIMITED

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries and Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits."

Saving double freight and double cartage.

Phones—Office 297-8, Residence 310, Shipping Room 256. Night calls 897.

JAMES LLOYD & SONS, **Stratford, Ont.**

Every General Merchant Should Sell

Viko Aluminum Cooking Utensils

There is always a demand for good aluminum utensils and VIKO lines are unsurpassed in finish, quality and durability.

They're stamped from hard, thick sheets of 90% pure aluminum and they're guaranteed to satisfy or money refunded. Write for catalogue and price list. The profit margin is excellent.

Aluminum Specialty Company of Canada
60 JOHN STREET, TORONTO, CANADA
Quebec Agents: Bissonette & Bissonette, 54 Notre Dame, Montreal

Stickney & Poor's
EXTRA FINE
MUSTARD

gives you a quick turnover because it has the quality, color and flavor that brings repeat sales. Ground in our own mills from finest seed obtainable. Always pure, fresh and full strength. Give it a prominent place on your shelves.

Your co-operating servant,
MUSTARDPOT.

Stickney & Poor's Means The Best

Ask Your Jobber For S. & P.

STICKNEY & POOR SPICE COMPANY
1815 Century old Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

Peerless Crushed Oyster Shells
For Poultry

An essential food for laying hens and growing fowls. Write for advertising matter of high educational value.

Sold by the best jobbers in Canada

Peerless Oyster Company
Baltimore, Md.

The
CROWN
Trade-Mark

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

The Sarnia Paper Box Co.
Sarnia, Ont.

Manufacturers of
Ice Cream, Butter and Egg Cartons
Also
Handy Paraffin Containers
Suitable for Salted Fish, Mincemeat, Oysters, Pickles, Etc.

Three reasons for buying "Sarnia" Boxes:

I. Quality
II. Service
III. Prompt Delivery

YOU CAN'T DO BETTER ANYWHERE

YOU CAN MAKE A LARGER PROFIT
YOU CAN INCREASE YOUR PRESTIGE

And be considered up to date if you sell

SAPHO FLY AND INSECT POWDER

For Flies, Mosquitoes, Bed Bugs, Lice, Cockroaches, Moths, Millers in Meal, etc.

A new and wonderful product. Kills insects, but harmless to humans.

Packed in all sizes.

Sapho Puffer

$1.25 per doz., 3 doz. per case. An all cardboard combination gun and package containing the Sapho Powder. The best seller and profitable.

Packages

No. 2½—⅛ lb. net—$3.00 per doz., 3 doz. per case.
No. 3 —¼ lb. net—$5.00 per doz., 1 doz. per case.
No. 4 —10 oz. net—$12.00 per doz., 1 doz. per case.

FOR SALE BY ALL WHOLESALERS

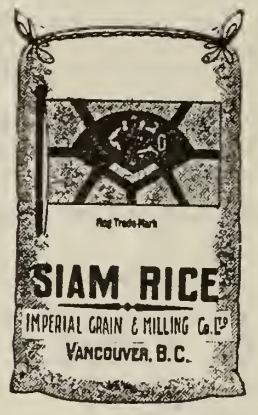
Agents for Maritimes: Gamblin, McLeod Sales Co., St. John, N.B. Agents for Ontario Grocery Trade: Continental Sales Co., 24 Adelaide St. East, Toronto. Agents for Prairies: Gibson, Paterson, Brown, Ltd., Winnipeg, Man. Agents for B.C.: Putnam, Cosens & Wright, Ltd., Vancouver, B.C.

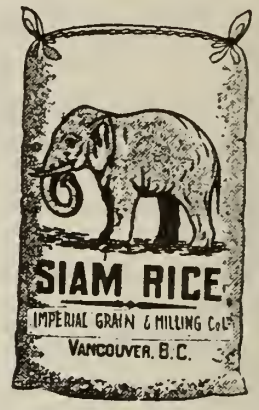
Made Solely By

THE KENNEDY MANUFACTURING CO.
588 Henry Julien Ave., Montreal, Can.

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

Y & S
STICK LICORICE
in 10c Cartons

Everything in Licorice for Industries using

LICORICE

in any form.

Made in Canada by

National Licorice Company
MONTREAL

Catalogue and Price List on Application.

Let Us Quote You on Our

HIGH GRADE BROOMS

Long life and great strength are built into every one of our brooms

STANLEY	BEAVER	CANUCK
5 string, fancy corn, all selected stock, polished handle.	5 string, good quality house broom, popular weight. Stands up to every test.	4 string, from cheaper stock, well made, and worth the price.

We also make a number of other lines, including Toy Brooms and Whisks.

Special attention to mail orders

Waterloo Broom & Brush Company, Limited
Telephone 286 Waterloo, Ontario

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey and Mason, 839 Beatty Street Vancouver

DO IT NOW!

JUST DROP US A POSTAL
For Our SPECIAL One Gross Offer

We pay your freight.

We give you profit.

We get you satisfied customers.

We give the consumer a delicious dish of dessert for only **1** c.

Every package a full pint.

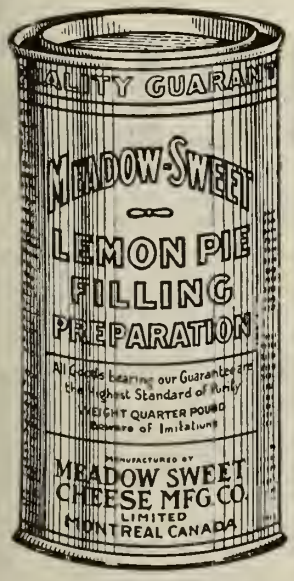
Every package will make **8** servings.

Every package says: Do it now—to-day.

3 for 25c.

Dainty, Delicious, Perfection——BEE BRAND JELLIES

The Bee Brand Starch Co., 291 St. Paul St. West, Montreal



Agents required in the Western Provinces

Meadow Sweet Products are Canadian Made

—and Guaranteed Absolutely Pure

Good Profits for You in Handling These Lines:

Meadow Sweet Cream Cheese
Meadow Sweet Pie Fillers
Meadow Sweet Peanut Butter
Meadow Sweet Cream Sugar
Meadow Sweet Chocolate Butter
Meadow Sweet Cocoanut Butter
Meadow Sweet Strawberry Butter

Meadow Sweet Cheese Mfg. Co., Montreal

Buy Canadian Made Goods

National Fly Catcher Products

Are Made by a Canadiam Firm—Employing Canadian Workmen

Now is the Time to Stock Up for the Summer Trade

Our Products are sold from Coast to Coast. We guarantee our goods Superior to Imported Lines.

Prices will not be lower for 6 months. So you are safe in buying.

Send your orders direct.

Agents

The National Fly Catcher Co.

Delorimier Ave., Montreal

BEECHAM'S PILLS

These "Helps"
SELL FOR YOU

SENT FREE

Beecham's Helps to Scholars
Valuable to those going to school — used by grown-ups, too.

Beecham's Almanac
Every home wants one — used the year 'round.

Decalcomania Sign Window Displays, Show Cards

A Box For Every Family

Has every family in your trade-territory a box of Beecham's Pills? This efficient home remedy for Sick Headache, Biliousness, Indigestion, Constipation, Liver and Kidney Troubles, has become *standard through pure merit faithfully maintained* for more than 60 years. A box of Beecham's Pills *should* be in every home—once sold, Beecham customers are loyal and profits from repeat sales grow continually.

2 Sizes — 25c — 50c

Don't miss the opportunity to *identify your store* with our educational, *persistent advertising in large space*—to reap the full benefit of *good Beecham profit* from *big Beecham sales.* Push Beecham's Pills by displaying prominently the Beecham Store Signs and Window Trims, distributing thoroughly the other Beecham Sales-Helps, and *always keep plenty of Beecham's Pills* in stock to meet the demand.

Harold F. Ritchie & Co., Ltd.
Sole Agents
Toronto, Ontario, Canada

THEY SELL THEMSELVES

PURITY

Be Your Own Judge

"When I want to please the family I take home a bottle of Old Colony Maple Syrup."

So said a dealer to one of our representatives when giving a big repeat order.

"I like to know what I'm selling to customers," he continued. "That's why I first tried a bottle. Perhaps it does cost a trifle more, but I say the quality is worth it, and my customers agree."

Old Colony Maple Syrup

"Old Colony" Maple Syrup is absolutely pure, made from the finest sap, and passing through numerous operations for straining and clarifying. The result is the finest, clearest syrup on the market.

Old Tyme Maple Butter

Housekeepers have learned that this Maple Butter which is guaranteed pure Maple, makes the simplest food delicious. Used for icing cakes or for spreading on toast, tea biscuits or sandwiches.

Orders assured prompt shipment.
Write for prices.
All orders billed through Jobbers.

Canadian Maple Products

LIMITED

250 Van Horne Street **Toronto**

Representatives:

Man., Sask. and Alberta
W. H. Escott Co., Ltd.,
Winnipeg, Man.

Quebec
A. Dumoulin & Co.,
157 Commissioners St. E.,
Montreal, Que.

British Columbia
Johnston-Lieber Mercantile Co., Vancouver, B.C.

Maritime Provinces
Supplies Limited
Kentville. N.S.

JACK FROST

"REFRIGERATION WITHOUT ICE"

THIS Electric Iceman offers many advantages over ice from the standpoint of convenience, constancy, cleanliness and by its pure economy. Over a period of five years the average saving has been over 50% of the cost of ice.

"JACK FROST" is the twentieth century answer to years of experiment and earnest endeavor to solve a vital economic problem.

"JACK FROST" is an automatic machine controlled by the temperature inside the refrigerator. It fits any ice box, no changes are necessary as the cooling coils fit into the space now occupied by the ice.

"JACK FROST" engineers will gladly advise on your particular refrigeration needs—your enquiry places you under no obligation. Provide against the general ice shortage this year by installing **"JACK FROST."**

Write to-day for descriptive bulletin

Toronto Laundry Machine Co.

LIMITED

1951 Dundas Street West, Toronto

Make Your Street Pay

BOWSER
ESTABLISHED 1885

Gasoline Equipment increases Summer trade

"I LIKE MY OIL AND GASOLINE FROM A

BOWSER
ESTABLISHED 1885

Can you see the possibilities for profitable business in the automobiles passing your store?

Bowser Gasoline and Oil Storage Pumps will catch the motorists' trade quicker than any other method you can use. Get this profitable trade coming to you for gasoline and oil. It will keep coming until eventually you have their trade for parts and accessories.

There is a Bowser Outfit that will meet your needs and bring you profitable business. It will materially assist in increasing your sales in picnic lines, chocolates, soft drinks, tobaccos, etc.

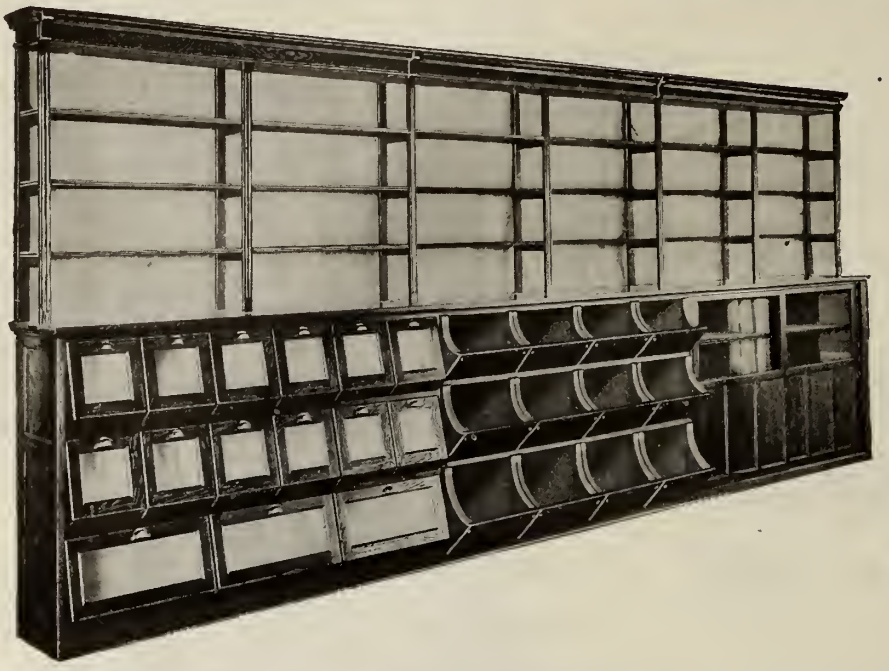
Our literature explains how and why Bowser Gasoline and Oil Storage Systems are popular with automobile drivers and profitable to store owners. It will be sent to anyone interested.

S. F. BOWSER CO., LIMITED

66-68 FRASER AVENUE, TORONTO, CANADA

Branch Offices in all Principal Cities of the World

WALKER PATENT BIN FIXTURES



An Elmira grocer who last year installed one of these Combination Section Wall Cases with a Fruit Unit, remarked a few days ago: "Do you remember the time you had selling us that Fruit Section? We thought our business in fruits too small, but now we have a fine turnover and it has paid for itself."

Ask the user of **Walker Bin** Grocery Fixtures as to their comparative value after he has slaved for twenty years with usual nondescript shelves and counters and then has a year or two with real grocery fixtures. Don't take our word for it.

Send your floor plan and ideas for catalogue and quotations.

The Walker Bin & Store Fixture Co., Limited

KITCHENER, ONTARIO

FIBER-GLASS DISPLAY COVERS

REMEMBER—Food that LOOKS Better, SELLS Better

Fiber-Glass Display Covers will increase your sales of bulk foodstuffs and prevent loss through evaporation and deterioration. Your customers will buy more when things are temptingly displayed under these ideal covers. **Fiber-Glass Covers** are cheaper than glass, more durable as they'll last for years. They will not chip or break and are easy to handle and clean.

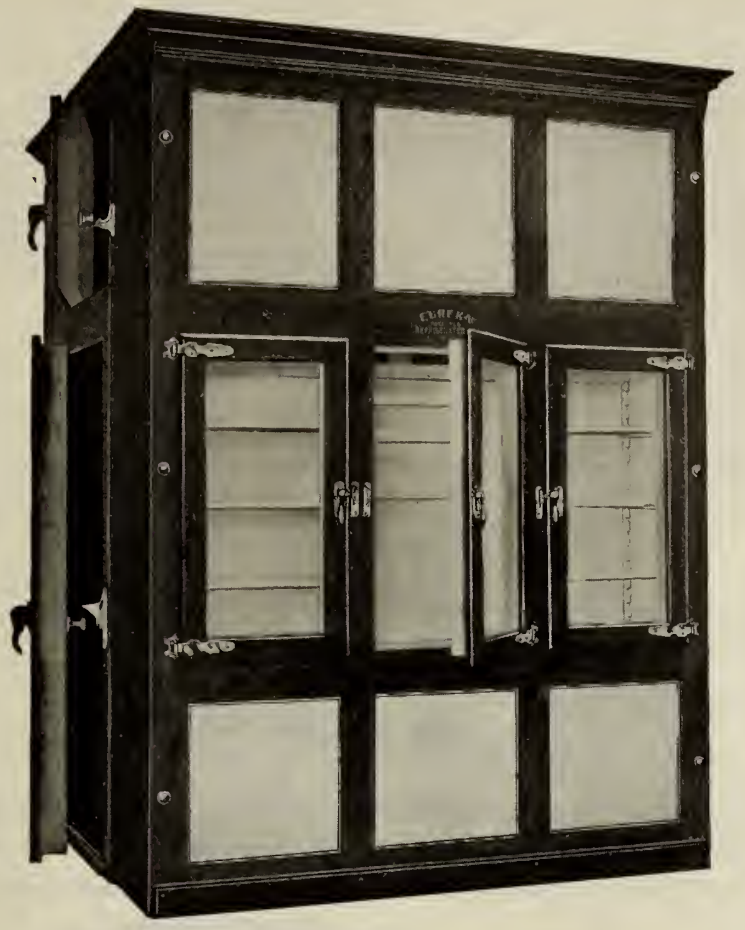
Fiber Glass Covers are also made for all kinds of barrels, pickle kegs, candy pails, cheese covers, meat covers, etc. Write for illustrated price list to-day.

Sole Distributors for Ontario:

EBY-BLAIN LIMITED

Wholesale Grocers Scott and Front Sts. Toronto

Manufactured by **FIBER-GLASS FOOD COVER CO., *Inc.***
CHICAGO, ILLINOIS



The Eureka Wins

THE SUCCESS OF THE EUREKA REFRIGERATOR

is just another case of the "survival of the fittest." After over 34 years of all kinds of competition, they stand supreme, there being more

Eureka Refrigerators

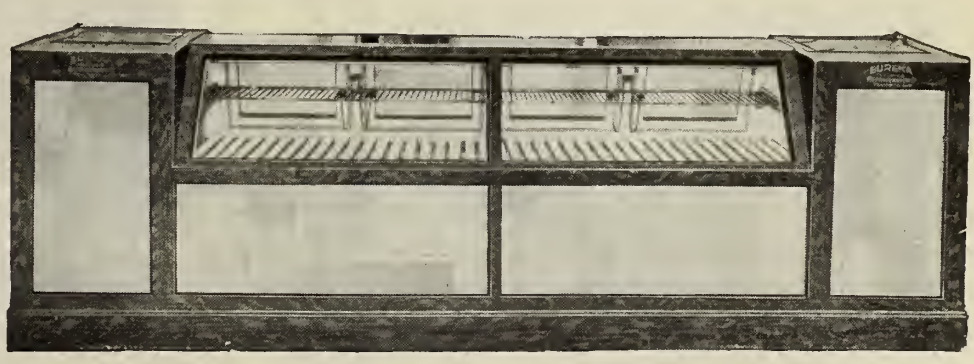
used by more Butchers, Grocers, etc., than all other makes of patent refrigerators combined. Surely this is evidence enough to convince you of their superiority. Let us quote you on refrigerator to fit any space to-day.

THE EUREKA FREEZER COUNTER CASE

OVER 1,000 OF THESE CASES IN USE.

The first successful Freezer Counter Case made in Canada; so successful that we make the following guarantees:

1. To get below freezing and stay there if necessary (a small cake of ice can be made).
2. To keep meats not only over night, but for weeks.
3. That temperature can be regulated.
4. That our Case will maintain a perfectly dry atmosphere at all times, with a positive, constant and natural air circulation.
5. That our Case will keep fresh meats as long and as well as any cooler.
6. A one-year guarantee to replace any defective material.



ONE OF OUR DESIGNS—MODEL 105.

Size 40 in. high, 36 in. wide. Made in 10, 12, 14, 16, 18 and 20 ft. lengths.
Upper division for display. Lower compartment for storage.
Handsome oak wax finish Case, with vitrolite panels.
Heavily insulated, therefore economical in use of ice and salt.

WRITE FOR LITERATURE AND PRICES COVERING THIS AND OUR OTHER MODELS.

GOODS WELL DISPLAYED AND UNDER REFRIGERATION ALL THE TIME

Designed Particularly to Fill a Big Gap in the Requirements of all Butchers, Grocers, Restaurants, Etc.

PATENTS OWNED BY

THE EUREKA REFRIGERATOR CO., LTD.

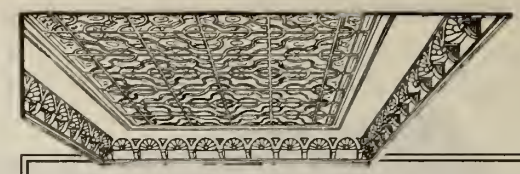
Head Offices and Factories: OWEN SOUND, ONT.

HANSON'S
GROCER OR INSTITUTION REFRIGERATORS

Perfect Refrigeration

and excellent display features make Hanson's the ideal refrigerators for grocers. They are made from the finest materials with a style for every requirement. Write us for particulars. Prompt deliveries

The J. H. Hanson Co., Ltd.
244 St. Paul St. West MONTREAL



Metallic Ceilings—

Give a Beautiful, Permanent and Fire-Proof Effect

Never Crack or Fall Off

"Metallic" ceilings are made in a wide variety of patterns.

They are attractive, sanitary and permanent.

You can put them on over the old plaster and do it all in one day. There is no muss, dirt or confusion, and when the job is done you have a permanent, handsome, fireproof ceiling.

The ideal ceiling for stores, churches, schools, halls, public buildings and for homes.

Write for descriptive booklet.

The Metallic Roofing Company
Limited
Manufacturers
Toronto Winnipeg

For Less Service— A Lower Rate

Heretofore, when you asked the long distance operator to connect you with a distant telephone, even though you said to her, "*Anyone at that number will do,*" you paid the same rate as if you had specified *a particular person.*

Now, a rate is in effect for this type of call ("Station-to-Station" service), which is lower than for calls where a *particular person* is wanted. The operating cost and use of circuits involved in handling a call for *a particular person* are much greater than for a message where the calling party will talk with *anyone who answers the distant* telephone.

It is a real economy, when placing long distance calls, to say whenever possible, "*Anyone at that number will do.*"

Every Bell Telephone is a Long Distance Station.

THE BELL TELEPHONE COMPANY OF CANADA

THE BELL TELEPHONE COMPANY OF CANADA — LOCAL LONG DISTANCE TELEPHONE

Mr. Business Man

Those documents, receipts, bills, etc., that represent money in your business, deserve full protection against fire.

A Taylor Safe provides the protection they need.

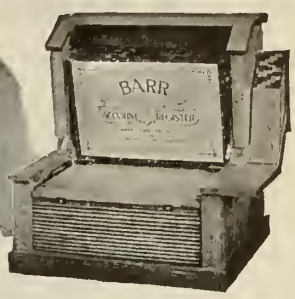
Every Taylor Safe represents the achievement of 65 years of Safe building. They withstand every test of fire duration, intensity or impact.

Made in 40 different sizes.

Write us for quotations on Taylor Safes and Steel Cabinets

J. & J. TAYLOR LIMITED
TORONTO SAFE WORKS
TORONTO - ONTARIO
Branches: MONTREAL WINNIPEG VANCOUVER

Barr Registers Limited



Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?
II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?
III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?
IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. ***Write us and let us demonstrate.***

GEORGE LANE, Western Representative **227-231 McDermot Avenue, Winnipeg, Man.**

WESTERN SALES BOOK Co LIMITED WINNIPEG

Three good reasons for buying our books:

BETTER QUALITY
BETTER SERVICE
BETTER PRICES

Counter Check Books

Made in Winnipeg

We have recently installed an up-to-date Check Book plant, including carbon coating machines, and are now in a position to supply Western book users with Western-made books, in either Carbon Leaf or **Black Back** styles.

We cater to the merchants and other users of sales books in the Western Provinces only, and because of our location are in a position to give better service to our patrons than the Eastern firms, whose plants are several hundred miles away.

Our books are unbeatable, either in quality or price, and our service the best obtainable.

Try us with your next order for books.

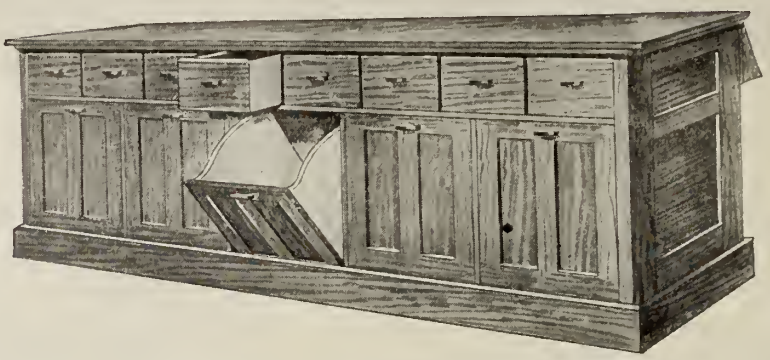
We guarantee satisfaction.

WESTERN SALES BOOK CO., LTD.

COR. KING AND JAMES, WINNIPEG, MANITOBA

Your Selling Made Easier

With Arnett Grocery Counter No. 300



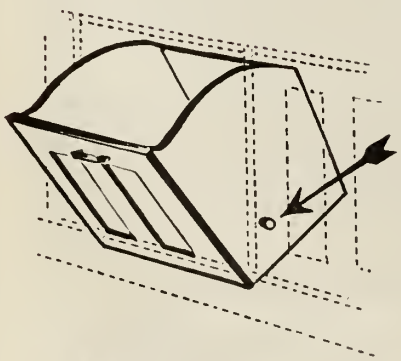
Every inch of space in this counter is fitted for use. The front trays are for display and do not interfere with the drawers at the back. The illustration below shows the excellent arrangement of drawers immediately below the counter, and below them the Arnett Tipping Bins separated from the drawers by dustproof partitions.

The Arnett Tipping Bins

The Arnett Tipping Bin is different from all other grocery tipping bins. It is not hinged at the bottom. Its weight rests on the scientific point of balance inside the bin compartment. This means that the Arnett Bin opens gently without strain, no matter what load is in it. It closes as smoothly as a well-made drawer.

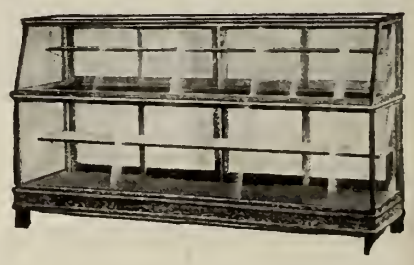
We can supply Arnett Tipping Bins for wall case if desired as well as in the counter.

Arnett Tipping Bins cost no more than an ordinary tipping bin, but are twice as efficient.



This scientific balancing of the Arnett Tipping Bin makes your work easier, and means quicker service for your customers.

This Arnett Candy Case No. 3458 Keeps Your Candy Clean.



Thomas Lewis Arnett - Souris, Man.

Winnipeg Showrooms: **220-222 Bannatyne Avenue**

Show Cases --- Soda Fountains --- Store Fixtures

Price $750
(Chassis only)

Starter and Electric Lighting
$100 Extra

Prices F.O.B.
FORD, ONTARIO

do not include
2% Federal Tax

Ford TRUCK

Analyze your delivery costs

THEN—

Let a Ford dealer show you how you can reduce your delivery costs by buying a Ford Truck.

A Ford Truck means prompt deliveries, and prompt deliveries mean satisfied customers.

A new 5-1 gear giving increased speed is optional on all new trucks, or can be obtained from Ford dealers for the Ford truck you now own.

Ford Motor Company of Canada, Limited, Ford, Ontario

Sold as Chassis only.
Ford dealers can supply any style body desired.

Sainsbury Bros., LIMITED.

A Selling Organization that efficiently covers the rich Canadian Market

With our chain of offices across the Dominion we are well equipped to market anything in the Food Products Line

---

Sainsbury Bros., Limited Head Office: 215 Board Trade Building Toronto, Ontario

Cable Address: "Sabroco" for All Offices

Codes: "A B C—5th. Armsby: Private

		Territory Covered:
Sainsbury Bros., Limited	Vancouver, 137 Abbott Street	Province British Columbia
Sainsbury Bros., Limited	Winnipeg, 510 Confederation Life Building	Provinces of Manitoba, Saskatchewan, Alberta
Sainsbury Bros., Limited	Toronto, 215 Board Trade Bldg.	Province of Ontario
Sainsbury Bros., Limited	Montreal, 116 St. Nicholas Bldg.	Province of Quebec
Sainsbury Bros., Limited	St. John, Water Street	Province of New Brunswick
Sainsbury Bros., Limited	Halifax, Upper Water Street	Provinces of Nova Scotia and P. E. Island

DIRECT REPRESENTATIVES:

California Prune & Apricot Growers, Inc.
California Lima Bean Growers
Pratt-Low Preserving Co.
California Walnut Growers Association
California Honey Producers Exchange
North Ontario Packing Co., Los Angeles
Oregon Growers Co-operative Association
California Bean Growers
E. Y. Foley, Fresno, Raisins
National Pecan Growers Exchange

We operate on a Brokerage basis only.
No goods bought or sold for our own account.

Offices are also maintained at the following points:

Sainsbury Bros., Limited
Market Street, San Jose, California
Cable Address: "Sabroco"

Sainsbury Bros., Limited
Smalandsgatan, 20, Stockholm, Sweden
Cable Address: "Sabroco"

California Walnuts

Crackin' good walnuts!! That expresses the opinion of dealers who have handled the Diamond Brand.

Get in touch with your wholesaler now—for this year's supply of Diamond Brand Walnuts.

The No. 1 grade is a good seller at a reasonable price.

Canadian Representatives

SAINSBURY BROS., LIMITED

Head Office: Toronto, Ont.

Vancouver Winnipeg Calgary Montreal St. John Halifax
San Jose, Cal. Stockholm, Sweden

The Sales-Significance of Sunsweet

THREE dominant questions: Will it please and satisfy the public? Will it make a profit for you? Will it please and satisfy the trade? To each of which SUNSWEET answers, most emphatically, "Yes."

SUNSWEET *Prunes are packed in all desirable sizes, but only one grade—the very best. It is easy to see that the trees in one orchard will produce a multiplicity of sizes. Therefore, we plan to educate the consumer-public to a better understanding of our gradings; and to show that our brand name SUNSWEET is a designation of quality—not size.*

Canadian Representatives:

SAINSBURY BROS., LIMITED

HEAD OFFICE: TORONTO

Vancouver Calgary Winnipeg

The Sales-Significance of Sunsweet

THE Canadian housewife is each year using more and more of the delicious Sunsweet Prunes and Apricots. Increased demand is bringing to progressive merchants, an increased volume of sales and increased profits.

SUNSWEET *Apricots are packed in five sizes (Choice, Extra Choice, Fancy, Extra Fancy and Jumbo) but only one quality — the very best. Each box of SUNSWEET Apricots (as well as SUNSWEET Prunes) carries a guarantee of quality of fruit and weight; an Inspection Certificate accompanies each shipment, guaranteeing condition on arrival.*

Canadian Representatives:

SAINSBURY BROS., LIMITED

HEAD OFFICE: TORONTO

Montreal Halifax St. John

"Pratt-Low" California Canned Fruits

Nothing that has ever come from California could be more delicious than these fancy Pratt-Low canned Fruits and Vegetables. We now have stocks on hand and would be glad to supply you through your wholesaler.

Canadian Representatives

SAINSBURY BROS., LIMITED

Head Office: Toronto, Ont.

Vancouver Winnipeg Calgary Montreal St. John Halifax
San Jose, Cal. Stockholm, Sweden

OREGON PRUNES

THE pleasing, tart taste of the Oregon Prune is gaining more adherents every day. They are carefully grown and packed by the Growers' Co-operative Association of Oregon, and are being backed up by an extensive advertising campaign that is sure to mean greater sales than ever before.

Mistland Oregon Prunes are sure to please your most particular customers.

Ask your wholesaler for them.

Canadian Representatives

SAINSBURY BROS., LIMITED

Head Office: Toronto

Vancouver Winnipeg Calgary Montreal St. John Halifax
San Jose, Cal. Stockholm, Sweden

Meadow Cream Sodas are Always Fresh, Crisp and Delicious

Write for quotations on Meadow Cream Sodas, also on high-grade line of delicious sweet biscuits, cookies, etc. Our prices will interest you and the profit margin they offer is exceptionally good.

Meadow Cream Sodas are made from the purest ingredients under strict sanitary regulations, in a clean, modern factory, and their wholesome flavor and oven crispness never vary. Attractively packed in moisture-proof packages that retain every particle of their oven freshness and crispness, they instantly appeal to every customer, and first sales are usually followed by repeats.

The W. J. Crothers Co., Ltd.

Kingston, Ontario

Tell The Truth About "Pinks"

Sail right in with the flag of Honesty and plain Truth at the mast head. Tell every one of your customers the plain facts about "Pink" Salmon. Their lack of high colour is more than made good by the fine flavour and close texture of flesh. *Here is a perfect recipe for a lunch:*

CREAMED SALMON No. 3

One of the below brands of Salmon; one cup milk; two level tablespoons flour; two level tablespoons butter; one teaspoonful chopped parsley; melt butter; add flour, rubbing together over blaze until flour begins to cook; add milk, stirring constantly; boil till smooth; add parsley and salmon; keep on stove till salmon heats through; serve on squares of buttered toast or in pastry cups.

Don't confuse "Chums" with "Pinks." There is a great difference, and there are few brands of Chums you can depend upon. *Therefore Buy and Sell Cascade,* Big Horn, Tip Top and Wellington Brands of Pinks.

Reputation for quality is the policy of

B. C. Fishing & Packing Co., Limited

Vancouver, B.C.

CPC CPC
Standard Values

Prunes:—Santa Clara

20	30s	25 lb. Boxes	28c.
30	40s	" "	22c.
40	50s	" "	20c.
50	60s	" "	18c.
60	70s	" "	15c.
70	80s	" "	12½c.
80	90s	" "	11½c.
90	100s	" "	10c.
100	120s	" "	8c.

Hunt's California Canned Fruits

Hesperian Brand Apricots, 2½s & 1s
" " Peaches, 2½s & 1s
" " Pears 2½s

Californian Seedless
Californian Seeded

Best Brands only

Evap. Apricots:—Calif. 25s

Pansy Brand, Fancy 40c.
Daphine Brand, Choice 35c.

Evap. Peaches:—Calif. 25s

Pansy Brand, Extra Choice, 25s 30c.
Daphine Brand, Standard, 25s 25c.
Blue Ribbon, 11 oz. Packages, 60s 22c.

Evap. Pears:—Calif. 25s

Pansy Brand, Fancy 35c.

Hawaiian Pineapple:—

2½s and 2s, Buffet Size, Sliced
2s and Buffet Size, Grated

Competitive prices
Trial order will convince you of the high quality

Phone or wire orders at our expense

Canadian Packing Company

44 Nicholas Street
Ottawa

'Phones: **Rideau 400, 247 and 658**

Two Popular Spring and Summer Lines

"Royal" Salad Dressing

Spring ushers in the Salad season and most of your customers will require **Royal Salad Dressing.** Its convenience and exceptionally good flavor have won the approval of Canadian housewives for over 36 years. Get up a good "Royal" window display today. You'll be surprised at the results it will bring you and you can count on steady repeats, for customers never make their own once they use "Royal."

"Royal" Mayonnaise

This is a milder dressing than Royal Salad Dressing. It is especially delightful for making delicious fruit salads. Recommend it to customers who want a real good mayonnaise dressing.

Prepare now for a big Summer selling by ordering now from your wholesaler a good supply of these two big "Royal" Sellers.

THE HORTON-CATO MANUFACTURING CO.
WINDSOR CANADA

OLIVE BUTTER

An Established Summer Seller

THIS season will again see big sales for this now popular line. OLIVE BUTTER makes delicious salads and sandwiches. It is made from pure, selected spices, olives, pimento, and the best malt vinegar.

A few jars of it on the front counter will remind the customer of its utility in arranging hot weather lunches.

Jeffress Condensed Salad Dressing (Maroma)

The most delicious and pleasing Mayonnaise Dressing can be made by simply adding three parts cream to can also be used in place of cream. one part **MAROMA.** Evaporated milk We guarantee to produce the finest Mayonnaise Dressing obtainable with these ingredients.

E. W. Jeffress, Limited
Walkerville, Ontario

Selling Agents:
Donald H. Bain & Co.,
Manitoba, Saskatchewan, Alberta, Quebec

George Holden & Co.,
British Columbia

3 Winners!

LIQUID VENEER MOP POLISH

Goes Twice as Far

That brand new, wonderful polish fills a long felt want. It is going bigger every day.

It will renew any dusting mop as it has never been done before. Used on floors, it immediately brings out the original finish in all its beauty, leaving a dry, high polish.

Your customers are protected when they buy Liquid Veneer Mop Polish. It must be exactly as represented and entirely satisfactory to them in every way or you are authorized to refund the purchase price. We, in turn will reimburse you.

Liquid Veneer Mop Polish is a wonderful companion product to our regular

LIQUID VENEER

the old standby, for cleaning, polishing and preserving pianos, furniture, woodwork, automobiles.

And don't forget the "Champion of the World," the

LIQUID VENEER MOP

with its many exclusive features. It is far ahead of any other mop on the market and is going bigger than ever right now.

The new Liquid Veneer Junior Mop is slightly smaller and, aside from the full yarn center, has all the exclusive features of the regular mop.

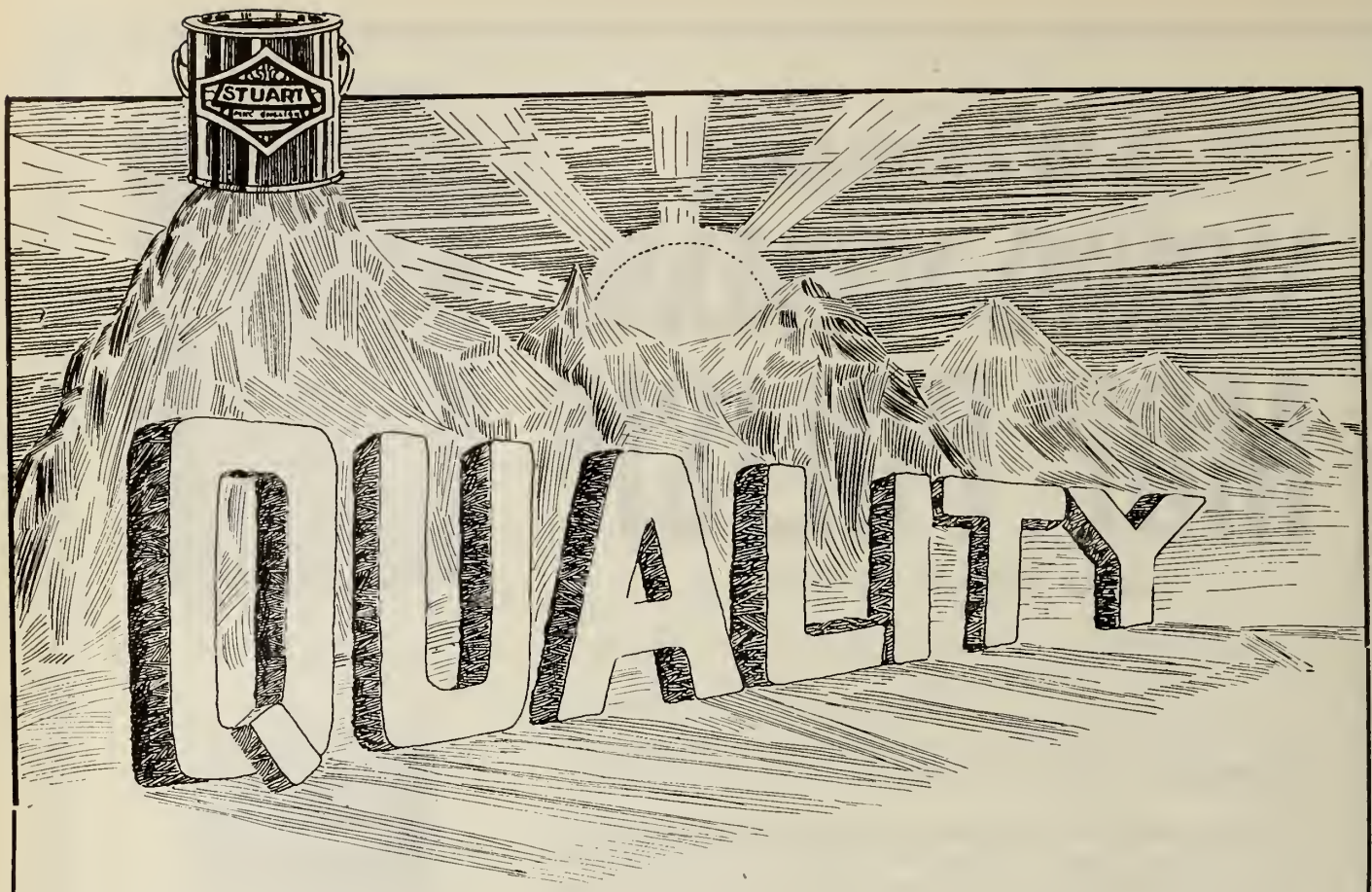
You should stock every one of these high quality products. They mean satisfied customers and a good profit for you.

Ask your jobber for particulars.

The Liquid Veneer Products are made in Canada.

BUFFALO SPECIALTY COMPANY

BRIDGEBURG, ONTARIO



The Rising Sun Reflects Stuart Quality

The busy housewife is always keen for a bargain, plus quality. **Stuart's** 4s Raspberry and Strawberry are distinguished by their uniform fruit-bloom purity, which maintains its place in the most exclusively high-class stores in Canada and other British Dominions.

STUART LIMITED
SARNIA, ONT.

Stuart's Pure Jams

Delicious Stewed Prunes

Prunes are cheap this Spring. You can make two sales by one effort.

Suggest Durham Corn Starch and prunes and make two profits at once.

Served with

Corn Starch Pudding

Open a box of prunes on the counter. Make a nice stack of Durham Corn Starch around it with a sign "Stewed Prunes and Corn Starch" Pudding. You'll sell lots of it daily.

St. Lawrence Starch Co.
Port Credit, Ontario

Used Universally - -

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans, and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

IMPERIAL
FLOOR DRESSING

Imperial Floor Dressing is a great boon to storekeepers and dealers. It catches and holds at least 90% of the dust that would otherwise settle on goods and display shelves and detract from their appearance

Imperial Floor Dressing is a sanitary, wood-preserving preparation that definitely lays dust. It will not gum or evaporate, and it keeps floors and fixtures looking their best at all times.

Imperial Floor Dressing is conveniently applied and surprisingly economical. One gallon treats from 500 to 700 square feet. A single application is all that is needed for weeks.

Imperial Floor Dressing is a big seller for use in hospitals, churches, schools, billiard halls and institutions of every kind. Its use on your own floors is the best demonstration you can make. That alone will create a steady, profitable demand for this high quality dressing.

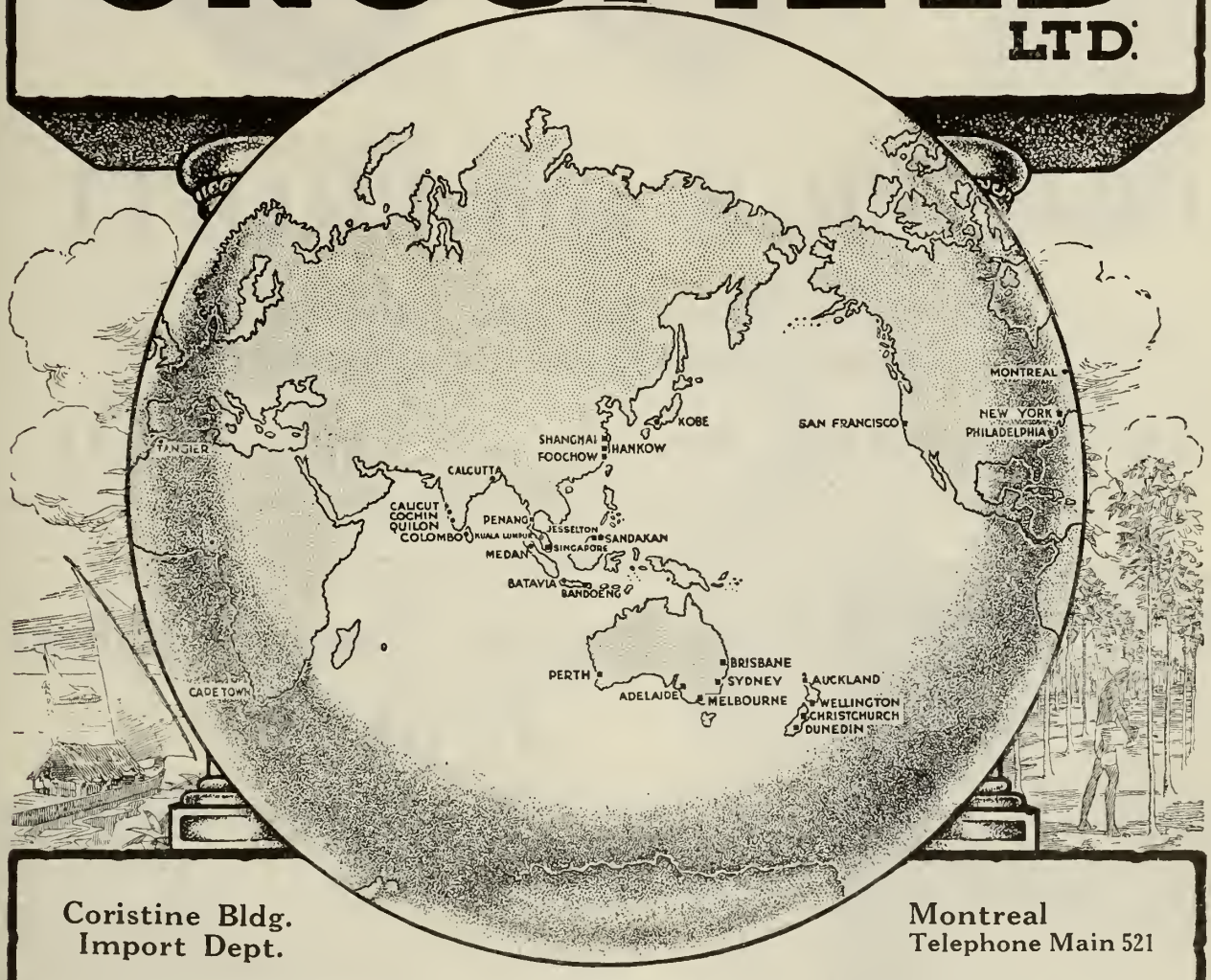
Ask the Imperial Oil salesman about Imperial Floor Dressing.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

HARRISONS AND CROSFIELD LTD.



Coristine Bldg.
Import Dept.

Montreal
Telephone Main 521

IMPORTERS OF EASTERN PRODUCE

HEAD OFFICE:
LONDON, ENG.

BRANCHES
Colombo
Calcutta
Calicut
Cochin
Quilon
Batavia
Bandoeng
Tandjong Baley
Kuala Lumpur
Labuan Bilik
Medan
Kobe
Tangier

Enquiries Solicited
For
PEPPERS
ALL KINDS OF SPICES
TAPIOCAS
SAGOS
MILD COFFEES
COCOAS
DESICCATED COCOANUT
ETC.

ALLIED COMPANIES:
New York
Philadelphia
San Francisco
Shanghai
Hankow
Foochow
Singapore
Penang
Kuantan
Jesselton
Sandakan
Melbourne
Sydney
Brisbane
Adelaide
Perth
Wellington
Auckland
Dunedin
Christchurch

PRESTIGE and PROFIT

Both are assured the merchant who concentrates on these brands

CHASE & SANBORN -- MONTREAL

Two Popular Summer Sellers

Junket
MADE *with* MILK

This rapid-selling dessert is always a big favorite wherever it is introduced. It is unusually delicious, really economical and highly nutritious. JUNKET can be made in a great variety of dainty, wholesome desserts. It is packed in 10-tablet packages that retail at 15c with a good profit.

JUNKET POWDER

NESNAH

A JUNKET in powder form. Just the thing for quickly made desserts. It is attractively packaged in four flavors and retails at 15c, with a fine profit.

You'll find both these lines are live sellers and they never fail to please. Try a sample order.

Chr. Hansen's
Canadian Laboratory
TORONTO -- CANADA

SELLING AGENTS FOR CANADA:
LOGGIE, SONS & CO.
32 Front Street West, Toronto

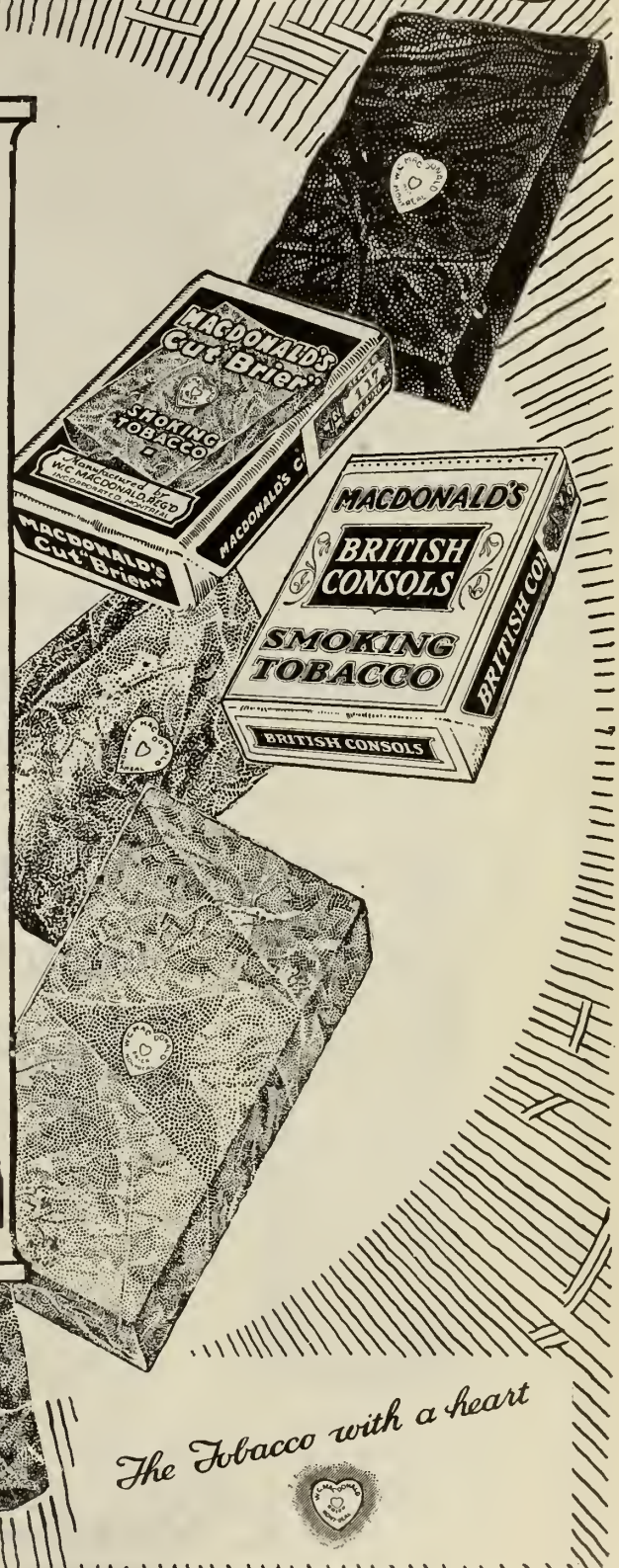
MACDONALD'S

The Man Who Doesn't Care

The customer who doesn't very much mind what kind of tobacco he buys, puts a big responsibility on you. You can sell him practically what you like. Whether he comes back or not depends upon your judgment.

In cases of indecision you are always safe in pushing Macdonald's—sure that it is going to satisfy. More than sixty years have proven the quality of Macdonald's. The Macdonald reputation backs up your judgment. The Macdonald advertising endorses your claims.

The **extra profit** for you in Macdonald's makes it well worth your while to sell it whenever possible. A Macdonald customer and a Macdonald profit are the natural outcome of a Macdonald sale.



The Tobacco with a heart

Master Mason

The Plug Smoking Tobacco which MAKES AND HOLDS CUSTOMERS

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason**—the peer of "Joy Smokes."

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

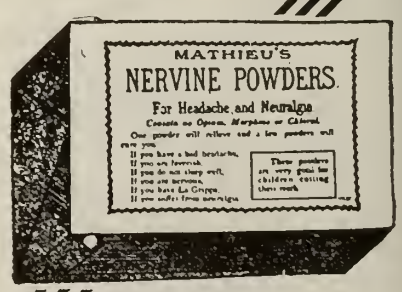
Mathieu's Syrup of Tar and Cod Liver Oil---a splendid body builder.

You'll get Splendid results from a display of

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

MATHIEU'S NERVINE POWDERS

There will be few of your customers this spring who will not need a good, dependable cough remedy or a reliable nerve powder like Mathieu's. Keep these nationally known lines well displayed during the warm weather months. Their curative powers will please your customers and the profit margin is good.



J. L. Mathieu Co.

Proprietors

SHERBROOKE - - QUEBEC

"You" Can Make Big Money

Selling Trade Sundries Products

15 different lines, "all staple" and money makers. Canadian Products made by a Canadian firm. Look over the list. Make up your order. Mail to us.

FRUIT JUICES

Sweet Mixed Pickles
Sour Mixed Pickles
Chow Chow
Corn Chowder
Red Cabbage
Maraschino Cherries
Imported Sardines

Pickled Whole Beets
Sliced Pickled Beets
Onion Salad
Worcester Sauce
Marmalade
Confectioners' Colors
Extracts

Nova Scotia Agents
Supplies, Limited
Kentville

Ontario Agents
Chadwick & Wright
28 Duke St., Toronto

New Brunswick Agents
W. S. Clawson & Co.
St. John

The Trade Sundries Mfg., Ltd.

Clark Street, Montreal

"This ACADIA increased my sale

Picture in centre, executed in water colors, shows extensive plant of the Acadia Sugar Refinery, and was especially painted for the above display.

"During the two weeks that we featured this 'Royal Acadia' window we sold *over one-third* as much more sugar than we had done in the previous two weeks," said Mr. ———, of Graham's Grocery, Montreal, Que.

"It is not that it increased the demand for sugar or its consumption, but it simply took advantage of every opportunity

ROYAL ACADIA SUGAR

Acadia Sugar Refining Co., Ltd.

Montreal **Halifax**

SUGAR window
by over one-third"

—reports Montreal Grocer

ROYAL ACADIA SUGAR

for a sale of sugar by forcing customers to think of sugar when they entered the store."

From the above statement it is very evident that it pays to concentrate on *Royal Acadia*. Any grocer can easily equal or improve on these results by getting up a similar "Acadia" Window. Just write us to-day and we'll send you the empty cartons and display cards you require for such a window.

"EVERY GRAIN PURE CANE"

The Canadian housewife knows when she buys **Royal Acadia Sugar** that she can depend upon its purity and sweetening properties. "Acadia Sugar" has earned and held this customer confidence only through strict adherence to the "Acadia" high standard of "Every Grain Pure Cane."

For Customers Who Are Particular

QUEEN QUALITY PICKLES

These strictly high-grade pickles are made up to a standard and not down to a price. Their delightful crispness and excellent flavor never fail to win steady, profitable, repeat orders.

QUEEN QUALITY PICKLES are made only from the finest selected stock, the best-flavored vinegar and high-grade spices.

With your customers who demand the best these superb pickles will make a big hit.

When ordering ask your wholesaler to send you a sample order of QUEEN QUALITY Catsup and Sauces. They're just as high-grade lines and they're popular sellers.

BISHOP & PRINGLE, LIMITED

OWEN SOUND, ONTARIO

Selling Agents: Eastern Canada—MacLAREN-WRIGHT, LIMITED - TORONTO
Western Canada—W. H. ESCOTT & CO., LIMITED, WINNIPEG

Purity TABLE SALT

Purity Salt for All Baking

There are few, if any, social functions where salt does not play an important part. The housewife's delight is getting the "right" flavor with salt. **Purity Table Salt** is the salt you should feature. Put up in cartons and it is free flowing.

An order to-day will mean an Early Shipment.

THE WESTERN SALT CO., LIMITED
COURTRIGHT, ONT.

King Oscar
BRAND SARDINES

The finest flavored, highest-grade sardines on the market. **King Oscar** brand are packed from carefully selected Norwegian-caught bristlings in pure oil, and their tempting flavor and exceptional quality will win steady repeats from your better class of trade.

Recommend them for making dainty, wholesome sandwiches, etc., for afternoon teas, socials, etc. You'll find the profits worth a little extra selling effort.

Canadian Agents:
John W. Bickle & Greening
Hamilton, Ontario

Barbados Extra Fancy
Molasses

INSIST UPON HAVING THE BEST.
IT IS NOT THE BEST UNLESS IT IS

Da Costa & Co.'s Brand

This is the purest quality that can possibly be made, and this, combined with rigid selection, makes it the best molasses that can be obtained from any part of the world.

REMEMBER, IT COSTS NO MORE THAN OTHER BRANDS

PUNCHEONS BARRELS HALF BARRELS

Order Through Your Wholesaler

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Spring and Summer Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST. W., MONTREAL

SALT PLANT, WINDSOR, ONT.

The Finest in the Empire

The purest and best salt made—the Windsor Brand—comes from the finest and most modern salt manufacturing plant in the British Empire. No salt is so well known and so easy to sell as

WINDSOR BRAND

Windsor Table Salt
(for general household use)
Regal Table Salt
(free running—in cartons)
Windsor Dairy Salt
Windsor Cheese Salt

All orders receive careful and prompt attention.

The Canada Salt Co., Limited
Windsor, Ontario

LEMON BROS.

Wholesale Grocers

Foreign and Domestic Fruits and Produce Merchants

We put up an A-1 Brand of STORAGE EGGS for Fall Delivery.

LEMON BROS.
OWEN SOUND, ONT.

Baked with REINDEER FLOUR

1— Bakers use it because of its great yield of bread, due to its strength.

2— The nut Brown Crusty loaf is a temptation to every buyer.

3— No. 1 Hard Wheat, milled by our unique process, enhances the food values.

4— Grocers push its sale because it is a trade-winner and brings more business.

5— Housewives like it for they can bake bread the whole family enjoys.

6— The vital forces in "Reindeer" prove it the best of all bread flours.

Peterboro Cereal Company, Peterboro, Ont.
General Sales Office: Peterboro, Ont. *Branch Mill:* Campbellford, Ont.

You can always depend on

Malcolm Milk Products

to win satisfaction, repeat orders and excellent profits through their superior quality and purity. Malcolm "all Canadian" lines are processed from the pure, rich milk of carefully inspected cattle and sealed in attractively labelled containers. Judged by past sales records they're sellers of the highest degree. It will pay you to specify *Malcolm's* next time you order.

The Malcolm Condensing Co., Ltd.
St. George, Ontario

Cow Brand Baking Soda

THERE'S a guarantee back of every sale of Cow Brand Baking Soda—a guarantee of over seventy years' customer confidence and positive satisfaction.

Cow Brand is just as big a favorite to-day. You can sell it easily and "bank on" steady repeats.

CHURCH & DWIGHT, LIMITED
MONTREAL

'O.K.' SAUCE

FINALITY IN FRUIT SAUCE

as palate pleasure and true digestive

Sole Proprietors:
GEORGE MASON & CO. LTD., LONDON, ENGLAND.

Sales Agents:

Vancouver	Winnipeg	St. John's, Nfld.	Halifax, N.S.
David Brown 167 Cordova St. W.	F. Manley 147 Bannatyne Ave.	Bowring Bros. & Co.	J. W. Gorham & Co.

4 Reasons Why

1st

The Figs are the best Smyrna —the biggest and juiciest that grows.

2nd

We use double the quantity figs per bar of any bakery in Canada. No skimping!

3rd

Fig Bars are only baked in small batches at each baking. This insures freshness.

4th

Repeat orders and increasing demand month by month the one conclusive proof of the real seller.

Hamilton's

FIG BAR

Is the Peer of All Biscuits in the Fig-filled Class!

Read the reasons—one by one. Look it over, Think it over, THEN—

Obey That Impulse

And send for eating samples to-day.

When you open them up, You'll say:—
"THAT'S RIGHT, THEY ARE GOOD!"

Where will you get a fig-filled biscuit that has anything on this one? Echo answers 'Where?'

"They taste like mother's mince pies" is an apt phrase that best describes the taste. You'll say so.

No fruit filling known to man can take the place of Figs—the health fruit supreme since time began!

G. J. HAMILTON & SONS

Baking Biscuits Since 1840 *Factory:* PICTOU, N.S.

ERUSTO

Every housewife will welcome this new discovery for removing rust stains

ERUSTO solves a long felt want in every household — namely a product that will quickly and efficiently remove rust stains from linens without injury to the fabric. Not only will ERUSTO remove rust spots from linens but it will also remove them from silks, cottons, woollens, colored goods, etc., with absolutely no injury to the goods.

ERUSTO is guaranteed to do this work instantly and satisfactorily and it is bound to be a big seller. Order a trial supply of this handy necessity—every one of your customers will want it and the profit margin is exceptionally good.

We require representatives in every province—write to-day.

National Specialty Company

95 Canning Street, Montreal

By Appointment *to H.M. the King*

Lea & Perrins Sauce

Owes its enviable reputation to its *dependability*.

The name Lea & Perrins stands for something more than merely a well-known article.

It stands for *character* in a product—the character of unswerving high quality and years of excellence.

Your customers take your word right enough when you tell them Lea & Perrins is, of course, the highest class sauce on the market—but they also take their own experience, which coincides with your judgment.

The best known Sauce in the world.

There's no substitute for Lea & Perrins.

Don't say Worcester Sauce—Say Lea & Perrins.

Sells the whole year 'round.

Lea & Perrins Sauce makes friends for you —and keeps them.

And Lea & Perrins "sells on sight" and helps your own reputation as a good class store.

Lea & Perrins
SAUCE
The ORIGINAL and Genuine Worcestershire

77

Harold Seddon
137 McGill Street - Montreal, P.Q.
Special Agent

If you've never before sold these two high grade soaps it will pay you to try a sample order. They're both profitable, steady repeaters.

They're good because they're pure

Wonderful Soap
and Crystal Soap Chips

You can't offer your customers better washing soaps than these two popular sellers.

They quickly whip up into rich cleansing suds that thoroughly and quickly clean fabrics with the minimum of rubbing and leave them soft and snowy white.

Bleaching is unnecessary when **Wonderful Soap or Crystal Soap Chips** are used and because they are both absolutely pure they will not injure the most delicate fabrics.

The Guelph Soap Co.
Guelph, Ontario

Packed in England

Canadian Tea Consumption

THE tea consumption in Canada is estimated at about five pounds per person. This means that each person drinks about 1,500 cups of tea per year. And when anybody drinks that much tea a year he becomes a mighty good judge of tea.

And good judges of good tea vote that Tetley's Golden Tips and Sunflower teas are mighty good teas! They should be, too! For the carefully selected leaves are blended from a blending experience that extends over a period of over 100 years. That accounts for the real cup quality.

We are receiving shipments of Tetley's Teas right straight along now and are prepared to fill your orders. Tetley's means ready sales and a quick turnover.

TETLEY'S TEA

Makes good tea a certainty.

KNOWLER & MACAULAY, Ltd.
VANCOUVER
Selling Agents for
British Columbia

MASON & HICKEY
Head Office, WINNIPEG, MANITOBA
Selling Agents for
Manitoba, Saskatchewan and Alberta

THERE IS BIG MONEY IN THE FISH BUSINESS

YOU

can make BIG MONEY selling FISH during

THE SUMMER SEASON

We can ship you all kinds of Fresh Fish by express.

Let us know the kind you require—leave us a standing order so that you will be sure of your supply.

We guarantee the best Fish at Lowest Prices

The Old Reliable Headquarters :

THE D. HATTON CO.

MONTREAL

RIGHT NOW is the Best Time to Purchase Your Needs for the Summer Trade

If you are in the market for any of the following products, we can quote you an attractive price:

VANILLIN "BUSH"
100% Pure and British Made

OIL LEMON
"W. J. B."

OIL VANILLA
Resinol, Vanilla "Bush"

PURE FRUIT EXTRACTS
Absolutely Pure Guaranteed

EMULSIONS

BUTTER FLAVORS

W. J. Bush & Co. Canada, Limited

Offices and Factory: Montreal, Quebec
Depots: Toronto, Winnipeg, Vancouver
Parent House: London, England

Depots on Every Continent

Are You Serving "Soft Drinks?"

An easy way to make money---if you go the right way about it.

THERE'S no reason why you cannot make this one of your most profitable "side lines" this coming Summer. And the way to *make* it profitable is to use

Vortex Service

"Vortex" Pure White Paper Cups with Silver-Plated Holders

No need to tie up your money in any expensive outlay. Half-a-dozen "Vortex" Holders and a single package of "Vortex" White Paper cups are all you need to make a start.

See what an attractive, generous appearing drink of Orangeade, Coca-Cola, etc., you can serve in a "Vortex" cup for 5c—and make a good profit.

No waste of time rinsing glasses. Just insert a clean "Vortex" cup in the holder and serve an *ice cold* drink in an instant.

No hot water, hired help or other glass-washing expenses! No costly replacements due to broken glasses! "Vortex" is the hygienic, *economical* service that paves the way to profits.

Serve ice-cream the "Vortex" way, too, and see how much better and daintier it is.

Now's the time to make a start. Drop us a line. You'll be surprised how inexpensive "Vortex" Service really is. Address us:

Vortex Division

Canadian Wm. A. Rogers
LIMITED
570 King St. W., Toronto

25% Profit on Selling Price of Corona Wine

Make a gallon of a most delicious non-alcoholic beverage with one package of Corona Wine

Corona Temperance Wine

Cherry Wine · **Port Wine** · **Raspberry Wine**
Ginger Wine · **Chartreuse** · **French Citronnade**

Order through your wholesaler or direct

The Corona Wine & Syrup Co.

LIMOILOU, QUEBEC · **Agents Wanted**

No. 10 COOLER OUTFIT

General Store Merchants

Here is a splendid proposition for You.

A Big Seller With Large Profits

An attractive Store Fixture that pays for itself in a very short time.

Every Grocery Store Should Have One

Read about these Profit-makers, and Send Your Orders Direct to

The Crawford Company

331 St. Antoine St., Montreal

No. 10 COOLER OUTFIT—Cooler finished in Orange, sits on skeleton stand, and holds 3 two gallon bottles, serving 3 different beverages kept cold by the one ice supply. A handsome and profitable addition to any store.

Cost of Cooler Outfit Complete, including 4 gals. syrup. ..$48.00
(Your choice of Grape-ade, Lemonade, Lime-ade or Orangeade syrups.)

No. 6 COOLER OUTFIT—Cooler finished in Orange, sits on a skeleton stand, and holds 5 gallon bottle, inside stoneware container holds 3 quarts liquid, which insures an ample supply of Ice Cold Beverage at all times.

Cost of Cooler Outfit Complete $30.00
including 4 gallons syrup (your choice of Orangeade, Lemonade, Lime-ade, Grape-ade).

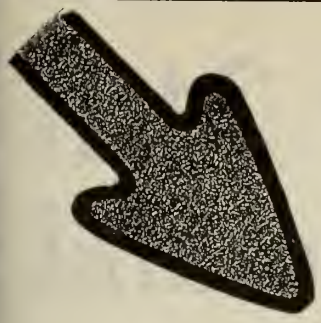
PROFIT

To each gallon of syrup you add 7 gallons water, making 32 gallons finished beverage from the 4 gallons syrup; using 8 ounce glass, which will serve 7 ounces, this gives 704 glasses, which at 5c return $35.20
Cost of Cooler Complete $30.00

Profit ..... $ 5.20
and the Orangeade Outfit besides. And on the next 4 gallons syrup the profit will be $22.20

No. 6 COOLER OUTFIT

ORDER TO-DAY BEFORE THE SUMMER RUSH BEGINS.



Sells Forty Dozen Bottles of Ginger Ale in a Day

Western Ontario Firm Increases Sales of Ginger Ale by Displaying It in a Wire Basket, on a Table, Right Up in the Front of the Store

It is often surprising to a merchant what display of various articles, such as moving a jar of fancy biscuits to another position in the store, or placing a basket containing toilet soap in a conspicuous spot, will produce in the way of increased sales. For instance—the placing of a wire display basket containing a certain brand of ginger ale in a table well up to the front of the store has been the means of making ginger ale—hitherto considered to be only a summer line—an all the year 'round article in the store of ———. During the "flu" epidemic of the past winter this firm's sales of ginger ale were averaging twenty-five dozen bottles a day, and there rarely is a day passes without a sale of ginger ale throughout the entire year. But of course it is in the summer season that the greatest bulk is sold, and the average then reaches around 40 dozen bottles a day. "The real success in selling ginger ale at a profit," remarked Mr. ——— to CANADIAN GROCER, "is in getting back the empties or the equivalent in money. In the past we did not charge up the bottles, but depended on the customers, clerks and drivers to see that returns were made. This proved very unsatisfactory. With GURD'S brand we charge so much a dozen, including bottles, and the bottles are not returnable. This method of selling ginger ale, in my opinion, is the only method. When we sell a dozen, that ends the transaction, because there are no empties to collect and no credit, no disputes with customers, and, best of all, no empties to be cased up and returned to the factory."

This is just another story of how an aggressive merchant built up a profitable business on a certain line, that at one time was considered "just an accommodation to his customers."

The above article appeared in the Editorial Section of **Canadian Grocer**—May 28th issue—page 29. To repeat the experience, add to your stock

GURD'S DRY GINGER ALE

—the superb, refreshing and satisfying quality beverage that is known everywhere and preferred wherever known.

From Coast to Coast you will find **Gurd's Ginger Ale** in most every first-class grocery that caters to the better class of trade.

By a combination of window display, counter display, show cards, selling talk and **Gurd's Dry Ginger Ale**, every grocery can make this big summer selling a banner event in the history of their store.

In every community there are a certain few, and often a great many, to whom quality rather than price makes its strongest appeal.

For social functions, such as weddings, birthday celebrations, special anniversaries, and select social gatherings, **Gurd's Dry Ginger Ale** is a particularly welcome addition to the refreshment menu. We suggest its introduction to people who appreciate selectness.

We do a large shipping business across Canada from coast to coast and feel that we should include every ambitious Canadian grocer among our distributors. Place your orders in anticipation of the season's requirements. Write for price lists.

Gurd's Ginger Ale, Gurd's Apple Nectar, Gurd's Caledonia Water, Gurd's Soda Water, Gurd's Cherry Phosphate, etc., etc., etc.

Write for a Price List

CHARLES GURD & COMPANY, LIMITED, 76 Bleury Street, MONTREAL

Prepare for May 24th and the Holiday Demand for Refreshing Beverages

Stock up now with—

O'Keefe's

The following are always popular:

Imperial Brews

ALE
LAGER
STOUT

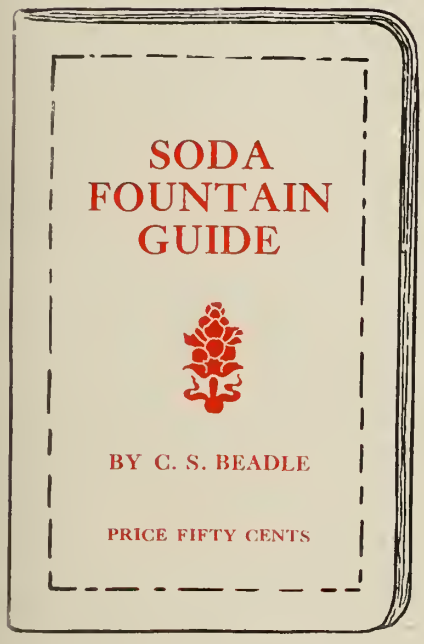
Carbonated Beverages

—O'Keefe's Ginger Ale
—Special Pale Dry Ginger Ale
—Cola
—Sarsaparilla
—Lemonade
—Ginger Beer
—Lemon Sour

Place Orders Now
for Immediate Delivery

O'KEEFE'S - TORONTO

PHONE MAIN 4202



This book is not an advertisement. It is an ice-cream handbook and guide, a part of the J. Hungerford Smith Co., Limited service and a copy of it will gladly be sent to you free—on request.

FOR thirty-five years the firm of J. Hungerford Smith Co. have been manufacturers of fruit juices and crushed fruit specialties. We are the originators of the "True Fruit"—**Trade Marked**—lines that are recognized throughout Canada as being supreme in their field.

For 35 years we have been closely allied with the ice-cream trade and its wonderful growth, and for the benefit of our clients we have compiled a booklet to give to the people who desire to make themselves familiar with the manufacture of ice-cream—and the various ways in which ice-cream can be served—the benefit of our experience.

This booklet is written by an expert in the serving of ice-cream and in the preparation of sundaes, sodas and all manner of soft drinks. There are 141 different dishes and recipes in this handy volume. By reading this book you will know how to prepare all the ice-cream dishes that are served to-day. It will tell you how to care for your fountain and show you how you can substantially increase your profits and considerably reduce your costs.

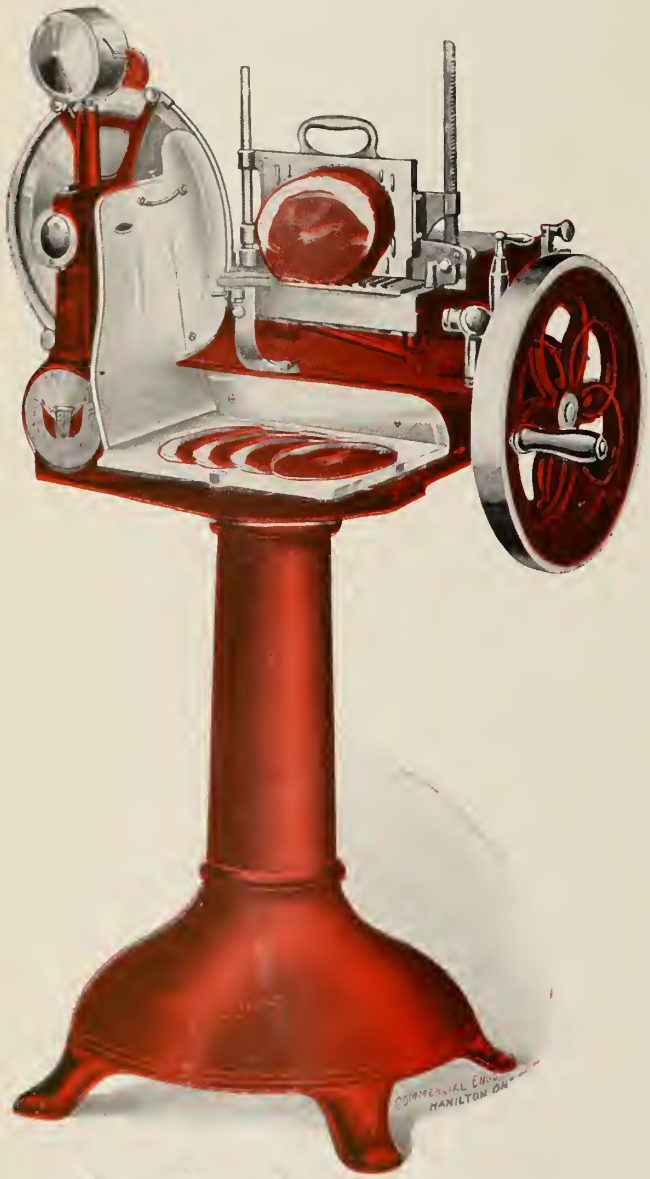
THE J. HUNGERFORD SMITH COMPANY, LIMITED

Makers of "True Fruit" Soda Fountain Requisites
Toronto, Canada

You Take No Chances in Buying a

RED BIRD

Something to Crow About



The Red Bird Slicer

No slicer can be made better and it is backed up by a genuine guarantee.

A Real Canadian Made Slicer

Equipped with all the very latest features.

No High Duty to Pay No Exchange Added

A Canadian dollar is worth one hundred cents to us.

You get all the value in the machine.

Hundreds of the largest and most successful Canadian Grocers and Butchers are using

THE RED BIRD

They Are All Satisfied

and will tell you that it has doubled their meat business.

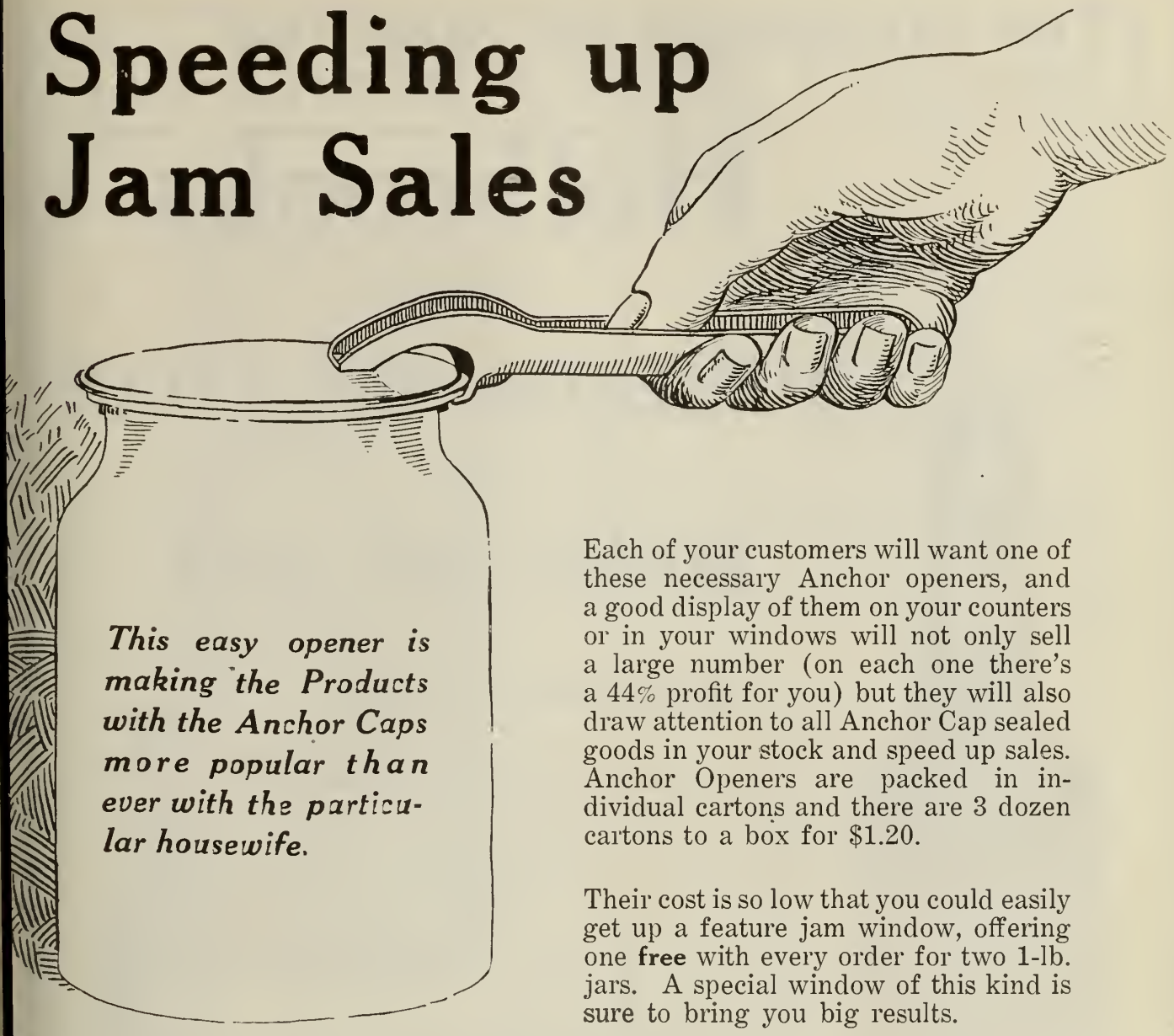
Write us for prices and our easy payment plan, or see one of our salesmen.

Thos. Ferguson, 432 College St., Toronto, Ont.
Geo. Cameron - - - 223 Sparks St., Ottawa
F. H. Hungerford, 2 Craig St. W., Montreal, Que.
I. S. Tefft - - - 31 Mary St., Hamilton, Ont.
G. H. Anderson - 32 Byron Ave., London, Ont.
Specialty Distributors, Ltd.,
Board of Trade Bldg., Winnipeg, Man.

The Canada Scale & Slicer Co., Ltd.

BOWMANVILLE, ONT.

Speeding up Jam Sales



This easy opener is making the Products with the Anchor Caps more popular than ever with the particular housewife.

Each of your customers will want one of these necessary Anchor openers, and a good display of them on your counters or in your windows will not only sell a large number (on each one there's a 44% profit for you) but they will also draw attention to all Anchor Cap sealed goods in your stock and speed up sales. Anchor Openers are packed in individual cartons and there are 3 dozen cartons to a box for $1.20.

Their cost is so low that you could easily get up a feature jam window, offering one **free** with every order for two 1-lb. jars. A special window of this kind is sure to bring you big results.

Send us your name and address and $1.20 to-day and be the first in your town to have them.

Write to-day—then get up a good display.

Anchor Cap & Closure Corporation
OF CANADA, LIMITED

Wallace Avenue **TORONTO**

Every "Anchor" product is guaranteed to meet the requirements for which it is suggested

You can always sell these two

Holbrooks

Imported

WORCESTERSHIRE SAUCE

and

ROSE'S LIME JUICE

Holbrooks Sauce

In the opinion of connoisseurs, Holbrooks is "the finest sauce made," for it makes the whole world hungry. The English-speaking peoples of the earth are all using Holbrooks, and Canadians from coast to coast use it daily.

Every grocer, large and small, knows Holbrooks is a good and profitable line to handle. Keep your stock well filled for the summertime trade, which is always larger than other seasons.

Rose's Lime Juice

Canada is almost "dry" now, and Rose's Lime Juice and Soda becomes our new national beverage. Order your summer stock; make a display on counters and in the window. We supply attractive and helpful advertising.

Holbrooks Limited

Toronto and Vancouver

3 Good Profit Payers

Spring Time is Syrup Time

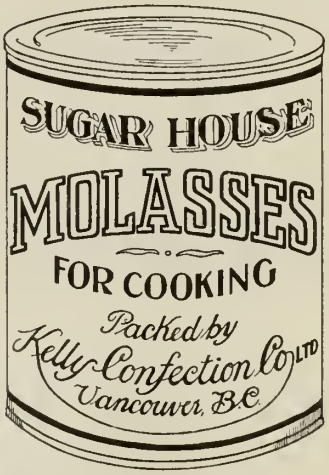
Waffle Brand Fancy Table Syrup is just as good as Maple Syrup and costs considerably less. Delicious on Waffles, Hot Cakes, etc.

The **Best** Spread There Is For Bread

The **Cheapest** Spread There Is For Bread

Its Quality Few Can Equal and None Surpass

And No Peanut Butter Pays Better



A good, rich molasses of heavy density and delicious flavor, containing a high percentage of sugar. You can recommend it for table and cooking purposes.

MADE BY

KELLY CONFECTION COMPANY, Limited, Vancouver

SOLD BY

KELLY, DOUGLAS & CO. LTD., Winnipeg, Calgary, Edmonton

SPECIAL REPRESENTATIVES

CHAS. T. WOODSIDE, Leeson Lineham Bldg., Calgary T. D. WATT, Shaw Bldg., Edmonton

By Appointment *to H.M. the King*

Crosse & Blackwell

have the highest reputation for quality. There is always a ready market for goods that are of the best, and it is recognized the world over that

Crosse & Blackwell

maintain a unique reputation for consistently supplying the best.

Price lists are obtainable from

Stewart Menzies & Co.

32 Front Street West
TORONTO

Dominion Building, Vancouver, B.C.
147 Bannatyne Ave. E., Winnipeg

Now $5.00

per case

Pre-war prices were seldom under $4.00 c/s for Family Size. To-day Freight Charges, Container, Labor and Taxation Costs are all tremendously higher. Taking comparative food costs as a basis, Quaker Oats is the cheapest and best known food value offered in Canada to-day.

240% Gross Profit on Quaker Oats

YOU Can Sell 1 c-s Family Size per month

YOU retail 20 packages at 30c	**$6.00**
YOUR cost is	**$5.00**
YOUR profit is	**$1.00**

YOUR Year's Profit on $5.00 Invested is $12.00 or 240%

The Quaker Oats Company

Peterborough - Saskatoon

CANADA

STANDARDS
QUALITY and FAME

Callard and Bowser's Celebrated English Confectionery

BUTTERSCOTCH, NOUGAT AND ALMOND ROCK

SELLS AT SIGHT.

MASON'S "O.K." SAUCE
MASON'S "GOLD SEAL" SAUCE } The Last Word in Sauces
MASON'S "GRILL" SAUCE

JACKSON'S CAMPHORATED FLOOR WAX

BETTER — BRITISH — CHEAPER

WRITE FOR PRICES.

Sole Agent:

F. MANLEY - 290 McDermott Ave. West, WINNIPEG

Territorial Representatives:

Grose & Boucher, 212 Canada Bldg., Saskatoon

A. H. Jarvis Co., Ltd., 309 C.P.R. Bldg., Edmonton

3 IN 1
DYSON'S TRIPLE STRENGTH

Pure Spirit

VINEGAR

Sold in Sealed Jars Only

Six reasons why you should buy—

1st. No loss from leakages.
2nd. No loss of time in filling.
3rd. No loss in supplying containers, which very often are not returned or even charged for.
4th. No loss in time handling heavy barrels or tapping and placing them.
5th. No loss from leaky funnels, measures or taps.
6th. And above all, "our quality is of the best."

THE DYSON VINEGAR CO., LIMITED

WINNIPEG VANCOUVER

Nugget Brooms
Bear Close Inspection

Do you know why the dealer finds Nugget Brooms so profitable? Because the woman who once buys a Nugget Broom will never use another Brand. Every Nugget Broom the dealer sells helps him to build up a permanent Broom business.

It is easy, too, to convince the housewife to buy her first Nugget Broom, because you can actually show her its points of superiority.

Let her feel how light and well-balanced it is. Invite her to pull the stock apart until she finds the very heart of a Nugget Broom. The corn here is just as clean, as free from seeds, as carefully trimmed, as on the outside. This fine quality of hand-selected and graded corn gives a Nugget Broom many more weeks of service than the ordinary broom.

EIGHT FAMOUS BROOMS

"THE NUGGET"
"PATRICIA"
"KLONDIKE"
"ELGIN"
"EVANGELINE"
"JUBILEE"
"GREAT WEST"
"STERLING"

KEYSTONE BRAND

Guaranteed Uniform in Quality

The Nugget is the leading Brand in the Keystone Line, but there are seven other Keystone Brands, each varying somewhat in quality. But the big thing—the point which is of great interest to every dealer is this—no matter what brand of the Keystone line you sell—the brooms of that brand are all absolutely uniform in quality. We guarantee them so.

Send for a Sample Shipment.

STEVENS-HEPNER COMPANY, LIMITED
PORT ELGIN -- ONTARIO

Read these vital facts —then act on them

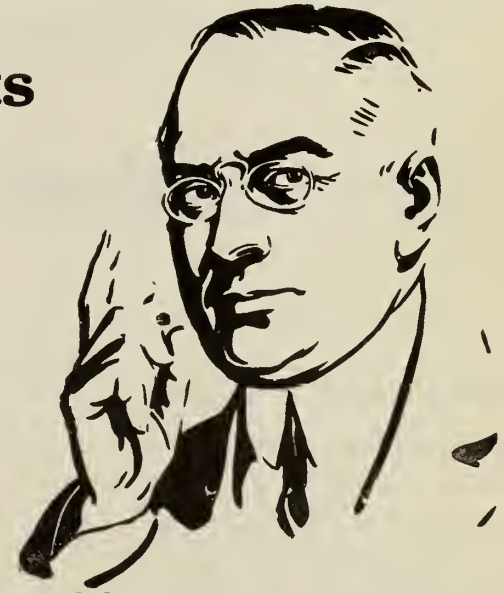
The quicker Canadian merchants stop buying imported lines which are made as well and as cheaply in Canada, the sooner will good times return with employment for all and freer consumer buying. In the matter of pencils, for instance, why should you pay $1 for 85c worth, when by buying

CANE'S "All Canadian" PENCILS

there is **no duty** to pay, **no adverse exchange,** and **your dollar buys 100c worth of the highest quality pencils made?**

Specify CANE'S Superb "Canadian-made" Pencils next time you order. You'll find their high quality never fails to win profitable, repeat orders.

Wm. Cane & Sons Co., Ltd.
Newmarket, Ontario



Order a supply of Cane's assorted Pencils from your wholesaler and ask for the attractive Cane counter display in colors. Put it in a conspicuous place and watch it speed up your pencil sales.

Cane's Pencils write easily, are easily sharpened, never split and there's a "Cane" Pencil for every purpose.

The Premier House Cov

AGENTS FOR

Allen's Vinegar—Absolute purity is our guarantee

Telfer Biscuits—A household necessity

Hungerford Smith—Fountain syrups unrivalled

Goodyear Tires—Big mileage for little cost. Used on our own trucks

Sellers of MARLAND an

Five Powerful Trucks standing always ready awaiting your command. Goodyear Pneumatic Cords used entirely. They stand the wear and tear and give great mileage.

Our Representatives:
Bruce MacPherson, George O'Brien,
Frank Young, Charles Miller

Marland W

Wholesale Grocers

A. MARLAND WOOLNOUGH, *President* JOHN

ring Niagara Peninsula

Absolutely free delivery---any point from Hamilton to Dunnville, inclusive. Big or little orders all cheerfully welcomed.

No worry shipping empties. Send them back by our trucks. Credit note issued same day they come in.

ROYAL Blend High Grade Teas

Telephones: Bell 559
Bell 122

- 2---4-Ton Packards
- 1---3-Ton Pierce Arrow
- 1---2-Ton National
- 1---1½-Ton Reo Speed Wagon

olnough Co.

Niagara Falls, Ontario

HARLES, *General Manager* J. A. HEY, *Credit Manager*

NOW REPRESENTING

The T. Upton Co.
Jams and Marmalades

Wm. Braid & Co.
Lanka Tea

The Canada Nut Co.
"Squirrel" Peanut Butter
Salted Peanuts

Smith Bros.
"Beaver Brand" Pure Maple Syrup

"Homeade" Pickles
Northland Mfg. Co.

Marshall & Hayes
Marshmallow Confectionery

Basque Chemical Co.
Epsom Salts

B.C. Manufacturing Co.
Box Shooks and Fruit Containers

Wouldn't your line look well in this list?

More Room *for* More Business

Our rapidly-growing business necessitated larger quarters so that on May 2 we moved to The Gooderham Building, 51 Wellington Street, corner Church, Toronto.

In the heart of the wholesale district.

You want your goods handled by an active, growing firm of distributors.

We want new lines which will not conflict with those listed opposite.

LET'S GET TOGETHER

S. H. Moore & Company

Grocery Brokers

TORONTO

Best Value The World Produces

Dealers everywhere are finding a growing demand for Lanka Tea

Imported and Packed by
Wm. Braid & Co.
Vancouver, B.C.

Sole Agents for Ontario
S. H. Moore & Company
Toronto

UPTON'S

Pure Jams and Marmalades

Are you prepared to take care of the early summer demand for Jams and Marmalades?

Jams and Marmalades are part of every camper's supplies.

How about your stocks?

Jams and Marmalades that a Grocer can safely recommend to his best customer.

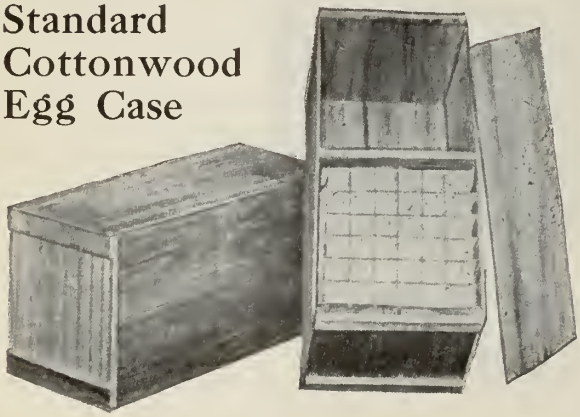
The T. Upton Company, Limited

HAMILTON - CANADA

Buy Advantageously RIGHT NOW

We are offering unusually low prices for early delivery on our British Columbia-made Egg Cases and Standard Apple Boxes. The engravings tell the story of their superiority. Buy *now* before the season commences.

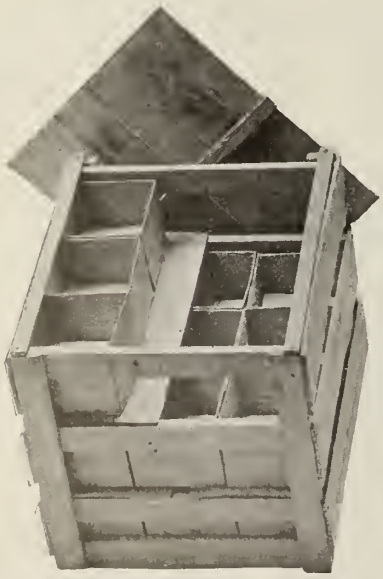
Standard Cottonwood Egg Case



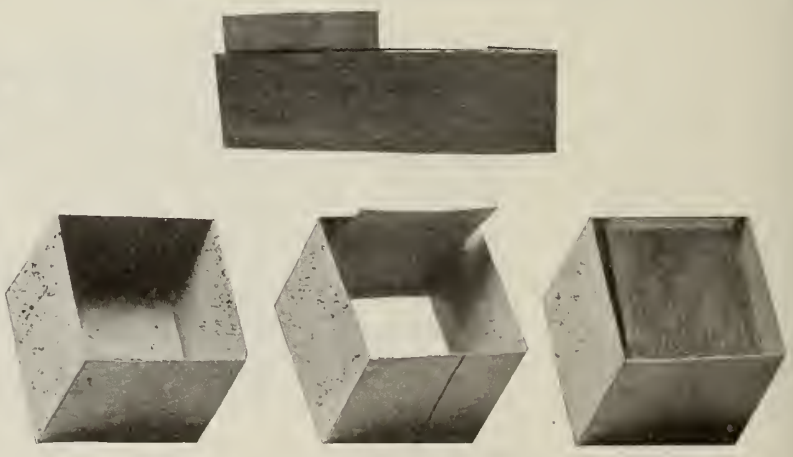
Standard Apple and Export Box

It will pay you to educate your customers to ask for this new and better Berry box

Note how this 27-box Crate provides for perfect circulation of air through the boxes. The decks rest on crate divisions—not on lower layers of fruit.



The package is ideally sanitary—it can only be used once. The straight sides obviate pressure on the fruit at the bottom as with old-style tapered boxes.



S. H. MOORE & COMPANY

Representatives for
British Columbia Manufacturing Company

Note the new address—GOODERHAM BLDG., Wellington and Church Streets, TORONTO

It Took Toronto By Storm

CHARM Makes Hard and Alkali Water Soft

Every one who once gets it is under the spell of CHARM.

CHARM contains no Acid, Sal Soda, Caustic Soda, Lye, Potash or Ammonia.

CHARM does what Soap will not do.

4 doz. c|s, $9.15 c|s, 5 c|s Freight Paid. Retails at 25c.

GALT CHEMICAL PRODUCTS, LIMITED
GALT, ONTARIO

J. RATTRAY & CO., LIMITED

Successors to

STANDARD IMPORTS LIMITED

will continue to import the same lines and brands as before, including

MILLIONAIRE CLUB BRAND SARDINES,
PRINCE BRAND SINGAPORE PINEAPPLES,
TAPIOCA, P.K. HOPS, SPICES, ETC., ETC.

Food Products Department of this firm will continue to deal only through the Jobbers and Wholesalers.

We solicit enquiries now for all kinds of Food Products. Address all communications to

J. RATTRAY & CO., LIMITED

Food Product Dept. - Box 2365 - 140 Clarke St., Montreal

Tasty Cuts

The New Macaroni

A delicious new food attractively packed in 8 oz. cartons

To Retail at 10 cents

Tasty cuts are made in one of the most modern factories in America. They are dried by electricity and cartons wrapped in wax paper, which keeps them fresh and crisp in any climate.

8 oz. cartons 2 doz. to case
16 oz. cartons 30 to case
In bulk, cases of 5, 10 and 20 lbs.

Spaghetti Macaroni Vermicelli

Wholesale Agents:

A. E. Richards & Co., Hamilton, Ont.
J. Harley Brown, London, Ont.
C. deCarteret, Kingston, Ont.
Mr. James Kyd, Ottawa, Ont.
C. L. Marshall & Co., Toronto, Ont.
Anderson & Co., North Bay, Ont.
J. Alex. Gordon & Co., Montreal, Que.
Mitchell & Whitehead, Quebec, Que.
Pyke Bros., Halifax, N.S.
Pyke Bros., Sydney, N.S.
E. T. Sturdee, St. John, N.B.
Arnold Rattenbury, Charlottetown, P.E.I.
F. G. Evans Co., Ltd., Vancouver, B.C.
B. M. Henderson Brokerage Co., Calgary, Alta.
B. M. Henderson Brokerage Co., Edmonton, Alta.

No Agents Appointed for Following Cities

Sherbrooke, Que.
Brandon, Man.
Fort William, Ont.
Moose Jaw, Sask.
Regina, Sask.
Saskatoon, Sask.
Winnipeg, Man.
Prince Rupert, B.C.

Dominion Macaroni Co., Ltd.

Sales Office: HAMILTON, ONT.

Sell a Different Tea

Haven't you often looked out of the store window with a feeling somewhat akin to dismay at the business the Tea Pedlar was picking up from door to door among your customers, and wondered how you were to beat him at his own game?

The orders he gets should belong to you, but you cannot get them by selling the same kind of tea he sells.

The bulk tea he sells looks the same, perhaps is the same, as your bulk tea. You must sell a different and a better tea, and do you know, one of the best teas in the world is right at your hand, RED ROSE *package* TEA? Aside from the quality of RED ROSE TEA, it is something the pedlar cannot handle because we will not sell to him.

A customer for RED ROSE TEA is worth much more to you than a customer for bulk tea. You are pretty sure to keep your Red Rose customer; the pedlar may take your bulk tea customer any day.

Worth thinking about, isn't it?

Talk to our traveller the next time he calls. We know you want to retain your tea trade. He may be able to offer you some other good suggestions.

T. H. Estabrooks Co., Limited

St. John Montreal Winnipeg Calgary Edmonton

1—Tin lines. 2—Factory. 3—All paper cans. 4—Combination paper and tin cans.

What Do You Require In Cans?

We supply all tin, all paper and combination tin and paper cans. There are slip covers, plug covers, penny lever lids, sifter tops and special covers. Both tin and paper materials are of a guaranteed quality.

Ross Cans are made under favorable conditions, by a competent organization, on automatic machinery, in a daylight factory with unexcelled shipping facilities.

We are illustrating here a few lines, such as sanitary cans, jam pails, honey pails, paint and varnish tins, cans for cereals, cocoa, salt, baking powders, spices, various drugs and household utilities. Ross Cans are used for practically every purpose.

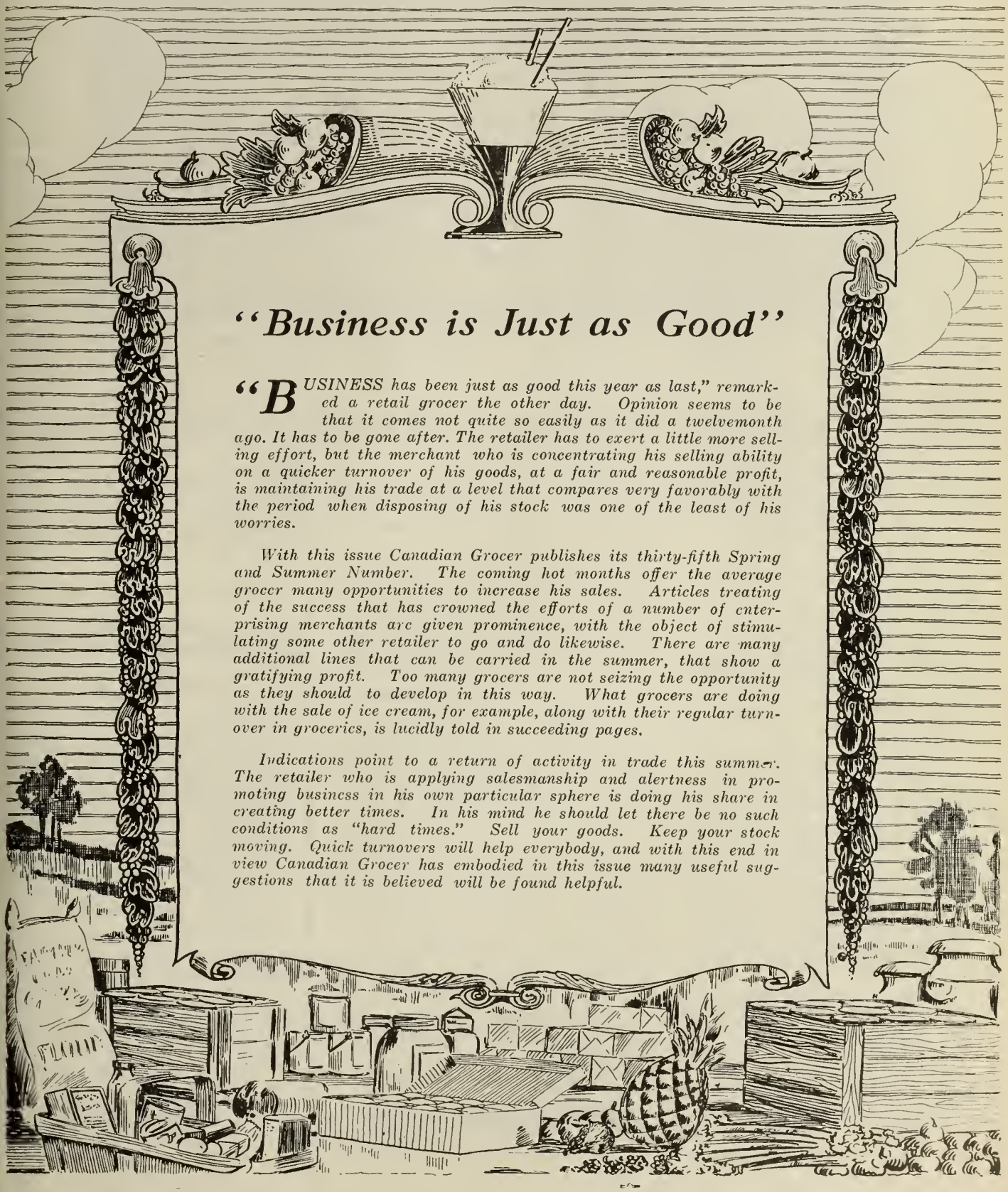
Let us send you our illustrated booklet about Ross Cans and quote you on either your immediate or future requirements. Ask for booklet CG4.

Ross Can Co., Limited

Bowmanville, Ontario

CANADIAN GROCER

VOL. XXXV. TORONTO, MAY 6, 1921 No. 18



"Business is Just as Good"

"BUSINESS has been just as good this year as last," remarked a retail grocer the other day. Opinion seems to be that it comes not quite so easily as it did a twelvemonth ago. It has to be gone after. The retailer has to exert a little more selling effort, but the merchant who is concentrating his selling ability on a quicker turnover of his goods, at a fair and reasonable profit, is maintaining his trade at a level that compares very favorably with the period when disposing of his stock was one of the least of his worries.

With this issue Canadian Grocer publishes its thirty-fifth Spring and Summer Number. The coming hot months offer the average grocer many opportunities to increase his sales. Articles treating of the success that has crowned the efforts of a number of enterprising merchants are given prominence, with the object of stimulating some other retailer to go and do likewise. There are many additional lines that can be carried in the summer, that show a gratifying profit. Too many grocers are not seizing the opportunity as they should to develop in this way. What grocers are doing with the sale of ice cream, for example, along with their regular turnover in grocerics, is lucidly told in succeeding pages.

Indications point to a return of activity in trade this summer. The retailer who is applying salesmanship and alertness in promoting business in his own particular sphere is doing his share in creating better times. In his mind he should let there be no such conditions as "hard times." Sell your goods. Keep your stock moving. Quick turnovers will help everybody, and with this end in view Canadian Grocer has embodied in this issue many useful suggestions that it is believed will be found helpful.

Adopts Unique Plan of Advertising

J. McTaggart & Sons, Vancouver, B.C., Believe in Keeping in Touch With Customers—Follow Up First Orders With Special Letter That Invariably Results in Permanent Customers—Increasing Sales of Apples by Letter to Business Men

By Special Correspondent Canadian Grocer

VANCOUVER, B.C., April 29.—J. McTaggart & Sons, grocers in this city, put bright ideas into practice, and profit thereby. They do not sit by and wait for business to come to them, but use attractive window displays to advantage, following up the same with letters to different classes of patrons. Copies of these letters are here reproduced. "We have had great success with these letters," Mr. McTaggart told a representative of Canadian Grocer recently. "It is surprising how this personal appeal to people meant, in almost every instance, a sale. A letter to customers makes them feel you are taking a real interest in their buying, and indicates that you are anxious to give pleasure and satisfaction. We have a list of business men, and the idea occurred to me that if they had a box of apples in their offices they might eat more, and hence my letter to them. The idea appealed and we greatly increased our sales of these special boxes.

Follows Up First Orders

"In following up first orders, we have found that a letter to the woman often results in a new and permanent customer. In this way, we show that we are anxious to cater to their needs, and the person in question feeling that you are ready and willing to give them real service invariably wants to deal with us. Service is always appreciated and this little letter to prospective customers is just one of our ways of extending our trade. The majority of people like attention of this kind, and it spells profit to the merchants who give it."

Established 1893
J. McTaggart & Sons
Grocers
VANCOUVER, B.C.

Good Morning:

Would you eat a red apple daily, if a supply were laid down right at your desk, fresh from the orchard, at a reasonable price?

I believe you would—that's why I am making this proposition to you.

Apples are "heap big medicine" for an office worker like you.

We are packing our fruit with the utmost care. They will probably spoil your taste for ordinary fruit-stand apples, but that is your look-out.

The name is McTaggart's Grocery. The phone number is Seymour 2212. Order now and see how pleased you will be. We will send you 50 large, red, luscious B.C. apples packed in a special box.

P.S.—McTaggart specializes in B.C. fruit.

Established 1893
J. McTaggart & Sons
Grocers
VANCOUVER, B.C.

Dear Madam,

A few days ago you favored us with an order for some of the things we sell.

We are writing now to express the hope that you received them all right, and that you were entirely satisfied.

We do not consider a sale completed, when it leaves our store, the goods must be just as you want them or we are not satisfied.

We would be pleased to have you become one of our regular patrons, we will do our best to serve you well.

Thanking you for the business you have already given us, and hoping to be further favored.

Sincerely yours,
J. McTaggart & Sons.

A Reputation for Tea and Coffee

In the third letter here reproduced, this firm is directing the attention of the customer to their special tea and coffee. "We have greatly increased our sales of tea and coffee through this medium," Mr. McTaggart told Canadian Grocer. "Building a reputation for good coffee and tea is good business, and getting the people into your store to buy these two lines, it is invariably the case that an order for general groceries can be secured."

Removable Glass Covers

Another original and novel idea is shown in the accompanying photograph. Mr. McTaggart called in the services of a picture framer and had constructed removable glass covers for his biscuit tins. The use of these glass covers permits of the maximum display, but does away entirely with flies and dust. The background of the window features fancy fruit hampers. All bulk biscuits leaving the McTaggart store are packaged in specially prepared cartons which ensure freedom from breakage.

Started in Small Way

A little over thirty years ago J. McTaggart opened a small grocery store on Granville Street at what was then the extreme south end of Granville Street. Beyond his store could be seen a tangle of standing timber, ferns and creepers. Mr. McTaggart worked in the C.P.R. shops and his wife ran the store. To-day Granville Street extends six miles south to the Fraser River, and McTaggart's grocery has grown to a premier position among the retail stores of the west. Mr. McTaggart a little over a year ago moved off Granville Street one block west to the corner of Robson and Howe Streets.

Established 1893
J. McTaggart & Sons
Grocers
VANCOUVER, B.C.

Dear Madam:—

For several years past we have been specializing in the tea and coffee business and would like to take this opportunity of particularly drawing your attention to Deckajulie B.O.P. Tea.

We have found from past experience that those of our patrons who have started using this standard have got a great deal more satisfaction and pleasure out of their cup of tea.

Might we suggest that you include a pound in your next order? We shall be quite willing to stand behind it and refund the money if you are not entirely satisfied with our recommendation.

Have you noticed our window display?

Thanking you for your patronage.

Yours faithfully,
J. McTaggart & Sons.

Linking Unique Methods of Increasing Sales With Well Arranged Window Displays

This window displaying fancy biscuits resulted in sales of these lines being on a large scale during the period they were shown in McTaggart's store in Vancouver.

Gasoline Outfit Increases Summer Trade

Quebec Province Grocer Sells Gasoline and Accessories to Tourists and Finds That it Brings Extra Business to the Grocery Store—Has Established Good Trade in Automobile Accessories as Well

By Staff Correspondent Canadian Grocer

LENNOXVILLE, Que. — One year ago W. Johnston opened a new grocery store in Lennoxville, Quebec. A picture of the store was published in Canadian Grocer together with an article in which it was stated that this grocer had installed a gasoline tank underground beside his store with an automatic measuring pump in front of the store. It was further explained in that article that since the store was on one of the main roads through the lower part of Quebec into the United States, this grocer developed a big sale of gasoline to passing motorists.

Brings Grocery Trade

This month a representative of Canadian Grocer called on Mr. Johnston again and learned that this trade had developed into something more than the sale of gasoline. Through the summer and fall months of last year he found that by selling gasoline to the motorists he was also getting a bigger share of the grocery trade. These tourists stop on their way through to replenish their supply of gasoline, and in most cases enter the store and buy food stuffs, particularly picnic lines and chocolates. Mr. Johnston attributes the increased sales in these lines during last summer and fall to the fact that he sold gasoline to the passing motorists.

Sells Automobile Accessories

This year he has taken one step further in this trade and has stocked a complete line of automobile accessories. Along one side of the store he has fitted wall cases and drawers for the display and accommodation of these lines. One of the front windows has also been allotted to the display of automobile accessories. On account of the early spring this year and consequent earlier opening of road traffic, he has already had the opportunity to test out the adaptability of this new line to the grocery trade.

A Permanent Department

Mr. Johnston's opinion is summed up in his own words: "I have found that since most of the farmers in this part of the country have their own cars and there are many cars in the town itself, besides all the tourists, it is an accommodation to the people. It brings extra business apart from the sale of the accessories themselves, and to me it has proved an interesting side-line. It is rather a diversion from the routine grocery business. It is an easy line to handle and adds to the attractiveness of the store when it is properly displayed. I feel confident that I will keep it as a department of my store, not that my interest in the grocery business is waning, but because I firmly believe that it has and will help to increase my grocery trade."

"Let Me Have Every Aid in Selling"

Jenkins & Son, Charlottetown, P.E.I., Believe That Good Service and Easy Handling of Merchandise is Only Possible With the Best Equipment—Turnover in This Store Last Year Was $300,000 —Equipment, System, and Salesmanship, Essentials That are Indispensable

By Special Correspondent Canadian Grocer

CHARLOTTETOWN, P.E.I., May 2. —"If there is anything else on the market that will help me sell more goods or make more money, I would like to hear of it," stated Mr. Jenkins, of the firm of Jenkins & Son, Charlottetown, P.E.I., recently in an interview with Canadian Grocer.

In so saying Mr. Jenkins sums up in a few words his opinion of the value of store equipment and accessories in a retail store.

Along one side of the store is a wall case, the base of which is composed of a double row of pivoted bins about forty in number. The top part, however, instead of open shelves is enclosed with glass doors, keeping the stock in the best possible shape and at the same time easy of access for the salespeople. There are no counters or display tables in front of this wall case, and the pivoted bins having glass fronts allow the customers to examine freely the contents, thereby stimulating sales of those lines, and acting in the same capacity as a salesman.

Glass Front Counters

The other side of the store is also equipped with pivoted bins and shelving but, unlike the other side, there are counters with glass front compartments, wherein are displayed samples of different merchandise. These counters are also fitted beneath with bins, convenient to the salespeople, also showcases displaying confectionery and fruits. Mr. Jenkins lays great stress on the value of such equipment and considers "it absolutely necessary to enable them to give better service and at the same time handle more goods within a given time."

As regards accessories, the Jenkins store is pretty fully equipped. A cash register is conveniently located and contains an individual cash drawer for each clerk, thereby placing the full responsibility upon each salesman or saleswoman for all moneys handled by them. In connection with the cash register there is used an accounting system which has its advantages. A credit register, which Mr. Jenkins considers indispensable, enables the firm to keep close watch upon credit accounts, and collections are made promptly. Other accessories that are installed, each having its own particular value, permitting the firm to do more work in less time and handle more goods at less cost, include electric coffee mill, automatic scales, adding machine, stenograph, typewriter and system desk.

JENKINISMS

Do not make price cutting a policy of the business.

Buy in quantities that will not make it necessary to slash prices in order to get rid of the goods.

Give service to customers and stand behind the goods.

Have delivery run on regular schedule.

Don't let insistent customers tempt one into making special deliveries.

Train customers into getting orders in on time to catch regular deliveries.

Don't hold delivery team one minute beyond scheduled time to leave the store.

Pay special attention to window displays so that each display will bring direct results.

1920 Turnover $300,000

During 1920 Jenkins & Son had a turnover of $300,000. This large turnover was attributed to equipment, systematic management and salesmanship, three essentials that are indispensable in building a business.

The staff is composed of six salespeople, two office girls, two warehouse men, one man for weighing up goods and three delivery men. The man for weighing goods is kept constantly busy weighing bulk goods, such as sugar, flour, meals, spices, coffee, etc. In fact everything that is possible is weighed up in packages and kept within easy reach of the salespeople. This weighing is all done in a separate department, which leaves the store free from such work and permits it to be used pretty much as a salesroom and display room only.

Delivery Works on Schedule

The delivery system is one upon which Jenkins & Son place great value, but there are rules that are rigidly adhered to. "Deliveries run on a regular schedule, and under no circumstances can customers tempt us to make a special delivery," said Mr. Jenkins. "In this regard we are very strict and we educate our customers to get their orders in on time to catch regular deliveries. We will not hold a delivery team one minute beyond scheduled time for leaving the store. Strict adherence to this rule is the only way to keep delivery men, and good delivery men constitute the biggest element in satisfactory delivery service."

By the way we might mention that the chief of the delivery service has a unique record of having driven a Jenkins wagon for the past twenty-three years, and during all that time he has never lost a day and has never been the subject for a complaint from a customer, truly a remarkable record, which speaks well of the man and of the organization by whom he is employed.

Must Supply Receptacles

Another feature in the Jenkins store is that customers requiring vinegar or other liquid goods in bulk must supply their own receptacle. At one time the firm supplied these, but they found that usually they were never returned and a good many dollars were lost. Likewise they have desisted from the habit of giving away packing cases used as delivery boxes. While these boxes frequently have to be left with customers, they are discouraged from keeping them, owing to the fact that each box is painted red and has the Jenkins name stencilled on it.

Value of Window Displays

Great care and attention are devoted to the window displays, changing them often and putting in attractive displays of seasonable goods. During the fruit season particular care is taken, and it has been no trick to sell 6,000 oranges on

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Illustrating the attractive interior of the store of Jen kins & Son, at Charlottetown, P.E.I., where the importance of convenient equipments is not lost sight of.

Eliminates Night Work on Books

Manager of Grocery Store in Orangeville, Ont., Considers the Credit Register an Investment That Pays Big Returns—Customers Now Pay Often

"I CONSIDER the —— credit register the most valuable piece of furniture in the store," stated P. Harding, manager of R. H. Robinson, retail grocer, Orangeville, Ont., to a Canadian Grocer representative. "It easily saves ten hours' work each week." Before installing the register, it was necessary for Mr. Robinson to come back to the store three nights every week to make up the books, and even working overtime each week the accounts were not always in shape when customers came in to pay their bills. The result was that customers often came in for their account and when it was not ready they took it as an excuse for not paying, stating that they would call again. "Very often," he added, "they would not call back as soon as they should, and we would just have to wait until they are ready to pay.

Customers Pay Oftener

"Now that is all changed. The accounts are always ready and customers are paying more often, not allowing their accounts to grow nearly as large. Every time they give an order or purchase a single article, they can see at a glance just how much they owe and when it gets to a certain amount they commence to think it is about time to pay it."

In conducting a credit business one of the most annoying things that a merchant has to contend with is the complaints of customers about some item that they had not remembered purchasing. Some people also have a habit of continually making the statement, "I did not think the account was nearly so large and I am afraid that I will not be able to pay the full amount this time." In this respect the experience of R. H. Robinson has been no different from other merchants and often complaints from customers would come in about accounts not being ready or that the account was larger than they expected. Since installing the credit register, however, this has been all eliminated.

A Statement With Every Order

"We have no disputes whatever now," he remarked, "about accounts being too large or that some article was not purchased. Every time an article is bought, the previous amount is carried forward on to the new bill, and in that way a complete statement of the account is rendered with every purchase."

It was just at the noon hour when Canadian Grocer representative was in the store, and a busy hour it was with customers coming in for last minute articles to take home for the noon meal. A man on his return from dinner dropped in for some tobacco and matches. After being served, he told the salesman that he would drop in later and pay for them. "I am just going back to work and forgot to put some money in my pocket," he stated. This was apparently all right, as he was known to the store and the salesman charged the purchase in the proper form.

Where Register Is Valuable

"Did you notice that?" said Mr. Harding to Canadian Grocer. "That is where the credit register will be most valuable. That man has not a regular account, but his wife comes in quite often, so the next time she comes, we will just turn up that sale and add it to the purchase she makes. No doubt there will be some explanation, but the most important thing is we will get the money."

"We Believe in Pushing Special Lines all the Time—People are Waiting for Suggestions"

McDonald and Forman, Grocers in Brandon, Man., Believe in Adopting Alert Selling Methods in Their Business—Sell Only Top Quality Merchandise, and Sales in the Last Year Established Record Figures—Quality is More Important Than Price

By Special Correspondent Canadian Grocer

"WE have found the display of special lines, together with little talks to customers and advertising in the daily press, of very great assistance in the way of increasing sales," J. F. McDonald, of McDonald & Forman, Brandon, Man., told Canadian Grocer recently. "We have never been able to make headway with inferior goods, however, and so we always carry only the best that can be obtained. After all, quality is of first importance, and if a merchant is catering to a public that demands quality before all else, the question of price is not going to stand in the way of sales."

Sales Reach Record Figures

McDonald and Forman have been in business for the past nine years in Brandon. J. F. McDonald and J. F. Forman, before entering business on their own behalf, were employed as clerks, and worked together in the grocery trade. By the application of enterprising ideas, diligence, and service, they have secured a splendid class of patronage. Last year their sales reached record figures eclipsing all previous years in the matter of turnover. By exerting every selling effort, even in these days of readjustment, they are maintaining sales at a very favorable level. McDonald and Forman are salesmen, and sell all the time. It is not their plan to merely take orders, but always their endeavor to sell something in addition to the articles specially asked for. "We believe in pushing some particular line all the time," Mr. McDonald stated. "It is surprising the number of customers who will buy other goods if only the suggestion is made to them.

Change Displays Frequently

"We change our window displays constantly, twice and often three times in the week. Interior and counter displays are also of material aid in the way of increasing the sale of some special line. If a merchant is himself convinced of the worth of an article, and can with confidence recommend it to his customers, he will have no difficulty in selling it to his clientele. The average customer counts on her grocer's recommendation when buying an article for the first time. A good plan is to try the line out in your own home first, and if satisfied, you have no hesitancy in pushing its sale."

McDonald and Forman are consistent advertisers in the Brandon papers, and have long since been convinced of the value of keeping their announcement before the public. Their advertising is always linked up with their window displays, and thus are the very best results obtained.

Interior Display Sells

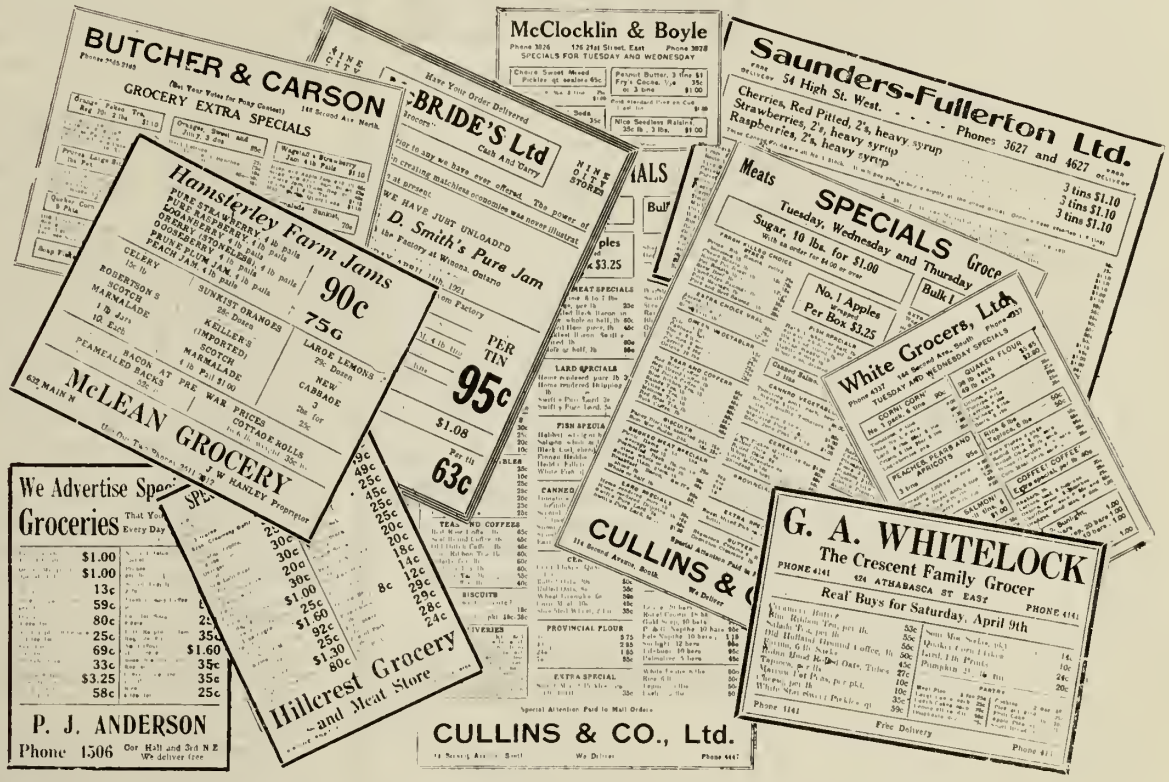
The McDonald and Forman grocery is so arranged as to make for the best displays. Silent salesmen for the showing of choice confectionery are so situated as to immediately catch the eye of the customer on entering the store, and also to obtain a maximum of light. "This

Continued on page 105

McDonald and Forman, Brandon, Man., in addition to using window displays at all times to aid selling, believe in attractive counter and interior displays.

How Grocers in Saskatchewan Regularly Advertise

These Merchants Are Consistent Users of Newspaper Space and Believe That the Financial Outlay is Money Well Invested



THE above advertisements are selected from those of a number of grocers in the larger towns and cities of Saskatchewan, and represent regular and consistent advertisers who use space in the dailies of their respective towns. Some of these merchants use as much as ½ pages and others run ¼ pages. But the point is that these grocers are using newspaper space all the time and are getting results from it. According to the statement of one of these retailers advertisement in the daily press, linked with good window displays, sells goods for them, and the cost of advertising is looked upon as money well invested. It will be noticed from the accompanying advertisements that in each instance prices are quoted, giving the reader accurate information as to what the articles advertised are going to cost. It is in adhering to such a policy that the best results are obtainable. People want to know what they will have to pay for the line that appeals to them, and, of course, it is more often than not that the price makes the real appeal.

These advertisements have been chosen from a large assortment and have been selected because they are the advertisements of merchants who are regular users of space. They are all good, and, it is believed, have brought satisfactory results in the way of increased sales.

Can Trace Success to Special Efforts Given Coffee Sales

"If There is One Thing That Will Bring Customers to the Store it is Coffee," States One Merchant—"Be Particular About the Quality And the Price Will Be a Small Matter"—Sarnia Grocer Keeps Three Grades of Coffee But Sells More of a High-priced Line Than of the Cheaper Blends

"IF there is one thing that will bring customers to the store, it is good coffee," stated George A. Gow, Hamilton, Ont., recently. "When I first started in business I decided to concentrate all my selling efforts on coffee, and build up a business around it. During the past ten years this has been carried out, and we have now many regular customers who first started to trade with us through occasionally dropping in for a pound of coffee."

Concentrating Sales Effort

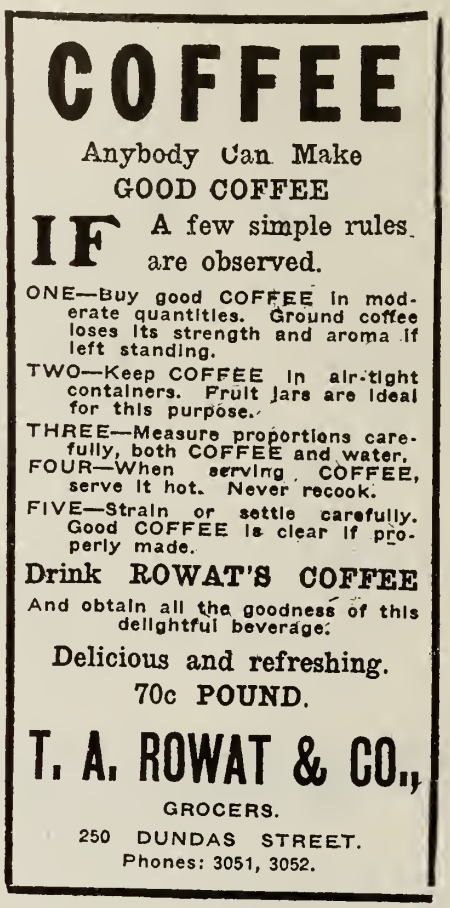
Many a retail business has been built up just on that one point. Concentrating selling efforts on one certain line, getting a reputation for it which eventually leads to steady customers, pays substantial returns. Many merchants can trace the success of their business to the fact that they have paid particular attention to the coffee department. This perhaps has meant long hours of work and study to find out the best blend and the flavor best liked by their customers, but the coffee department has turned out to be the best paying department in the store, not so much through actual sales on coffee as through the custom that the coffee business draws.

Canada is not considered a coffee drinking country, but the business is growing. There has been no better opportunity that at present to build up a coffee trade. Importers state that the general taste for coffee runs to the finer grades. They are constantly striving to obtain the highest quality grown. This then leads to the first principle in increasing a coffee trade—sell good coffee.

Sells the High Price One

"We have three grades of coffee," said Robert Kirby, Sarnia, Ont., the other day. "One sells at 40 cents, one at 60 cents and another at $1 per pound. It is the dollar grade that we push and recommend. The other grades we forget as much as possible. When a customer asks for coffee we talk the better grade and do not mention the lower prices unless they demand something cheaper. Sales on the high priced line average 125 pounds a week, the 60 cents line about 50 pounds, and the 40 cents one has a very limited sale."

One point that the merchant should constantly keep in mind is the customer's viewpoint is not always the price. It is the quality, and the customer in nearly every instance will remember the quality long after the price is forgotten.


COFFEE
Anybody Can Make
GOOD COFFEE
IF A few simple rules are observed.
ONE—Buy good COFFEE in moderate quantities. Ground coffee loses its strength and aroma if left standing.
TWO—Keep COFFEE in air-tight containers. Fruit jars are ideal for this purpose.
THREE—Measure proportions carefully, both COFFEE and water.
FOUR—When serving COFFEE, serve it hot. Never recook.
FIVE—Strain or settle carefully. Good COFFEE is clear if properly made.
Drink ROWAT'S COFFEE
And obtain all the goodness of this delightful beverage.
Delicious and refreshing.
70c POUND.
T. A. ROWAT & CO.,
GROCERS.
250 DUNDAS STREET.
Phones: 3051, 3052.

Advertising stimulates sales of coffee in T. A. Rowat's store.

Why His Sales Fell Off

The writer was recently in a store when the merchant remarked that sales of coffee were decreasing and that he could not figure it out, because they used to have a nice coffee business. Just then a customer came in and asked for a pound of coffee.

"What kind of coffee?" asked the clerk.

"Oh, I don't know," said the customer. "What kind have you got?"

"Forty-five, fifty and seventy cents a pound," said the clerk.

"Give me a pound of the forty-five," said the customer.

The customer then went out with a pound of the poorest coffee in the store.

It does not need much analyzing to find out why this merchant's coffee business has fallen down. This customer takes the coffee home, brews it with the usual care, but instead of having a delightful beverage, she gets something that does not appeal to her taste, and it is doubtful whether she ever returns to that store.

Varied Methods Employed

Methods employed by merchants to build sales of coffee are varied. Some have adopted the idea of placing the coffee mill in the window, claiming that the principle of motion and the odor of the grinding coffee permeating the air of the street has such an appetizing influence on the passer-by that he cannot resist the temptation to enter and make a purchase. Such has been the experience of J. Bambrick, Ottawa, Ont., whose annual sales of coffee run to 14,000 pounds.

J. McDougal & Sons, Ingersoll, Ont., have the coffee mill just inside the front door, and their sales jumped from 50 pounds a week to 200 pounds in six months.

V. R. Maylor, Forrest, Ont., installed a coffee mill in a window and his sales of coffee increased 15 per cent. in three months.

G. H. Knowles, Newmarket, Ont., has the coffee mill placed on the counter in such a prominent location that customers cannot fail to take the suggestion. This merchant's sales have increased 25 per cent. in nine months.

Scandrett Bros., London, Ont., owe the success of their coffee business to the fact that all the sales-people are being constantly reminded that they must push coffee, suggesting coffee to every customer who makes a purchase. Sales of coffee in this store were 8,321 pounds in 1918, 10,687 pounds in 1919 and in 1920 sales jumped to over 12,000 pounds.

Size of Town Unimportant

There are hundreds of other merchants who have built up an enviable reputation just on the strength of the quality of the coffee they sell. The reason the merchants mentioned above are chosen to illustrate this story is the fact that these merchants are located in various size towns, ranging from a population of 1,000 to 65,000 inhabitants. The experience of these merchants shows that the size of the town makes no difference in building a coffee trade. Each has his

own way of going after it, but all have the same opinion that the goods must have quality.

As mentioned before, Canada being young in the coffee drinking habit must naturally need some tuition in the art of making coffee. This to a great extent can be done by the merchant, and it is bound to react in increased sales.

One of the commonest errors in making coffee, and perhaps responsible for more poor coffee beverage than any other, is the fact that so many housewives seem to think that boiling brings out the strength. Continued boiling to get the so-called strength simply brings out the bitter flavor of the woody substance that remains after the volatile oils, the real good of the bean, has been infused, and which no amount of cream and sugar will disguise. One of the easiest methods of making coffee is simply to use an old-fashioned coffee pot, placing in it a dessertspoonful for each cup required and one for the pot. Pour into it the required amount of furiously boiling water — not water that has been previously boiled or which is only partly brought to a boiling point. Then place the pot on the back of the stove to steep for ten minutes, but do not give the coffee any further boiling. Give the coffee a good vigorous stirring, which causes the grounds to settle to the bottom of the pot. The coffee is then ready to serve.

Buy Only Week's Requirements

Another valuable point worth considering is to purchase a supply that will be sufficient for a week's requirements, or at most a two weeks' supply. Coffee from the moment it is roasted commences to lose flavor and strength and it is a good plan for the merchant to have a standing order with the house supplying the coffee to be shipped at regular intervals.

Some merchants who are located in a city in close touch with a roaster, buy their coffee green, have it roasted every week, blend it themselves and grind it just as required for each individual order. They also advise customers to only buy a quantity sufficient for the week's consumption. Under this plan the coffee reaches the table in the shortest possible time after being roasted. There are other merchants, however, who are not so fortunately situated and must needs buy a larger quantity in a shipment on account of distance from the source of supply. But even under these conditions it would be an easy matter to form some plan that would keep a constant supply of fresh roasted coffee on hand.

Early History of Coffee

There are some interesting facts about the early history of coffee that the merchant could use to good advantage by embodying them in the advertising. The first use of coffee that has so far been discovered was not as a beverage but was used as a food by some of the wandering tribes of Africa in the year A. D. 875, and receiving its now universal name from the district of Kaffa. It appears that these tribes on long treks into other countries would carry with them practically nothing to eat except the berry of the coffee tree, roasted and pounded to a powder, which they would mix with grease and form into balls. It is claimed that one of these balls would sustain a man for a whole day better than a meal of meat.

The first use of coffee as a beverage comes from Arabia in the year 1285. According to an Arabian legend, one Hadji Omar, a pious dervish, was outlawed from Mocha, and when almost dying from hunger in the wilderness, he roasted some of the small round berries he found growing in the thickets. Some of these roasted berries accidentally fell into his drinking water, and he thus discovered the agreeable flavor and nutritious properties of the coffee berries.

Another Arabian legend attributes its first discovery in that country to a Mollah named Chadeley, who, upon being informed of the peculiar and exciting effects produced upon the goats whenever they happened to feed upon the leaves and fruit of a certain kind of tree, resolved to test the virtues of the fruit upon his monks, with whom he had considerable difficulty in keeping them awake during their nocturnal devotions. Preparing an infusion from the berries of the plant, he served it to them, with satisfactory results, the dervishes eagerly taking to the new and exciting beverage.

The First Coffee Houses

In 1554 coffee houses were first opened in Constantinople, and it soon became a favorite with all classes of people, the coffee houses being thronged with people day and night and the poorer classes actually begging in the streets for the purpose of purchasing coffee.

Coffee was first introduced into London, England, in 1640 and sold at $20 to $25 per pound. It made its first appearance in France in 1644, and into Holland in 1690. Since then the coffee drinking habit has grown into one of the world's biggest commercial enterprises.

Canada imported in 1920 coffee to the value of $4,785,751, a big increase over the preceding year. Coffee is fast becoming one of the most popular beverages.

Limburger cheese is ripened in an atmosphere that is damp. Full cases of this product weigh approximately 125 pounds. It comes put up in 1-pound and 2-pound bricks. It gets its name from Limburger, Belgium, where it originated. Its odor comes from the way the outside moisture decomposes during the ripening process.

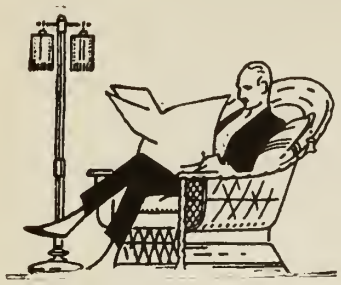
Sales of Soluble Coffee Do Not Interfere With Turnover in Regular Line

MANY retail merchants have one or two lines of commodities upon which they put special selling effort. They are often the foundation upon which a large part of their business is built. Some merchants specialize on bacon, others on tea or coffee, and still others have built up a big business on eggs. Merchants who carry out this idea state that a great portion of their sales are due to that one fact—"specialize on one or two lines that have some particular quality that appeals to the public, and you soon find customers coming from all parts of the city to get that article. Eventually they become regular customers." Such are the words of a retail merchant who has spent a life-time behind the retail grocery counter.

T. A. Rowat & Co., London, Ont., are such merchants. Rowat's coffee has become a by-word for quality not only in the city of London, but for many miles around. Sales run well into 16,000 pounds a year. Perhaps for that reason, Mr. Rowat was skeptical about allowing a certain brand of soluble coffee to be demonstrated in the store. He argued that the featuring of a line of this kind would detract the sales from his own blend upon which he had built up an enviable reputation by hard work and perseverance.

Mr. Rowat, however, always on the watch for new lines and new fields to explore, finally consented to have a demonstration for one day. It happened to be a Saturday.

"It was a pleasant surprise to me at the number of sales that were made during the demonstration," remarked Mr. Rowat to a Canadian Grocer representative. "I noticed at the time and since that the people who buy——— soluble coffee are those that do not use coffee every day, but probably once a week and desire to have coffee in the house. Others who buy it are roomers who perhaps have not the facilities for making coffee. There are also others who buy it for its convenience and as sales on our own blend are steadily increasing and also sales on ——— coffee show a nice increase, since we have been featuring it, it proves to me that talking and pushing this soluble coffee does not in any way interfere with the sales of our own blend, but rather tends to stimulate the demand."



"An Advertisement is Valuable Only When It Is Interesting"

"AN advertisement is valuable only when it is interesting." In thus speaking, G. Dubuc, of the Paquet Company, Ltd., Quebec, P.Q., has sounded the real fundamental of the psychology of advertising. An advertisement to be successful must create some interest in the mind of the prospective purchaser or otherwise that advertisement will be valueless.

A splendid illustration of this point was recently carried out in the Paquet store. This firm put on a contest in which four roosters were the leading feature. In the centre of the store was arranged a square display stand, each corner being occupied with a coop in which was placed a rooster. The intermediate portions of the stand were taken up by an attractive display of hams, bacon and eggs.

Chief Topic of Conversation

An anouncement then appeared in the papers inviting all the boys and girls to come to the store to tell which of the roosters would crow the most and how many times in seven days. The contest stirred up so much interest that it was the principal topic of conversation on the street, in the homes and the schools. Over 6,000 answered and on Thursday the last day of the contest, as announced in the previous day's advertisement, all children accompanied by their parents who visited the store betwen the hours of two and five in the afternoon would be greeted with a big surprise. This surprise was in the form of a bar of chocolate. Eight hundred bars were distributed.

The Result in Sales

The actual result in sales for that week was very gratifying. For instance, 210 hams and more than 2,400 dozen of eggs were sold over the counter. But the greatest benefit that the Paquet store received from the "crowing contest" was the advertisement through the thousands of children who went to the store from all parts of the city.

The Paquet Company makes a specialty of putting on contests that interest the children. Through these contests they get the interest of the whole population. This is based on the principle that the child leads, in a sense, the parent. The influence the child exerts over the parent to make certain purchases or the interest that the child creates in certain stores by continually discussing that store at home is well worth considering. If the influence of the child can be secured, then the interest and patronage of the parent will probably follow. At any rate this has been successfully planned and executed by the Paquet Company on many occasions, and it has resulted in swelling the list of special buyers who eventually become permanent customers of the store.

The Children's Interest

"We aim to get the interest of the children," said Mr. Dubuc, "and when we get several thousand children registered in a contest, the amount of talking they do on the street, in the home and in school is bound to react in bringing our name before the parents. These contests are very successful. Usually we have a guessing contest, and there are several prizes given for the correct answer."

A permanent feature of the Paquet store is a demonstrating counter. This counter is equipped with all the necessary appliances to carry the demonstration to a successful climax. Gas and electric water heaters and stoves are permanent fixtures, so that when a demonstrator is sent out by a manufacturer there are no attachments to be made. Mr. Dubuc is enthusiastic about demonstrations as they tend to bring women into the store.

Co-operates With Demonstrator

During a contest this demonstrating counter is in full swing, and every advantage is taken to stimulate sales by co-operating with the demonstrator.

The store is also made more attractive during a contest by special decorations, and it is surprising the effect that can be obtained by the use of a few potted plants, a vase or two of cut flowers or artificial flowers tastefully arranged.

Screening Off Empty Spaces Of a Window

A rather novel method of dressing a window has been adopted by a Brockville grocer. This grocer has cut a rose pattern from a wallpaper border and draped the cluster of roses around the top and sides of his window. The paper is pasted lightly against the glass of the window and so serves a double purpose. In the first place it is very attractive. Besides being novel it is pretty. The second purpose, while not quite so evident, is nevertheless more profitable to the grocer. It makes the eye turn towards the interior of the window, which after all is the object of the whole display. The arch of roses formed by the border across the top seems to confine the attention to the display in the window, just as peeking through a small window permits a view of only a small part of the interior. In this case the attention of the passer-by is confined to the very part of the window that the grocer has arranged for the advertisement of his goods. This idea might easily be adopted by other grocers. The wallpaper pattern is not necessary to obtain the desired results. Any plan that screens off the empty spaces of the window and confines attention to the display in the window is very effective.

"Crowing Contest" in the Paquet Store, Quebec, P.Q. In each of the coops was placed a rooster and each child was requested to estimate which rooster would crow the most and how many times in seven days. Over 6,000 children registered. During the contest 210 hams and over 2,400 dozen of eggs were sold.

Simple Arrangement is Inaugurated, Readily Estimating Stock on Hand and Lines that Sell at an Advantage

McPherson Bros., St. John, N.B., Adopt Unique Plan in Their System of Stock-taking—Scheme Has Been in Operation For Last Few Months and is Proving Very Satisfactory—Every Sale is Recorded

By Special Correspondent Canadian Grocer

ST. JOHN, N.B., May 2.—Entering upon its forty-fifth year of business, forty-three of which have been spent in the present stand in Union St., McPherson Brothers, retail grocers, have inaugurated a new system of stock-taking that makes possible an accurate estimate of the amount of stock on hand at any time, and also shows what lines are selling to advantage. The arrangement is simple and entails little extra work.

Obtaining Percentage of Profit

A physical inventory is taken as usual, filling in the actual cost, allowing for depreciation, and at the same time filling in the proposed selling price. The difference shows the proposed profit and by dividing the proposed profit by the selling price, the percentage of profit can be ascertained. Each day at the close of business the total sold for cash or on credit is made up. From this is taken the percentage of profit as shown for the day, and the respective amounts are taken from both the cost and selling side of the inventory. As goods come in each day they are added in the same manner to the stock sheet.

In the event of a special sale in any line at reduced prices, the difference between the proposed selling price and the actual selling price is charged to the loss side of profit and loss. In the same manner an advance in price is placed on the profit side. The scheme has been in operation for the last few months and is working out to the general satisfaction of the firm.

Every Sale Recorded

Another new feature which has been added to the business recently is that of recording every sale, both the item and amount. Each clerk has a separate drawer in the cash register and it is thus possible to check his or her cash with the sales slips turned in at the end of the day. Charge accounts are also kept in order in this manner and the sales slips form the medium for operating the stock system as outlined above.

Striking and frequently changed displays are used in preference to advertising to keep the wares of the McPherson store before its regular and prospective customers. The goods exhibited in the spacious windows are changed almost daily and inside the store the contents of cases and tables are often changed. One day canned goods will form the central figure in exhibition, followed the next day by fruits, and so on. Prices are always shown.

McPherson Brothers is now one of the few of the older retail grocery firms in the city. The retirement of M. & H. Gallagher and the F. E. Williams Co. from the grocery trade this spring cuts down the list of "old timers" to less than half a dozen. All the original members of the McPherson firm are now dead, the senior brother, Thomas J., having passed away last June. The business is now being conducted by his son, J. Bruce McPherson. The other members of the original firm were Samuel B., Charles D. and Thomas R. McPherson, all of whom died some years ago.

Filling Hampers for Campers is Profitable Service

Wentzells, Limited, Halifax, N.S., Finds Service to Campers and Summer Cottagers is Worth-While Business—People Call Wentzells on the Telephone, Stating When They Are Leaving on Trip, and Their Hamper With All Requisites for an Outing is Ready for Them.

"WE make a special feature of supplying hampers for campers," Fred B. Day, manager of the retail department of Wentzells Limited, Halifax, N.S., told a representative of Canadian Grocer recently, when spoken to in regard to this particular branch of their business. This feature is one of the particular prides of Mr. Day's work, and he takes special pleasure in looking after the same. He himself is a great lover of the out-of-doors, and has a first-hand knowledge of what people enjoy when going on a fishing or hunting trip. The accompanying advertisement shows how Mr. Day has gone after this business, and he has aimed to give such service that people are showing their appreciation in constantly repeating orders during the summer. Persons anticipating hunting, fishing or yachting trips call this department and either give a list of things they will need, or name an approximate sum of money that they wish to spend. The matter is very frequently left with Mr. Day and his staff, and he uses his own judgment in making up the hamper, when specific instructions are not given.

In Cardboard Cartons

The size of the hamper depends on the nature of the trip, of course, how long the party will be away, the distance they are going, their means of conveyance, and other such details. Some people prefer to send their own wicker cases, while others travelling in trains or motor cars have cardboard cartons. Halifax being primarily a seaport town, there is always a large number of naval officers and men spending a few days in the place. A trip to the woods appeals to them after a long sea voyage, and Mr. Day told Canadian Grocer that among their patrons for hampers the naval officers are their chief customers. In fact, it was because of their constant inquiry for supplies of this kind that he conceived the idea of making a regular department of it and of extending this feature to include the city people as well. This service of supplying hampers is now well established, having shown steady and consistent expansion, until now it requires considerable attention. In some instances complete camping outfits are rented to people, and in this regard the naval men are especially appreciative of such a service.

Canned Goods Popular

"I find the preparation of these hampers very interesting," Mr. Day remarked. "A great deal of detail is required in seeing to it that every little thing is in the hamper that is going to render the trip a pleasure and as convenient as possible. Canned fruits, canned milk, beans, canned meats, bacon, cooked hams, and many other edibles that can be quickly and easily prepared, and at the same time supply an appetizing meal to a hungry party, constitute the hampers. Many minor but important things that the camper is apt to forget are never omitted. It is our special care to see that all requisites are in the hamper, and experience has taught us what is most appreciated. For instance, apart from the actual foods that are necessary, there are matches, candles, dry kindlings, and such things. We also supply cardboard dishes and campers' spoons. In fact, we overlook nothing. People telephone us stating what time they are leaving, the number in the party, and we do the rest. Their hamper is ready for them when they are ready to start. We provide a unique service, eliminating worry and bother on the part of the people as to what to get ready, apart from the time it takes the average person to prepare supplies for a fishing or hunting expedition."

Get Hampers for Campers at the "Big Store"

Next time you are going away on a fishing or a motoring trip and want a hamper of good things to eat give your order to the "Big Store". Just send along a list of what you want and we will do the rest—supplying the hamper as well as its contents.

We are making a special effort in this direction. It is the work of certain clerks to fill these orders. Their experience is at your command. We can supply small parties or large parties—and we guarantee that they will be perfectly satisfied with variety, quality and values.

Just say when you intend leaving and want the hamper delivered, we will have it there in plenty time.

Wentzells Limitel delivery service as far as Bedford.

On Mondays and Thursdays we make deliveries to Birch Cove, Prince's Lodge, Mill View and Bedford.

WENTZELLS LIMITED

(Amalgamating James Scott & Co.)

The "Big Store"
Centre of Halifax.

This Grocery Firm Serves Southern Alberta Through Medium of Catalogue Replete With Prices

The Good Co., Ltd., Lethbridge, Alta., Has Built Up an Extensive Trade, Sending Their Catalogues to Practically Every Householder in Southern Alberta—No Free Deliveries Are Made and Business is Strictly Cash

THROUGH a catalogue that is distributed widespread throughout the surrounding country, the Good Co., Ltd., of Lethbridge, Alta., has built up a large business. Their main store at Lethbridge is one of the largest of its kind in the province, and the feature of the business is that no deliveries are made. The farmer and city folk are on the same plane. All must carry home their goods. In the case of the mail orders, which are on a rather extensive scale, goods are sold f.o.b. warehouse, freight, express, delivery and cartage charges being extra.

A Complete Price List

The catalogue of the Good Co. is a most complete price list, and is sent to almost every householder in Southern Alberta. In this way this firm enjoys the patronage of many in this section of the province, apart from the large town clientele. The Good Co. is known as the spot cash grocery house. The catalogue is revised according to markets every month, and new ones are sent to the customers, so that all patrons have the advantage of price changes. In the spring of last year a new store was opened at Taber, Alta., and a good deal of business is now handled from that centre.

Cuts Down Bookkeeping

For some years the Good Co. operated on the regular plan of delivering and credit extensions, but for the past year or more have adhered strictly to the cash-and-carry way of merchandising. "Since we reconstructed our business and transformed it into a live, go-ahead cash store, we have found out just what the people of Lethbridge and district wanted," the manager of the company told a representative of Canadian Grocer. "Since starting on a cash system we have cut down a great deal of bookkeeping. There are now no deliveries and bad debts are a thing of the past. We have been able to give our customers the advantage by selling at a much cheaper rate, and, having the cash, we, too, can buy better. We aim to sell only the best quality goods, and we believe our success has been largely due to this fact. We are receiving repeat orders all the time through the mails, and that is the best guarantee that our present way of doing business is appreciated."

Alphabetically Arranged

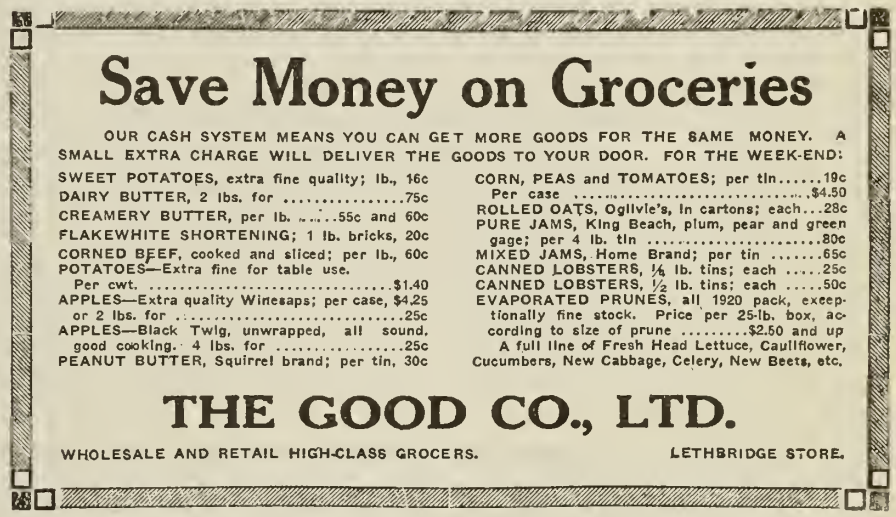
The catalogue of the Good Co. is attractively gotten up. It is replete with information, and the lists of prices give the customer the necessary assistance in the making out of an order. Goods are arranged in alphabetical style, and this, too, facilitates the matter of writing out an order. It renders the consulting of prices an easy matter. An insert in the centre of the book, in red leaves, is called "Our Special Section." A review of market conditions in general groceries is given, with timely talks to the people about seasonable lines that are arriving. The special prices on lines that are being specially offered for the month are here stated. These are commodities that are offered at lower figures for the current month, and each catalogue that goes out contains a list of articles that represent attractive values.

Use Deposit Accounts

"We give our mail orders particular attention," the manager continued. "All goods shipped out are double checked by experienced men, and we guarantee satisfaction on all orders. When too much money is sent we return the amount over. All goods not paid for when ordered are sent C.O.D. We do a very large and extensive trade in butter and eggs in this section of the province. We are prepared to buy all supplies offered, and we pay cash or give goods in exchange just as the customer desires. Customers living at a distance have the privilege of a deposit account, and buy on it from time to time. A great many of our out of town people buy in this way. All our quotations are made subject to market changes, and are likely to change without notice.

Gratifying Increase

"While our mail order business is on a very large scale, our trade in Lethbridge and also in Taber, where we have had a store a little over a year, shows gratifying increase. It is, of course, strictly cash, and absolutely no deliveries are made. Everything in the store is priced so that the people can readily see the cost of any article. Changing from the old system to the new, there were some of our people who did not take at once to the new plan, but now that it has been firmly established we believe our business has grown. The public have shown their appreciation by their steady and consistent patronage, and we have endeavored at all times to give our patrons the benefit of paying cash. I think the cash basis is working out to the benefit of everyone."


Save Money on Groceries
OUR CASH SYSTEM MEANS YOU CAN GET MORE GOODS FOR THE SAME MONEY. A SMALL EXTRA CHARGE WILL DELIVER THE GOODS TO YOUR DOOR. FOR THE WEEK-END:
SWEET POTATOES, extra fine quality; lb., 16c
DAIRY BUTTER, 2 lbs. for 75c
CREAMERY BUTTER, per lb. .....55c and 60c
FLAKEWHITE SHORTENING; 1 lb. bricks, 20c
CORNED BEEF, cooked and sliced; per lb., 60c
POTATOES—Extra fine for table use.
Per cwt. $1.40
APPLES—Extra quality Wineaps; per case, $4.25
or 2 lbs. for 25c
APPLES—Black Twig, unwrapped, all sound, good cooking. 4 lbs. for 25c
PEANUT BUTTER, Squirrel brand; per tin, 30c
CORN, PEAS and TOMATOES; per tin.....19c
Per case $4.50
ROLLED OATS, Ogilvie's, in cartons; each...28c
PURE JAMS, King Beach, plum, pear and green gage; per 4 lb. tin 80c
MIXED JAMS, Home Brand; per tin 65c
CANNED LOBSTERS, ¼ lb. tins; each 25c
CANNED LOBSTERS, ½ lb. tins; each 50c
EVAPORATED PRUNES, all 1920 pack, exceptionally fine stock. Price per 25-lb. box, according to size of prune .....$2.50 and up
A full line of Fresh Head Lettuce, Cauliflower, Cucumbers, New Cabbage, Celery, New Beets, etc.
THE GOOD CO., LTD.
WHOLESALE AND RETAIL HIGH-CLASS GROCERS.
LETHBRIDGE STORE.

Showing how the Good Co., Limited, advertise in the Lethbridge daily.

Putting the Punch in Window Cards and Tags

Ninety Per Cent. of the Retail Store Window Displays Require Price Tags and Cards—These Can Be Made One of the Biggest Selling Factors in the Store's Policy if They Are Utilized in a Clever Way

WINDOW cards and price tags are a part of the essential equipment for the dressing of ninety per cent. of the average window displays. Once in a while a display is so extraordinary or so forceful that no price tags and no window cards are needed to complete the story, but such displays are few and far between, and the general thing is to use price tags and cards quite extensively.

Such cards and tags have in themselves a very definite sales punch. They carry specific and interesting information about the goods on display and about the store itself. And, for that reason, they help sell goods in no uncertain manner.

But, in addition to this original punch which all price tags and the majority of window cards have, they can be given an additional sales punch which will make them doubly valuable to the store which uses them. And this double sales punch will also be calculated to make the displays more interesting and decidedly different from the ordinary run of displays.

Let's look at this proposition more closely and see just what is meant by this double sales punch and how such a double punch can be given to the cards and tags.

Let us suppose, for instance, that the store has a display showing certain summer lines, and let us suppose that every article in the window carries a price tag and that accompanying window cards tell of the excellent quality of the goods. Now, under ordinary circumstances, such tags and cards would be simply bits of cardboard which were attractively lettered by a skilled card painter. The lettering would be very well done, the colors used would harmonize with the display itself and the work would be a high-class example of the sign painter at his best.

But, except for the copy on the cards and the prices, the material would not hook up with the display in any particularly effective fashion. There would not even be uniformity in the shapes of the tags and the cards and there would be nothing especially distinctive about the cards or the tags.

Link Them With Display

Suppose, now, that instead of using merely nondescript tags and cards the store decided to hook them up with the display. And suppose that for tags the store used bits of cardboard cut out to resemble fruit or some article you are showing. And suppose that for the cards the store used larger sheets of cardboard cut to make the same outline. Suppose that the suggestion of articles contained in the outline of the tags and cards was emphasized by the store by the use of a little paint to indicate the various articles. When this was done each tag and each card would resemble all the other tags and cards, and the very appearance of the objects would serve to call additional attention to the display and would further impress the idea of these lines upon the minds of those people who looked in at the display.

Certainly it would seem as though some such uniformity as this in the tags and cards used in the advertising of summer lines in window displays would give a more interesting and more uniform appearance to the window than if merely ordinary tags and cards were used. And it would seem as though this double punch to these essential articles of window dressing would serve to make the windows more interesting as well as to give them a greater sales value.

People always like new things in window displays. Little stunts catch their eyes and make them talk. And a stunt of this character which would be so different from the usual thing would be sure to create more than passing interest.

Of course, a stunt of this kind isn't a tremendously difficult thing to put over, and is a stunt which, moreover, when combined with exceedingly attractive displays and with other alert and up-to-date ideas in other phases of the store management, will go far toward helping along the store's reputation for being just a little ahead of other establishments.

Of course, the use of stunt price tags and window cards, as they might be called, need not be confined alone to cut-outs, as here mentioned. Suppose, for instance, that the store is observing a birthday. If this is the case what would be more appropriate than to have the tags and cards all shaped like the outline of the store's home or to resemble the figure denoting the number of years the store has been in business? Or if the store is putting on a special sale of some character, why couldn't all the tags and cards used in advertising the sale be framed to make the outline of the letters "SALE" and thereby call further attention to the fact that the store is selling goods at special prices?

> Nowadays when competition in the retail business is so very keen it behooves every enterprising merchant to take advantage of every little thing which will help sell his goods. It behooves him to try and get a double punch into his price tags and window cards, because the more sales force there is in his windows the more goods he is certain to sell. Window cards and price tags are a part of the essential equipment required for the dressing of ninety per cent. of the average window displays. It is only rarely that a display is so extraordinary or forceful that no price tag nor window cards are needed to complete it.

Timely Display

Suppose, again, the town is having some special celebration. In such a case the store would naturally want to put on a special window and it would certainly give a much more interesting and attractive appearance to such a window to have all the tags and cards in the window framed appropriate to the particular character of the celebration.

There are all sorts of unusual and interesting things which can be done with price tags and window cards, and which are calculated to give to these objects a double punch. And some of these things are entirely different from the usage told above by means of which the tags would be given a uniformity of appearance in keeping with the goods displayed or special events observed by the store or the city in which the store is located.

For instance, suppose that at the top of every price tag appearing in a certain sales window appeared a single

letter, such as "A" or "E," and so on. And suppose that these letters were painted in red or in some color which would make them stand out prominently. Now, when the folks looked in at the window a lot of people would most naturally remark:

"What does that 'A' on that tag mean?"

Or—

"What's the idea of putting different letters at the top of each of those price tags?"

Then the object of the stunt might be told in a window card which would carry a jumble of letters across the top, thereby hooking it up with the letters on the price tags. The idea behind the stunt might be revealed like this lettering on this card:

"WHAT DO THE LETTERS ON THE PRICE TAGS SAY?"

"These letters carry an important message to YOU.

"Read them from RIGHT to LEFT and see what they say. Start with the tag at the extreme right of this window and then follow the tags to the extreme left. You'll be interested in the message conveyed by these letters."

A great many people would, of course, have been trying to join the letters into words by reading them from the left to the right in the usual way, and so these people and a lot of others would be very much interested in reading them in just the opposite way to the usual manner and in seeing what the mysterious message was.

The message itself might be something like this:

SOMETHING FOR THAT PICNIC OF YOURS.

Of course, such a message as this would be important to everyone who were thinking of going on a picnic, as nearly everybody does in the summer, and it is certain that this method of getting the message across would create a lot more comment than merely to state it in the ordinary way on a window card. A large percentage of the women of the city would, undoubtedly, talk about the stunt in some such way as this:

"Did you see the novel way the store dressed its window the other day? They do it by the means of letters on the price tags. You read the letters backwards starting with the first tag at the right of the window, and the letters then spell 'Something for that picnic of yours!' I thought it was very clever, and it made me all the more anxious to get things because I know that when I buy at the store I'll be getting something that has quality."

Illuminated Tags

Another things that might be done with the price tags and the window cards would be to affix a little electric light bulb over each tag and card. This could be very readily done by the use of the sort of electric lights that are furnished complete for use on Christmas trees. Then, at night, these lights might be turned on and the appearance of all these lights in the window—the lights, perhaps, being of different colors—would attract an immense amount of attention and would, of course, centre the major portion of this attention upon the tags themselves, thereby forcefully impressing the prices upon the minds of all those people looking in at the windows. Such a stunt as this would be especially effective in instances where the prices were of themselves notable and where the store was especially anxious to emphasize this fact.

In addition to this original punch which all price tags and the majority of window cards have, they can be given an additional sales punch which will make them doubly valuable to the store which uses them. This double sales punch will also be calculated to make the displays more interesting and decidedly different from the ordinary run of displays. Instead of using merely nondescript tags and cards link them up with the display, using bits of cardboard cut out to resemble some of the lines you are showing. For the cards too use larger cardboard cut in the same designs as the tags.

Emphasizing Special Uses

Still another thing that might be done with the price tags and the window cards would be to frame tags and cards which would be in harmony with the occasions upon which the articles shown were to be used. For instance, suppose that the store is making a display of delicacies suited for afternoon card parties. Then the price tags might be made to look like the various kinds of playing cards —ten spot, eight spot, etc.—and the window cards might be made to resemble the face cards. Such a use of the tags and cards would give added punch to any statement appearing upon the window cards to the effect that these food lines shown were especially suited for afternoon card parties, afternoon teas and other similar affairs.

Nowadays when competition in the retail business is so very keen it behooves every enterprising merchant to take advantage of every little thing which will help sell his goods. And it behooves him to try and get a double punch into his price tags and window cards because the more sales force there is in his windows the more goods he is certain to sell.

THIS "WASHOUT" GOT RESULTS

After having taken stock a merchant in Saskatchewan found that he had a miscellaneous collection of different lines that were not enjoying a ready sale. The majority of these lines were odd lots and many were only represented by one or two packages. A large wash tub, with washboard and cake of soap, and a buxom figure in a big checked apron bending over it occupied the centre of the window. Clothes lines were strung about the window, to which were fastened the various articles that the merchant wished to clear out and fastened to each was a price tag. A big show card announced "Great washout of broken lines of goods, found after stocktaking. Must be sold to make room for new goods."

POINTS TO CONSIDER

To increase the sales on toilet soaps a merchant the other day made a feature of the various brands he was carrying in the following manner. A large star was constructed out of wall board and covered with cheesecloth, puffed nice and full, the alternate points of pale blue and white. On each of the points were fastened the soap that was being featured, while a round blue card lettered in white reading "Good Points to be Considered" was fastened in the centre of the star, which was then suspended in the centre of the window, surrounded with neat piles of the soap and each pile bearing a neat price ticket.

LIVE BEES HELP HONEY SALES

A merchant in Western Ontario had a glass case in his show window containing a section of honey out of a beehive, with hundreds of the busy little workers in full activity. The balance of the window was taken up with an attractive display of honey in the comb, tins and various size glass jars. A show card announcing, "We sell only strictly pure honey," occupied a prominent position.

FREE ICE CREAM SODAS

A retail grocer in Western Ontario installed a soda fountain in connection with the grocery. To get customers interested in the new department he advertised that all customers purchasing goods to the amount of one dollar or more on a certain Saturday would be presented with a soda check good for an ice cream soda or dish of ice cream any time during the summer season.

Sells Bananas by the Pound and Increases the Profits

J. M. Gibbs, Parkhill, Ont., Finds it is the Only Profitable Way to Dispose of Them at the Present Time —In This Way the Small Ones Need Not be Sold at a Bargain

"ONE dozen bananas, please! How much are they?" said a customer in the store of J. M. Gibbs, Parkhill, Ont., in the hearing of a Canadian Grocer representative, during the occasion of a recent visit.

"They are 15 cents per pound or two pounds for 25 cents," replied J. T. Graham, manager of the grocery department.

"That is a funny way to sell bananas. I don't want a pound. I want a dozen," said the customer.

Mr. Graham showed the customer over to the side of the store where several bunches of bananas were hanging and said, "The last customer who bought bananas picked out all the large ones, and in order to give you as good value, we are selling these by the pound. If I did not do that I would have to charge you the same price per dozen for these smaller ones as the lady before you paid for the larger ones, which of course would be hardly fair to you."

Customer Well Pleased

"That seems reasonable. Just cut off a dozen and weigh them up," said the customer. It was done, and the customer went out well pleased with her purchase.

Once upon a time the merchant could have purchased a fair sized bunch of bananas for around 90 cents, or a good big one weighing 80 pounds or perhaps more for $1.50. These bananas were sold for 15 or 20 cents per dozen, showing the merchant a real profit. Conditions have greatly changed since then. Bananas have greatly increased in price and are now purchased by the pound. The merchant in re-selling by the dozen has considerable difficulty in getting his money back, even when the price is set around 40 or 50 cents per dozen.

The only logical method then is for the merchant to sell by the pound at such a price that will show at least a small return for his investment. That some merchants are doing this and doing it diplomatically is evidenced by the above incident which occurred in the store of J. M. Gibbs, in Parkhill, Ont.

"When bananas were cheaper, we could make a good profit by selling by the dozen," said Mr. Graham, the manager, "but since the price has got so high we found that it was almost impossible to break even. Now, however, it is different, since selling by the pound, we find that we can make at least a dollar on every bunch and sometimes more. Another feature is that there are no leftovers to sell at a bargain price. The small ones are worked in with the bigger ones and weighed up together. It is better also for the customer, because she gets just the amount of bananas she pays for. We sometimes have complaints, like the customer who just went out, but when they are handled the same as I did that one they are usually convinced and go away pleased with the change in the method of selling. My idea is to make the customer feel that she is the one that is receiving the benefit. In this way we have little difficulty in bringing the customer around to our viewpoint."

"The Only Fair Way to Sell Bananas is by Weight"

Other Grocers Express Opinions in Regard to Selling Bananas By the Pound, Declaring That it is the Only System That Gives Satisfaction

A GROCER in Sherbrooke, Que., has not only adopted plan of selling oranges by peck but sells bananas by weight. This perhaps is not quite as novel an idea, since many merchants are now selling bananas in that way. This grocer explains that many customers come in to buy bananas, and when buying by the dozen pick out all the big ones and leave the smaller ones. It follows then that if a customer telephones an order, and these are generally the grocer's best customers, she has to take what is left and in many cases the grocer is embarrassed by the size of the fruit that he is obliged to send, since the choice has been left to his judgment. Since this new plan was adopted, if a customer buys a dozen large bananas they have to pay a higher price for them, since they are getting full value for their money. If, however, smaller bananas are chosen there is less weight per dozen and consequently cost less. This grocer set a price of 15 cents per pound on bananas and since they vary considerably in size the price per dozen also varies. He explained to Canadian Grocer representative that this plan too has pleased his customers since they realize the fairness of the proposition and appreciate that the grocer is only attempting to give them better value for their money.

System Gives Satisfaction

W. Johnston, grocer, of Lennoxville, also sells bananas by weight and claims that it is the only just and fair way to sell the fruit. He stated to Canadian Grocer representative that not only are his customers pleased with the plan but when he weighs a stock of bananas and calculates what he will get for them by selling them by weight he finds that there is more money in handling them that way than by selling them by the dozen. He also stated that it gives the grocer more scope in his buying since he can buy his fruit on the quality of the fruit itself and not on the size of the stock he is getting. Mr. Johnston states that many of the wholesale fruit merchants are selling bananas now by weight, which facilitates the matter for the grocer who would adopt this plan. "The extra trouble in weighing the fruit, which with the modern scale is negligible, is more than repaid in the satisfaction both the grocer and his customers get from the system," concluded Mr. Johnston.

A Better System All Round

Canadian Grocer referred this question to Mr. Stewart, of the Peterson Fruit Co., of Montreal, and asked for his opinion of this system of selling fruit. Mr. Stewart said: "I am convinced that it is the most advantageous way of selling fruit from the standpoint of the wholesale fruit merchant, the grocer and

(Continued on page 104)

Making a specialty of fruit has been the secret of Miss Ker's success. Tempting arrangements of fruits, such as shown here, are always the means of increasing sales.

Giving a Feminine Touch to the Fruit Business and Making It Pay

One Month's Sale of Fruits in Miss Ker's Store in Montreal Last Summer Totalled Over Eleven Thousand Dollars—Sales in the Winter Months, Too, Are Large—Sells No Other Lines But Fruit

MISS KER, the proprietress of J. E. Ker & Co. fruit store, St. James Street, Montreal, has ommercialized the feminine touch to he fruit business so that in the down-own section of Montreal she has de-eloped the sale of fruit to the point here the sales mount up as high as even thousand dollars a month in arge accounts in fruit alone. Sales such big proportions come in the mmer months, but the sales for the inter months, too, are very large. Miss er states that nearly all her customers e business men, and that the secret the business is in being able to give em service, and at the same time give ntinual satisfaction.

The fruit window reproduced in this sue shows plainly the feminine touch at characterizes this business. To ose who know Montreal the site of is store might not seem advantageous the fruit business, but knowing human ture Miss Ker and her sisters have en able to turn large sales of fruit to eir store through the business men o daily frequent this section of the y.

The Feminine Touch

By far the greater portion of the cus-mers of this store are the business men ose wives instruct them to bring me fruit home with them in the even-. Like men, they forget or do not re to stop in at a store on the way business to buy fruit and so some time through the day they call up Miss Ker and ask her to prepare for them a basket of fruit, requesting that it either be sent up or stating that they will call for it on their way home. It is in these sales that these ladies have succeeded in adding to their service the feminine touch which has secured for them the trade of the business men of the down-town section of Montreal. There is something very pleasing about the way the orders are put up, and the attention that is given to each customer.

Big Summer Trade

There is another advantage to this downtown site which at first is not apparent. During the summer months a great majority of the business men live outside of the city. They come in every morning from points along the river and from some of the lakes along the St. Lawrence and in the evening take the train back to their summer residences.

As a result these men rarely have time to go uptown and in the afternoon before they leave for home they telephone an order to this fruit store. Besides this Miss Ker has one delivery truck and next summer she expects to have two, which will make two lake shore deliveries a week. When it is considered that this store sells practically nothing but fruit, and that the one truck is kept continually busy delivering telephone orders and a second truck is now required, the possibilities of specializing in the fruit business can be realized.

To Open New Store

At the present time Miss Ker has only the front part of a grocery store which she has rented on a short lease, but she expects to move to a new and even better equipped store only half a block away. When asked by a Canadian Grocer representative what was the secret of developing a large fruit trade in this down-town section, Miss Ker said, "The secret is simply choice fruit, good service and the ability to make every customer feel that he or she is receiving special attention."

Parmesan cheese is a hardy cheese from the sunny shores of Italy, granular in appearance when broken, and after imported here usually is packed in grated form in bottles. It is a good keeper, and is ideal for seasoning macaroni or serving with soups.

"Display Will Sell Fruit All the Time"

"There is Nothing Like a Window of Fruit to Increase Sales," Says Joseph Dawson, of Dawson & Co., Brampton, Ont.—Sells Twenty-five Bunches of Bananas on an Average Every Week

"THERE is nothing like a window display to sell fruit," remarked Joseph Dawson, of Dawson & Co., Brampton, Ont., to a representative of Canadian Grocer recently. Dawson & Co. run fruit sales into large figures during the course of a year. They specialize in fruit twelve months of the year. During the winter months the turnover in oranges and other citric fruits is on a large scale. In the spring Dawson & Co. start early to sell the southern fruits and vegetables, and when the Canadian fresh fruits are available they dispose of great quantities of them. They have also found bananas a profitable line, and have concentrated on their sale. "From May until October," remarked Mr. Dawson, "we have averaged as many as twenty-five bunches a week, and before Italian fruit stores established in the town we have sold as many as twenty-five bunches on a Saturday."

Cut Bananas From Stalk

"Window displays always play a big part in our fruit sales. We usually keep one window for fruits and vegetables, and sell largely from the window. In our sales of bananas we have had a good deal of success in following the method of cutting the bananas off the stalk and piling them in bulk in the window. It is surprising the number that can be sold in this way. Cutting them up ahead of time, too, facilitates serving people, and in this way sales are increased. Bananas in our store are a good, steady turnover week in and week out. They show a good profit and are an easy line to handle."

"Have you ever sold bananas by the pound?" Mr. Dawson was asked.

"No, we always sell them by the dozen," he replied. "I believe, however, that it would be a good method to follow, as once the people got accustomed to the practice, it would eliminate customer picking over the bananas in order to get all the large ones, and loss from waste would be reduced to a minimum."

Orange Sales 25 Cases Weekly

Sales of oranges in the Dawson store total twenty-five cases weekly. "From the time the orange season commences we sell oranges. This fruit represents a quick turnover and a reasonable profit. We usually buy cases of 200s and 216s and then mix the two sizes together. We have them on display practically all the time, always keeping them well to the front. Display is the big factor in selling oranges, and sales can be greatly increased if they are kept constantly before your trade."

Mr. Dawson told Canadian Grocer that he believed in concentrating selling effort on special lines. "It is very often the specialties that show the greatest profit," he added. "It is always possible to sell something other than what the customer specifically orders. So called 'extras' are very often not thought of, and if the grocer or his selling staff do not think of them they will never be sold. A suggestion of some line to a customer almost invariably results in a sale."

The arrangement of Dawson's store is in itself sufficient to attract trade. Goods are very well displayed in such a way that buying is inevitable. The windows, of course, are used to the best possible advantage, and always display some special line. But as stated previously in this article, one is almost invariably used for the showing of fruits and vegetables. In these spring days Mr. Dawson makes a strong feature of his southern fruits and vegetables, his weekly turnover in these products showing very gratifying figures.

Fruits represent heavy sales in the store of Dawson & Co., at Brampton, Ont. This illustration shows the well arranged interior.

GETTING THE INTEREST OF THE CHILDREN

To increase the sales on a certain brand of breakfast food, a merchant in an Eastern town had printed gummed labels bearing his name and address which he put on the packages of breakfast food. He then advertised in the local paper and also in his window that to each child who brought back to the store ten empty packages bearing his name, he would give a bag of marbles free. This merchant said that his sales were increased 300 per cent. and that many new regular customers were obtained for the store through the influence of the child.

ONLY FAIR WAY TO SELL BANANAS

(Continued from page 102)

the public. In the first place I believe that it increases the consumption of fruit. It is the fairest system I know of and it insures the dealers against losses that otherwise would occur. In the case of bananas we always have a number of loose fruit in every car. Very often they are left in the car, but if we were selling by weight to the grocer and he in turn was selling by weight to his customers, we could dispose of this loose fruit.

Helping to Dispose of Consignments of Fruits by Making an Appealing Display

Illustrating how one merchant made a neat, attractive display of fruits at the height of the summer—the compact arrangement made a favorable impression.

This Grocer Sells Oranges by the Peck

Idea of Merchant in Sherbrooke, Que., Proves Popular With Customers and Results are Profitable

SHERBROOKE, P.Q., May 2.—While a representative of Canadian Grocer was in the office of the proprietor of one of the grocery stores in this city a very interesting telephone order was received by the owner of the store. The customer called up to ask for, among other things, half a dozen of sixty-cent oranges. The reply of the grocer attracted attention, for he said, "I can give you half a dozen of the sixty-cent oranges, but we are now selling a good quality orange at one dollar a peck. I would like very much to have you try buying your oranges by the peck, since I am sure I can give you better value for your money." The suggestion was accepted and the grocer wrote the order for a peck of oranges at the price of one dollar.

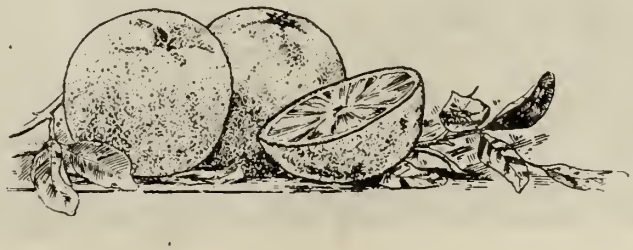
Increases Sales

When Canadian Grocer representative inquired about this method of selling oranges the grocer replied: "Some time ago I bought some oranges, 252s, which I found to be of good quality, but on account of their size the customers seemed prejudiced against them. I was struck with the idea of selling them off by the peck and, calculating the cost, found that I could easily sell them at $1 a peck. I advertised them at this price, and found that this system proved very popular among my customers. I have sold as many as twenty-five cases of oranges in a week by this plan. On an average there are thirty-three oranges to a peck and for this quality of orange I know I am giving my customers a better price than they would get by buying them by the dozen. At the same time I am selling practically three times as many oranges, and so am able to buy my oranges now at a better price. When a grocer buys any commodity in a large quantity he usually gets a better price, and it follows he can offer a better price to his customers with a consequent bigger turnover.

Customers Pleased

"What is more, I have found that this system pleases my customers and they have now got into the habit of asking for oranges by the peck. I feel sure that I will be required to keep up this system and may carry it on with the larger sized oranges. When my sales on this line of fruit are so increased I can afford to sell at even a smaller profit. Another thing that has influenced me in this connection is that since I have adopted this method of selling oranges, I have not only made bigger sales but it appears that my customers are using more oranges. At any rate the demand for oranges has greatly increased and consequently my sales have increased.

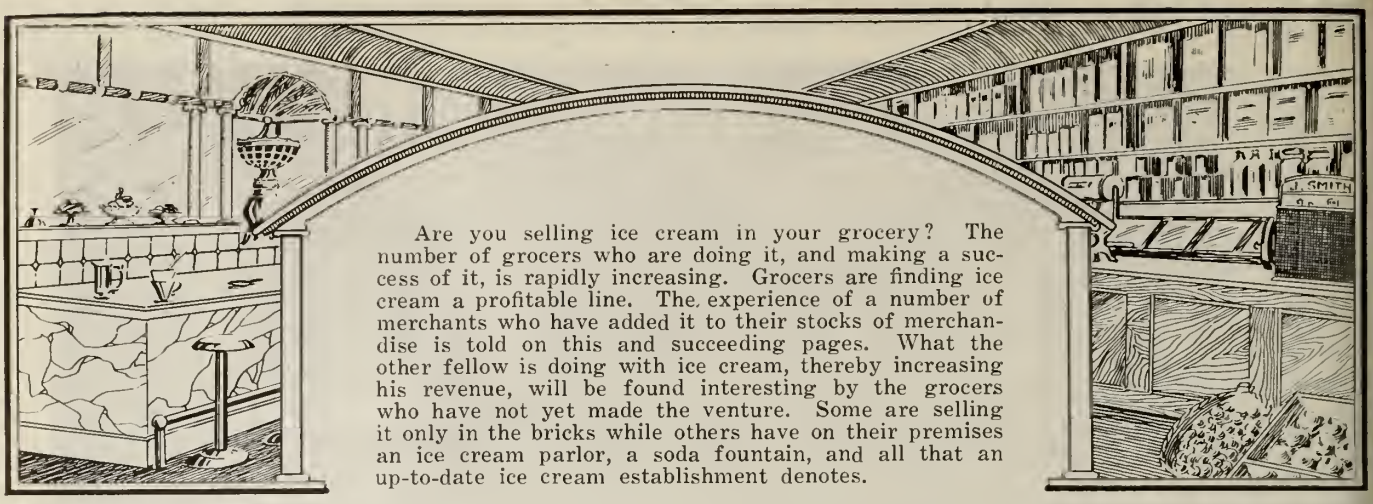
"In certain American cities the plan of selling oranges by the peck is very popular," remarked Mr. Stewart, of the Peterson Fruit Co., of Montreal. "In fact, certain American exporters are strongly in favor of the adoption of the plan. They recognize that it increases the consumption of oranges since the public feel that the fruit is cheaper by buying it by the peck than by the dozen even though the price be the same. However, the grocer can afford to sell oranges cheaper when he is selling by the peck since his turnover cannot help but be greater."



PUSHING SPECIAL LINES

(Continued from page 92)

position we find greatly helps sales," Mr. McDonald added. "A refrigerator showcase is used for the display of cooked meats, and has been the means of stimulating sales to very gratifying extent. We also sell large quantities of fresh fruits and vegetables throughout the year. Display is always an important factor in their turnover, and we find that in keeping them in good condition, and where the people can readily see them, we sell them more quickly."



Are you selling ice cream in your grocery? The number of grocers who are doing it, and making a success of it, is rapidly increasing. Grocers are finding ice cream a profitable line. The experience of a number of merchants who have added it to their stocks of merchandise is told on this and succeeding pages. What the other fellow is doing with ice cream, thereby increasing his revenue, will be found interesting by the grocers who have not yet made the venture. Some are selling it only in the bricks while others have on their premises an ice cream parlor, a soda fountain, and all that an up-to-date ice cream establishment denotes.

Ice Cream Proves Profitable Venture

Sarnia Grocer Invests $500 in Soda Fountain Equipment, and in One Month the Complete Investment is Written off by the Net Profits—Average Daily Net Profit is $15.60

TO invest $500 in a certain piece of store equipment and have the amount of capital invested returned in full out of the net profits of that particular equipment in a trifle over one month sounds pretty good, doesn't it?

No doubt it also sounds like a fairy tale during these days of small profits in a retail grocery business, but, nevertheless, such was the gratifying result of the installation of a soda fountain and kindred equipment in the store of Robert Kirby, Sarnia, Ont. Sales of ice cream, sodas, sundaes, etc., over the fountain in the Kirby store average $65 daily during the summer months. The gross margin of profit on ice cream is 40 per cent. The cost of operating is 16 per cent., leaving a net profit of 24 per cent. or an average daily net profit of $15.60. This record shows that the complete investment was wiped out by the net profits of 32 days' business, even allowing 7½ per cent. interest on the investment.

Location Not a Factor

One might surmise that to conduct a soda fountain in a grocery store successfully, that store should be located in a down-town business section. Robert Kirby's store, however, is not so situated. It occupies a location well to the southern end of the city, but in close proximity to manufacturing concerns employing large office staffs. It is from this source that Mr. Kirby draws a great deal of his soda fountain business.

Previous to installing the soda fountain, Mr. Kirby sold ice cream in bulk and also in cones. A large portion of these sales were made to the nearby offices, and Mr. Kirby conceived the idea that a bigger and more profitable business could be built up on this line if it was gone after in the right way. This he set about to do, with what result, is clearly shown in the splendid record that opens this story.

Fountain Seven Feet Long

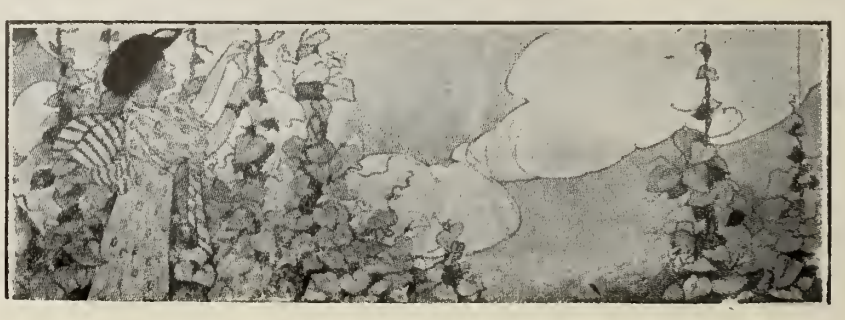
The soda fountain is located about half way down the store on one side. It is seven feet in length, made of white marble with silver trimmings and is complete with soda arm, syrup bottles, fruit jars, sink, etc. In front of the fountain are nine stools fastened to the floor. At the rear is a wall case with a large mirror. Shelves are arranged for displaying fresh fruits and to contain the glasses and dishes. This wall case has a cupboard base with glass doors, containing the surplus fountain supplies. In choosing this particular make of fountain, Mr. Kirby said, "I could have bought a soda fountain equipment at about $200 less than this one cost, but I figured that putting in the best is money well spent."

The fountain is in charge of a young woman who takes a special interest in the work, keeping it in order and serving the various dishes daintily and expeditiously. A printed menu is provided containing a list of twelve flavors of sodas and sundaes, varying in price from ten to twenty cents. Fresh fruits are always used as a special feature on the special dishes, but crushed preserved fruits are also used.

Helps Sales of Groceries

Not all the business is obtained from the source as mentioned above, but customers of the store invariably drop over to the fountain for a refreshing soda or dish of ice cream, after placing their order for groceries or while waiting their turn to be served. Then again, there are those who simply drop in for refreshment and becoming attracted by some particular line of merchandise that is on display frequently make a purchase. Thus it is seen that the fountain plays a double purpose — a means by which many extra sales are made.

Mr. Kirby does not serve the various dishes in the usual glass, but uses a sanitary cone-shaped paper dish that fits into a silver holder. This not only eliminates a lot of labor, such as washing dishes, but it proclaims sanitation and permits a greater profit. "Before using this system we served an ice cream soda in a twelve-ounce glass but now we only use the eight-ounce cone-shaped paper dish which not only gives us a better profit, but customers prefer it served that way best," remarked Mr. Kirby.



Ice Cream to Carry Home

"We have a good trade in ice cream to carry home," said Mr. Kirby. "That is where the fountain is valuable. The previous custom was to keep it in a cabinet, which, try as hard as possible, was always more or less a care. Then in repacking there was a great deal of work involved in draining off the water. With the fountain this is all done away with, because the fountain is connected with the drain, and all that is necessary is to turn a tap, allowing the water to run direct into the drain. Another point is, I find that the ice cream keeps much better in the fountain than it did in the tub or cabinet."

This season Mr. Kirby said he intends to sell only ice cream in bricks for home consumption and will not sell at all by the measure. The reason for this change is because he says he can make a larger profit on bricks than he can by selling by the measure. Another point, according to Mr. Kirby's line of figuring, is that in selling only bricks a lot of small, unprofitable sales are done away with, such as ten or fifteen cents' worth. "Of course we will continue to sell ice cream cones," remarked Mr. Kirby, "because they are a good profitable line."

Wild Cherry Phosphate

One and a half ounces of wild cherry syrup. One dash acid phosphate, large ladleful cracked ice. Fill glass with carbonated water and add a spoonful of chopped native cherries just before serving.

Sales of Ice Cream in Month of July, $810

T. E. Reynolds, in Alliston, Ont., Makes a Gratifying Success With the Sale of Ice Cream in a Regular Grocery Store —Has Ice Cream Parlor at Rear

SELLING ice cream in grocery stores has become almost an established department—that is the selling of ice cream for home consumption. And why should it not be sold in grocery stores? It is acknowledged by authorities to be one of the best of foods, rich in fats and body building elements, and if for no other reason it rightly belongs to the grocery business.

The establishing of soda fountains and the fitting up of separate rooms for the serving of ice cream in connection with the grocery business is perhaps a new departure, but the fact is many merchants are already into this business and it is proving very profitable.

Turnover in July, 1920

During the month of July, 1920, actual sales of ice cream consumed in the ice cream parlor of T. E. Reynolds, Alliston, Ont., amounted to $810. Besides this several hundred gallons were sold to picnic parties and other outings put on by the townspeople. In the Reynolds store the rear is divided from the main part, and used as a room for serving ice cream, sodas, drinks, etc. It has twelve tables with accommodations for forty-eight people at one time. To one side and so arranged as to be accessible to either the room or the store is installed a soda fountain with all the necessary equipment. This is where all the fancy dishes and drinks are made up for patrons.

Only Open Saturday Nights

During the rush hours it takes three young women to look after this business, but at other times one or two girls look after the trade very nicely. One would naturally expect that it would be necessary to keep such a business open every evening, but in this instance it is not done except Saturday nights. Mr. Reynolds stated that no doubt he could do a great deal more business in ice cream if he kept open every night, but he felt that in respect to the grocery business it was only fair and just to other grocers to close up at the usual time of closing.

Brings People Into Store

Another feature in having such a room in which is served ice cream is that it tends to bring people into the store, who otherwise would not come. It is a good advertisement. Many new customers are added to the regular list and extra sales are made to people going in and out of the ice cream room. Mr. Reynolds recalled one instance of when he had a number of cases of honey in five-pound tins that were not moving very fast. He displayed them on a table in the centre of the store, so that people entering the ice cream room could not failed to see them. It resulted in the of twenty tins one afternoon, and in a short time the complete stock was sold.

A number of retail grocers are adding ice cream departments to their stores, many of them fitting them up in the manner here illustrated.

"LET ME HAVE EVERY AID IN SELLING"

(Continued from page 90)

a Saturday. Charlottetown has a population of 12,000, which means an orange for every second man, woman and child in the city.

Recently Jenkins & Son arranged a window display of canned pineapple which was the direct means of disposing of fifty cases in three days.

At one end of the window is placed a large clock, which serves to draw attention to the goods on display as many people have formed the habit of looking there for the time of day.

Ice Cream Helps

J. M. Douglas, of Bradford, Ont., Finds it Profitable to Sell Ice Cream in His Store.

IT was a happy crowd sitting around the eight tables in the ice cream parlor of J. M. Douglas, grocer, in Bradford, Ont. All were chatting gayly and enjoying some especially refreshing concoction chosen from the long list of fancy dishes and put together by the neat young woman behind the soda fountain. "Fizzy" sodas that looked delightfully cooling, ice cream overflowing with fruits and nuts and bearing a name that only the soda dispenser could translate, lemonade with its bright red cherry and slice of lemon hanging over the side of the glass or a dish of just ice cream were all in evidence. These and other appetizing dishes with names that are real tempters were being consumed by this little crowd.

Off to one corner of the room was a table where two lads sat with their lassies who appeared to be the point of interest for all eyes, enjoying themselves, as young folks know how.

"Gee, that was a great June Bride," said Bob. "Let's have another."

"Sure that is a great line," said Jim. "What will you have this time, girls?"

"Nothing more, thanks," said the girls, gratefully.

The young people then zigzagged out of the room and passing through the store Jim paused at the candy counter and purchased a box of chocolates and Bob not to be outdone also bought a box which put him back just $1.25.

Builds Candy Trade

"Our ice cream room has practically built up our candy business," stated Mr. Douglas, to a representative of Canadian Grocer on this occasion. "I have observed this very keenly. When four young people visit the ice cream room, one of the young men will usually pay the bill and if they do not care for anything more to eat, passing out, the chap who with his girl has been the guest of the other fellow will invariably buy a box of chocolates. On a Saturday evening it is no uncommon occurrence to sell from twenty to twenty-five boxes of chocolates to young people coming from the ice cream room. These boxes of chocolates will run in price from $1.25 to $1.50 each. Of course other lines of candy are also sold. One Friday and Saturday we disposed of 120 pounds of a hard centre chocolate, in bulk, mostly in quarter and half pound lots.

"Then in the winter months when our ice cream room is not in operation I find the same young people dropping in almost every week for a box of chocolates, and they do not stick at the price as mostly they buy boxes costing $2 and higher."

SELLS FROM 20 TO 25 BOXES OF CANDY ON A SATURDAY NIGHT

"I have observed that when four young people visit our ice cream room, one of the young men will usually pay for the ice cream, and the young man with his girl, who have been the guests of the other fellow, will invariably buy a box of chocolates. On a Saturday evening it is no uncommon occurrence to sell from twenty to twenty-five boxes of chocolates in this way, ranging in price from $1.25 to $1.50 each. Of course other lines of candy are also sold. One Friday and Saturday we disposed of 120 pounds of a hard centre chocolate, in bulk, mostly in quarter and half pound lots." —J. M. Douglas, Bradford, Ont.

Chief Trade Is Groceries

Bradford, Ont., is a country town of 1,200 inhabitants, situated in a good farming district. Its business section is all on one street occupying about two city blocks in length. In the centre of one of these blocks is located the store of J. M. Douglas, whose principal business is groceries, although the next store to the grocery is used as a meat department. Between the two stores there is a connecting door which permits customers to go from one store to the other without the inconvenience of going out on the street.

It is in the rear of the grocery store where the ice cream room is located and people seeking refreshments must travel the length of the store to have their appetites appeased.

Sale of Candy

Five Months' Turnover Amounts to $2,700 With a Net Profit of $1,260.

The room is equipped with a regular soda fountain containing all the necessary paraphernalia, soda arm, syrup bottles, fruit bowls, ice cream storage cabinet, and in fact everything necessary to maintain efficient service.

Net Profit Over $1,200

The turnover of the ice cream room last season for the five months was $2,700. This amount, however, does not include the sale of ice cream to carry home, which averaged for the whole of last year nearly 100 pint bricks a week. Then there were several hundred gallons of ice cream sold to picnic parties and church affairs. Mr. Douglas figures that the gross margin on ice cream last year was $1,500, which placing the overhead at 16 per cent. shows a net profit of $1,260. This figure does not allow any depreciation on his investment, but say deducting a ten per cent. depreciation and interest on the investment at seven per cent. there still remains a handsome profit of a trifle over $1,000.

"There is a lot of hard work in handling an ice cream department in connection with groceries, but the profit is so good that one feels that he is not working for nothing," said Mr. Douglas.

Mr. Douglas is planning to extend his ice cream business this year. He intends to install near the front door another fountain where he will feature ice cream cones and ice cream to carry home.

For People in a Hurry

"With a fountain near the front door where it will be handy to people who are in a hurry," said Mr. Douglas, "I figure that we can nearly double our sales. You know there are some people who object to going to the back room for a brick of ice cream or waiting until someone goes and gets it. Then there is the cone trade that can be picked up, not only from the children, but older people as well, who would buy a cone if it was handy, while waiting for their goods."

Boy—A pound of tea at 90 cents, a half-pound of butter at 64 cents, a pound of sugar at 15 cents. How much change shall I have out of two dollars?

Grocer (after figuring out on paper)—Sixty-three cents.

Boy—Thanks, that is my home work for tonight.

One Thousand Cases of Soft Drinks in One Summer

A Suggestion for Increasing Sales This Coming Season—Seize Every Hot Day to Boost the Turnover in These Lines—Dawson & Co., Brampton, Ont., Find Beverages Profitable

ONE thousand cases of ginger ale and kindred soft drinks is the record of Dawson & Co., Brampton, Ont., during the summer months, last year. "We sold that number all with our regular orders," remarked Joseph Dawson to a representative of Canadian Grocer recently when discussing the matter. At the rear of Mr. Dawson's store is an ice cream parlor, run independently of the grocery. Mr. Dawson used to conduct the parlor himself, but last year he rented it to two ladies. In the ice cream parlor, a certain brand of ginger ale was sold, while in the grocery department just to the front, an entirely different brand was disposed of and sales to the amount already mentioned were the result. "No soft drinks were sold in the grocery department by the glass," stated Mr. Dawson. "All our sales are cases, smaller lots scarcely ever being sold. I used to order these soft drinks one hundred cases at a time. I have built up a big trade in these lines with my customers, and while I sell them the year around, in the summer months there is a continuous active inquiry for them. I have handled soft drinks now for some time past, and much of my success in the way of increasing sales has been due to the fact that I carry a popular line, and also because I constantly remind my trade that I carry them. Suggesting a case of ginger ale to a customer when giving her regular order will in most instances result in a sale. A particularly hot day is the opportune time to show a big increase in soft drink sales. Sales made on occasions such as a period of extreme heat means, as a general rule, repeat business.

Some Recipes For Your Refreshment Counter

Silver Foam

INTO a glass draw one and one-half ounces of orange syrup. Into this separate the white of one egg and add one ounce of whipped cream and a little ice. Shake thoroughly, fill with carbonated water, using fine stream only. Strain into a clean twelve ounce glass and drop a spoonful of whipped cream on top.

* * *

Victory Sherbet

6 qts. water, 9 lbs. sugar, juice 6 lemons, juice 6 oranges, 1 lb. peach pulp, 1 lb. apricot pulp, whites 4 eggs, 4 teas. gelatine.

Soak the gelatine in half a pint of cold water. Boil one and one-half pints and pour over the soaked gelatine when it has soaked one hour. Boil the two remaining quarts of the water with the sugar. Be careful not to let it burn. Bring to the boiling point and simmer five or ten minutes. Add the prepared gelatine water, the juice of the lemons and oranges, and the fruit pulp. Beat the egg whites stiff and fold in. Add a little yellow coloring and freeze.

Niagara Egg Flip

Into a mixing glass draw 1 ounce of vanilla syrup and 1 ounce of orange syrup; into this break an egg, add a portion of ice cream and a dash of bitters. Fill one-half full cream, fill with soda, using fine cream only, strain into 12-ounce glass and top with cinnamon.—Western Druggist (Chicago).

* * *

Combination Salad

Upon crisp lettuce lay half a dozen butter beans, which have been cooked until tender, two slices of tomato, half a dozen pieces of cucumber, a ring of green pepper, and a couple of thin pieces of Bermuda onion which have been crisped in ice water. Finish with French dressing and sprinkle with cold bacon which has been fried and chopped.

* * *

Sunflower Sundae

Place a cone of vanilla ice cream in an ordinary sundae dish. Place on the sides of the cream, alternately, thin slices of fresh peach and banana. In the centre place a sprinkling of chopped nuts and top with a yellow cherry.

* * *

Tutti Frutti

Mix together in a fruit bowl equal parts of pineapple cubes, fresh raspberries, fresh peaches cut in cubes, bananas and any other seasonable fruits. Sweeten to taste and keep on ice. When ready to serve place a few spoonfuls on a salad plate and cover with whipped cream, to which a little powdered sugar and orange juice has been added. Sprinkle with chopped pecans and serve with nabisco wafers.

* * *

Cantaloupe Split

In a banana split dish place two slices of cantaloupe, pared and sliced lengthwise. In the centre put a round dipper of vanilla ice cream and one of orange ice. Dress with whipped cream and a small ladleful of orange syrup.

* * *

Peach Parfait

Mix thoroughly together, equal quantities of vanilla ice cream and fresh crushed peaches. Top with marshmallow and a slice of peach. Serve with a square of sponge cake.

Alberta Grocer Finds Ice Cream Profitable Line

J. J. Christopher, Wetaskiwin, Alta., is another grocer who is making an ice cream parlor a profitable department in his store. The principal business, of course, is groceries, but, on the other hand, Mr. Christopher states that the turnover in ice cream is one of the most gratifying features. He operates his ice cream parlor only through the late spring and summer months, but his sales in this period run into fairly large figures. The two departments work well together, according to the opinion of Mr. Christopher, and he considers that the ice cream business sells a lot of groceries for him. People coming in to have an ice cream or cool drink very frequently purchase groceries before leaving. In this way many sales are made.

Mr. Christopher has his ice cream parlor attractively fitted, and he has endeavored to make it one of the most popular places in Wetaskiwin. He has a soda fountain and a varied assortment of cooling and refreshing drinks can be served. He pays a good deal of attention to his ice cream department, and it has always been his endeavor to give the best possible service. He believes it is a valuable adjunct to a grocery store, not alone because it is profitable in itself but because it stimulates sales of groceries.

Increasing Sales of Summer Drinks

Forde Co., Brantford, Ont., Sell 1000 Cases of Soft Drinks Monthly During the Summer—Sell Ginger Ale and Soda Water With the Regular Family Orders—Other Beverages Are Also Big Sellers.

This Firm Believes That Soft Drinks Are Easily Handled and Are a Quick Turnover for the Dealer—Suggestion and Display, With Mention in Advertisement, Help to Boost Sales.

"OUR trade in soft drinks is a steady one all the year round, but of course we sell a great deal more in the summer months than at any other time," remarked Jackson Forde, of Forde Co., Market Street, Brantford, Ont., to a representative of Canadian Grocer recently. "Where our sales in the winter, spring and fall only amount to about 25 cases monthly, they total 100 and more cases in the warm weather. We have sold soft drinks now for a long time, and they are ordered regularly by our customers with the usual family orders."

One Hundred Cases Monthly

One hundred cases a month in the summer is pretty good selling of beverages for the average grocer, and it is evident that much can be done in the way of stimulating sales of these lines during the hot weather. Mr. Forde has sold ginger ale and soda water now for some years, and he believes that soft drinks are a profitable and easy line for the grocer to handle. In building a trade in these beverages, it is of prime importance, of course, to let the people know they are in stock.

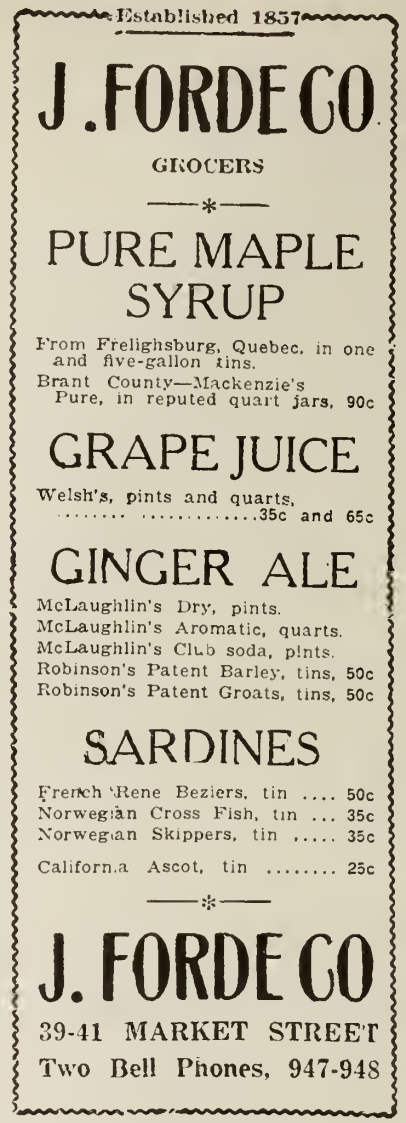
"How did you get your customers ordering these lines?" Mr. Forde was asked.

"Well, of course we are regular advertisers in the daily paper here and from time to time we boost ginger ale and soda water," he replied. "We have a very large family trade, a great deal of which is carried on over the telephone. In first getting this business in soft drinks going we kept our clientele informed as to what we had to offer, suggesting a case of ginger ale or soda water along with the regular orders. Knowing we stocked these beverages they continued to order from us, with the result that we now have a very fair trade in these lines."

Feature in Advertisement

From the accompanying advertisement it will be seen that Mr. Forde features ginger ale and soda water in his daily newspaper insertion. He starts once the warm weather begins to increase sales in beverages by keeping them before the people in his daily advertisement and by having his staff talk them up to the people when giving their orders. He sometimes makes a window display of them. This, too, has been the means of attracting new business in ginger ale and soda water. Mr. Forde sells these lines all by the case, very little being disposed of in smaller lots. That there is a well-defined place in the stock of the grocery for soft drinks there is no doubt in the mind of Mr. Forde, and that his efforts in this regard have been rewarded with some degree of success, he is assured. He believes there is a good opportunity for the grocer to go after this business, and it is well worth while.

Sales of grape juice and such prepared drinks as lemonade and orangeade also are a feature in the summer months in the Forde stores. Grape juice is a big seller, constant effort being put behind it to keep it moving in the summer months. These lines are kept continually displayed in the hot weather, and a good deal of selling is done because of effective displays.


Established 1857
J. FORDE CO
GROCERS
PURE MAPLE SYRUP
From Frelighsburg, Quebec, in one and five-gallon tins.
Brant County—Mackenzie's Pure, in reputed quart jars, 90c
GRAPE JUICE
Welsh's, pints and quarts, ...35c and 65c
GINGER ALE
McLaughlin's Dry, pints.
McLaughlin's Aromatic, quarts.
McLaughlin's Club soda, pints.
Robinson's Patent Barley, tins, 50c
Robinson's Patent Groats, tins, 50c
SARDINES
French Rene Beziers, tin 50c
Norwegian Cross Fish, tin ... 35c
Norwegian Skippers, tin 35c
California Ascot, tin 25c
J. FORDE CO
39-41 MARKET STREET
Two Bell Phones, 947-948

Featuring beverages in the daily advertisement of J. Forde Co.

Mike had saved up a little money and when Pat came over a few years later the two brothers went into the grocery business. One day Mike bought a roll-top desk and when it arrived he said to Pat, "The one desk will do for the two of us. And here are two keys, one for you, Pat, and one for me."

Pat accepted the key, but seemed to be studying the desk.

"That's all right, Mike," he said, "but where is my keyhole?"

Showing the interior arrangements of Forde Co.'s store at Brantford, Ont.

Display tables are used to advantage in this store. The arrangement of the interior is such as to attract attention, and sales are stimulated by effective table displays.

Solving the Accounting Problem

How the Management of a General Store in St. Hyacinthe, Que., Divides and Apportions Expenses to Each Department—Each Shows its Own Costs of Operation and Profits

By Special Correspondent Canadian Grocer

ST. HYACINTHE, May 2.—In the town of St. Hyacinthe, Que., one of the largest grocery stores is operated in conjunction with a hardware business under the name of S. Bourgeois & Co., Ltd. While these two different businesses are under the same roof and under the same management, they are kept entirely separate as far as finances are concerned, and each shows its own costs of operation and profits just as accurately as if they were under entirely separate proprietorship.

A General Store Problem

In this system of management there lies the solution to a problem that faces many merchants who own general stores and who wish to place each department of their store on a basis where it will show its independent earnings. The store in question is under the management of J. A. Ostiguy. Perhaps the plan of this store is such as to make it easier to keep separate the two departments. The two taken together would make a large store, but a wall down the center two-thirds of the way to the back wall almost entirely separates the grocery from the hardware store. Each has separate entrances from the street. A space along the back wall just between the two stores is enclosed by a railing, and affords an office from which both departments can be seen. A balcony built over this main office makes a suitable place for the cashier's desk, and here the receipts of both departments are taken and all money is handled by overhead carriers.

Two Separate Staffs

There are nine men on the staff of the grocery department, and besides Mr. Ostiguy, the bookkeeper and the cashier no one else has any connection with both departments. In fact, as far as management goes they are the only connecting link between the grocery and the hardware departments.

There are numerous overhead expenses in operating a store such as this, which should be charged in proper proportions to each of the departments. There is the expense of heating the building, which this firm has arranged to be carried by each of the branches on a basis of floor space occupied by each. The idea is that if the grocery or hardware manager was renting a heated store he would have to pay for it according to the size of the

store. Next on this list of sundry accounts comes the lighting bill. This is charged to each branch on a basis of lamps used in their respective sections.

Apportioning Telephone Costs

The telephone bill offers a more serious problem, with perhaps some room for discussion of the point. Every grocer will realize that there will be more calls every day to the grocery department than to the hardware department. However, some would claim that the resulting business would be greater through the calls to the hardware department since hardware orders over the telephone are generally orders of very fair size. One merchant to whom Canadian Grocer representative proposed this question expressed the opinion that the telephone expenses should be divided on a basis of resulting business or approximately on that basis. That is, if the hardware department got two thousand dollars' worth of business over the telephone in the month and the grocery department only one thousand dollars' worth, then the hardware manager should pay two-thirds of the telephone charges for that month or perhaps two-thirds of the charges for that year. Still another merchant, however differs from the foregoing ideas and suggests that the telephone charges should be paid by both departments on a basis of the number of calls received for each. To determine the proportions, the number of calls received for each branch in one week might be counted and taken as a basis for the charges for that year. However, in the store referred to in this article there is more than one telephone into the store. Each department pays for one line.

The Cost of Delivery

Perhaps the most difficult problem to solve is how to charge the delivery costs when there is only one vehicle between the two departments. In the case of S. Bourgeois & Co., Ltd., there are two wagons on the delivery system and one serves each department, is paid for by that department and is as independent of the other as if it belonged to another firm. If there are any repairs to one of them the expense is charged to the branch to which the wagon belongs. The feed and upkeep of the horses is divided between the departments. Naturally the salary of the driver is paid by the branch for which he works.

Many general stores, or what might be termed duplex stores, have only one wagon or car and therefore if the owne wishes to keep his business on a basi where he can analyze its progress h must charge the departments with th portion of the cost of delivery in rati to the service rendered. This will be per haps the most complicated task in a counting that he is called upon to face.

SELLS ORANGES BY THE BUCKE

G. H. Knowles, Newmarket, Ont., b lieves it is a good plan to sell orange and especialy the smaller sizes by th bucket. Recently he filled a windo with oranges, that is they were n piled in even rows but were thrown i helter skelter. An ordinary patent pa was then filled and placed in the centr of the window. A card announced th "A Bucket of Oranges for $1" drew th atention of the passerby, which resulte in sales of oranges being greatly au mented. In using a plan of this cha acter, Mr. Knowles stated that he a ways counted the number of orange that went into the bucket because by s doing he was able to figure the prof more easily.

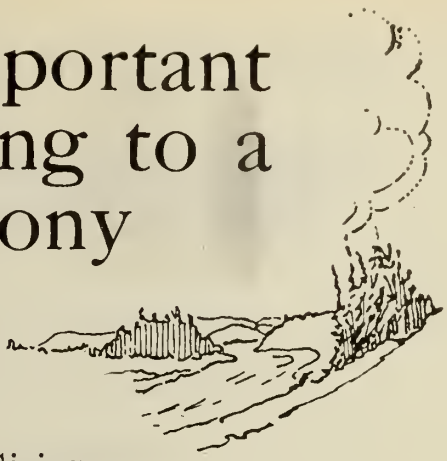
Good Equipment Means Increased Business

"Equipment that facilitates service means increased business," remarked R. Conn, manager of the Pincher Creek Providers' Store, at Pincher Creek, Alberta, to a representative of Canadian Grocer. The Pincher Creek Providers' Store is carrying on a large trade, and the arrangement of the store is such as to make for convenience and ease in the handling of a large number of customers in the quickest possible time. "Apart altogether from the fine appearance that modern fixtures and equipment give a grocery store, the merchant should not lose sight of their importance in building his business," added Mr. Conn. "The attractive store will, of course, get business all the time, but as an investment on which the merchant is realizing continuously, proper and convenient equipment will pay him returns."

From the accompanying photograph of a portion of this store, it will be readily seen that patented bins are in use, and the counter is of the most modern type. Bins of this kind, Mr. Conn told Canadian Grocer representative, not only keep goods in first-class condition, but actually saved goods for the firm. From these patented bins, service to the customer at the counter is rendered easy and quick. Scales, too, are also placed with the idea of facilitating service.

The Pincher Creek Producers' Co., as well as doing a large business in general groceries, has built up a very gratifying trade in high-grade confectionery. A silent salesman showing both box and bulk chocolates is prominently placed in the store, and this showcase is the means of selling a lot of candy. The value of display is fully realized by the management, and interior as well as window displays are used with good effect.

Service the Important Factor in Catering to a Summer Colony



C. E. Sheppard, at Crystal Beach, on Lake Erie, Has Made An Exhaustive Study of the problem, Evolving Many Devices in the Way of Giving Service and Increasing Sales—Sales of Small Assortments of Fresh Fruits at Special Prices Appeal to the Motorists.

CATERING to tourist and summer resort trade has been the chief factor in building the business of C. E. Sheppard, at Crystal Beach, Ont., a popular summer resort on Lake Erie. Mr. Sheppard has made an exhaustive study of summer resort business, and at Crystal Beach where there is a summer population of around twenty thousand he has made the most of his opportunity to build up a business the annual turnover of which runs into large figures. During the winter months Mr. Sheppard manages a similar store to the one at Crystal Beach, at St. Petersburgh, Fla., but an an even more extensive scale. Thus his experience in summer resort business covers a considerable period, during which time he has developed new ideas that have meant increased sales and the betterment of his service to his patrons.

The Value of Display

Mr. Sheppard is a firm believer in the value of display, and one is impressed with this fact immediately on entering the store. The customer is really among the stock before he or she realizes it, so splendidly has Mr. Sheppard arranged it. His display runs from the very edge of the sidewalk to one-third the depth of his store.

His is what is known as an open front store, and in the summer months permits of a fine array of seasonable merchandise. The customer is really into the store before he realizes it, and from the front has a full view of the goods. On the ground floor are carried all kinds of groceries, and particular attention is given to those lines that make special appeal to a summer resort colony—foods that are quickly and easily prepared, in addition to being tempting to the average person in the hot weather. Getting the goods out where people can see them has always been a big feature with Mr. Sheppard, and making attractive displays he always finds induces people to buy things that they did not intend to buy, possibly, when they first came into the store. Summer resort people are usually out to buy, and if the goods are presented to them in the right way, they will purchase them.

The entire front of Mr. Sheppard's store is devoted to fruits and vegetables. The imported as well as the domestic varieties are in stock all the time, and special attention is given to these lines. Fruits and vegetables are bought daily on the Buffalo market, Mr. Sheppard keeping a buyer there each day, and thus customers are always assured of being able to secure fresh fruits and vegetables in first-class condition at the Sheppard store.

As one enters the store proper, on the right are serving counters for groceries, and on the left are displayed confectionery lines in glass cases. On the first floor Mr. Sheppard conducts a model bakery, with an output of 500 loaves of bread per day, in addition to pies, cakes, etc. These are all disposed of in the store, and sales of the same are heavy. The fact that the daily production is sold each day assures the people of Crystal Beach fresh supplies at all times. In fact, it is one of the much appreciated services at the resort, Mr. Sheppard told the Canadian Grocer representative. People away for the summer, and on holidays, are anxious to reduce work to a minimum, and this model bakery provides an accommodation that the housewife readily takes advantage of.

At the back of the store an excellent assortment of fresh and cooked meats is held in an entirely screened in department. Customers are not permitted within the screened area, but make their selections through the screens. Fancy biscuits are displayed in the centre of the store and in such a way as cannot fail to attract the customer.

Saving Clerks' Time

A feature of this store is the fact that all payments are made at the office, thereby saving clerks' time making change. The space between the office and the meat section is used for showing goods. Two counters here provide ample room. These counters are frequently changed and serve to offer many suggestions to the customers in a summer colony.

Back of the store is a large stock room with a cement floor which helps to keep the air of the store itself cooler, as it opens directly off it. A specially arranged ventilating system permits a constant circulation of fresh air, and flies are practically an unknown quan-

(Continued on page 119)

Advertising is a Good Investment

Fawthrop Bros., Cornwall, Ont., Are Consistent Advertisers in Their Town Paper, Using Considerable Space All the Time—Has Ceased to Be an Experiment and Now Shows Profitable Returns.

IN the 1917 Fall Number of Canadian Grocer an article dealt at length with the history of the grocery business of Fawthrop Brothers, Cornwall, Ontario, showing how A. Fawthrop by perseverance and indomitable courage built up a business from a start with a capital of $150 to a turnover of $100,000 a year. That article pointed out the many handicaps that Mr. Fawthrop had to overcome in starting such a business, where not only a limited capital, but poor health as well had to be taken into consideration. That article was written three years ago. Since then the business has doubled itself and to-day the turnover is quoted over $200,000 per year. Still certain handicaps face Mr. Fawthrop and his sons, such as the inability to get large enough quarters for their speedily growing business.

Watching Minor Details

When a Canadian Grocer representative again called on Mr. Fawthrop in the fall, he found the elderly gentleman in the basement of his store carefully packing and sorting onions before putting them away for the winter trade. "My sons are able now to take charge of the business, but I find my pleasure and occupation in the routine work, in looking after such little details as picking over the onions," remarked Mr. Fawthrop. "By this careful attention I have always found that many leakages in profits in the grocery business can be stopped and it has been my work to make the cents mount up to dollars, until to-day my business has reached this stage in spite of the many handicaps that faced me when I started.

"Although we have overcome many of the difficulties that faced us in the first place, new ones arise with the increasing and spreading business. One of these, which perhaps will be the most difficult to solve, is analysing our business so that we will know just how each of the different lines we carry is paying. At the present time we are carrying groceries, drygoods and hardware lines under the one account. I realize that in order to have my business on a basis so that it can be analysed, these things must be separated and that problem now faces us. It is a problem that faces, or at least should face, every grocer whose business is developing rapidly and who desires to know just where the little inefficiencies of the business occur.

Needs Economical Appliances

"We are so handicapped by our limited space that we cannot have the fixtures and the little time and money savers that we require so much. There was a time when we could not afford these things, but now, since our business has outgrown our accommodation, we have not the room for them, although we can afford to buy them. When one begins to make a study of the business and sees the points where leakages occur so easily, it is a wonder that in the early days of the business when all meat had to be cut by a hand-knife that the business was made to pay at all, especially when you take into consideration how small the turnover of the business then was."

It Pays to Advertise

This growing firm evidently believes that it pays to advertise. Every Thursday a full-page advertisement appears in the Cornwall Standard for Fawthrop Bros.' general store. The old motto of the firm appears at the head of the page, "Satisfaction Guaranteed." In the interview given by Mr. Fawthrop to Canadian Grocer representative three years ago this was given as the secret of the success of the big undertaking, and to-day it is emphasized just as much as ever. As Mr. Fawthrop's eldest son, who has now taken over the management of the business, says, "It is one thing to advertise such a motto, but it is another thing to live up to it. It does not take long for a customer to find out whether it is an advertisement or a motto. If it is followed conscientiously, it cannot fail to lead to success. It guarantees the trade for you, and it does not make much difference how prices go, the man who is doing the business is safe. He can afford to follow the market closer than the man whose stock is not turning over so rapidly. In this connection we have lately found a rather peculiar situation. For the last two years people have been wishing for prices to decline. When the market was rising they bought freely, and now when the decline comes they refrain from buying. It will only require the slightest sign of another rise in prices to stimulate buying once more. It is at a time like this that the confidence of the customers must not be abused. If a grocer

ALWAYS GET RESULTS FROM ADVERTISING

"We try to keep our motto, 'Satisfaction guaranteed,' before the public, to instill into the minds of those who buy that our ambition is 'service to the community.' This is summed up in the words of our advertisement. We believe that it is the only true and satisfactory basis on which to build a business. We know that we grow and prosper only as we serve, and therefore we must make it our effort to meet our community's needs. We have found the response in the way of a great development during twenty-two years of business.

"We feel that it is a real service to carry the assortment we carry for our people, to study continually their requirements, new markets, new ideas and the general trend of market conditions throughout the country. Our aim is quick turnovers, small profits and small losses in bad debts.

"We believe that establishing a good name for fair dealing and good merchandising at a reasonable profit, with community service as our calling, is the only true way to increase our business.

"We believe in advertising, and while we fight shy of the sensational, we always have a good response. Advertising has been profitable to us. It has ceased to be an experiment. It is now an investment."—A. Fawthrop, Cornwall, to Canadian Grocer.

has won the trust of those who deal with him he has a great advantage over all his competitors. At a time like this it is imperative that the grocer shall keep in intimate touch with market conditions. When he is sure of these conditions he is then able to advise intelligently as to the opportune time to buy. Many good business chances are lost because a grocer either does not know certain trends of the market, or else he has not the confidence of his customers. For this reason we have tried our very best to live up to our motto, "Satisfaction Guaranteed," so that we will not sacrifice the privilege that is ours of advising our patrons.

Advertising Always Pays

"We have carried out this idea in our advertising. We try to keep our motto before the public, to instill into the minds of all those who buy that our ambition is Service to the Community. This is summed up in the words of our advertising. We believe that this is the only true and satisfactory basis on which to build a business. We know that we grow and prosper only as we serve, and, therefore, we must make it our effort to meet our community's needs. We have consequently found a response in the form of a great development during our twenty-two years of business.

"We feel, sincerely, that it is a real service to carry the assortment we carry for our people; to study, continually, needs and desires, new markets, new ideas and the general trend of the market conditions throughout the country. Our aim is quick turnovers, small profits and small losses in bad debts.

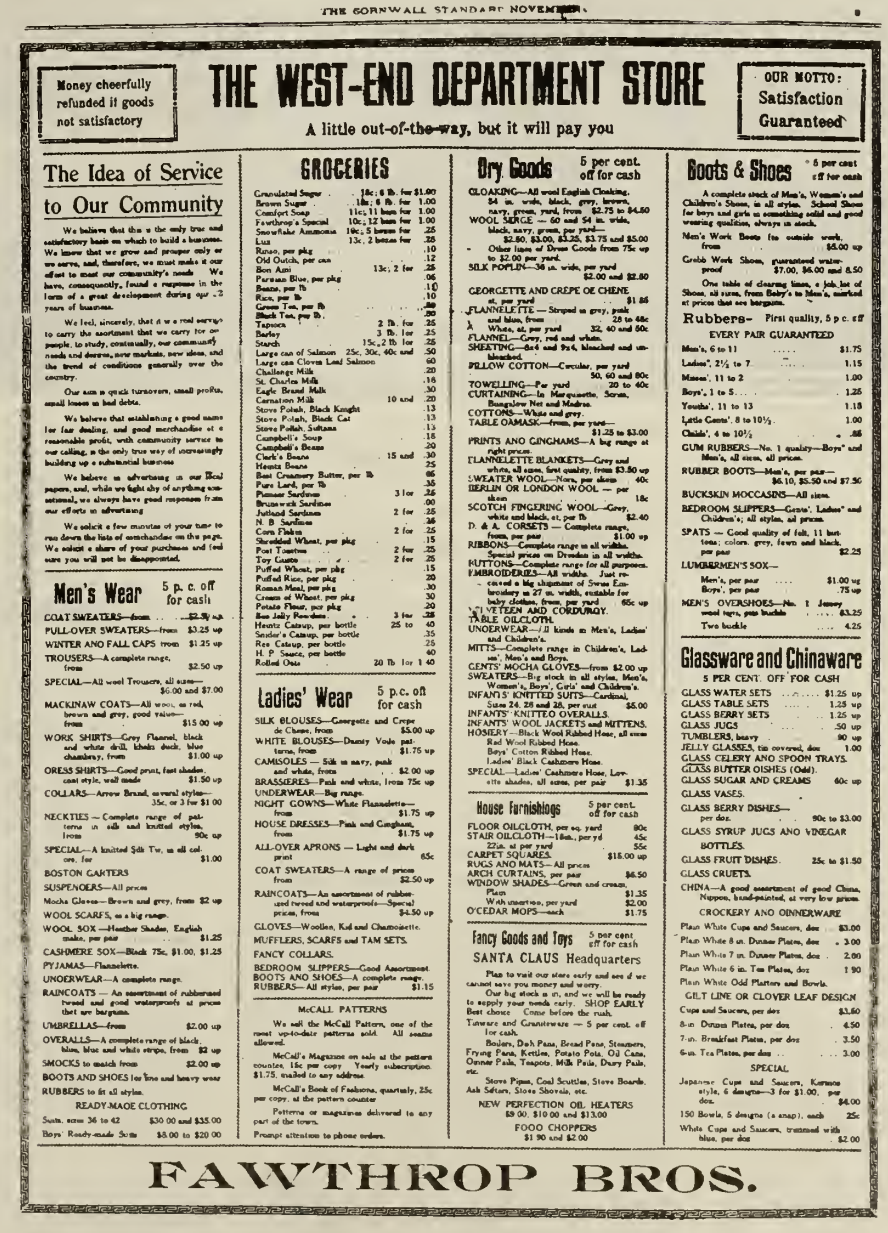
"We believe that establishing a good name for fair dealing and good merchandising at a reasonable profit, with community service as our calling, is the only true way to increase our business.

"We believe in advertising in our local papers, and while we fight shy of anything sensational, we always have a good response from our advertising. This is part of a full page advertisement we ran in our local paper," continued Mr. Fawthrop. "This sums up our policy as well as showing just what advertising we do. We feel that when we continually keep our policy before the public it cannot help but have its effect, especially in view of the fact that we back it up with a sincere effort to serve. In fact this advertising has proved to be profitable. It has ceased to be an experiment—it is now an investment. Not only does our advertising pay, but we have found that the advertising of the manufacturers to us has been profitable to our business in many cases, so that if our efforts for publicity fail it is surely the ineffectiveness of our appeal. I am glad to say, however, that our advertising has shown results."

Better Times for the Grocer

In reviewing the business of the last few years with its advantages and its disadvantages, Mr. Fawthrop said: "There is no doubt that the grocer had splendid opportunities during the last two years of the war. In the first place almost anything was a good buy. Only a very careless man could make a mistake. The market was continually on the advance and the people were buying freely. Money, too, was moving freely and the public were inclined to be extravagant. To-day the tables have changed and in many cases it is hard to reconstruct business policies. Some have become prodigal in their buying since their experience of the abnormal times and now when the time comes to settle down to economy and study of market conditions they are at a loss. The change came very quickly and the market became panicky. The trouble with the public is that when the market begins to decline they not only buy in very small quantities, but they even skimp themselves, forgetting that by so doing they are only crippling commerce and consequently injuring the hand that feeds them. It is surely a time for economy, but hardly to the extent where it cripples business. It is my honest opinion, however, that these conditions will not last long and as soon as the market settles again the demand will come back to normal. The grocer is perhaps in a better condition than most merchants since his stock turns over more quickly and has not been so severely affected by the craze for exaggerated economy. Since we carry a general line, including dry goods and footwear, I can speak knowingly about that business and make comparisons. I firmly believe that better times are not far ahead in the business world and that the grocer will be the first to be away in the race since he is not handicapped by stock that has been very slow in its turnover and abnormally high in its prices."

Mr. Fawthrop regrets their inability to enlarge their store proportionately to the increased trade.



THE CORNWALL STANDARD NOVEMBER

Money cheerfully refunded if goods not satisfactory

THE WEST-END DEPARTMENT STORE

A little out-of-the-way, but it will pay you

OUR MOTTO: Satisfaction Guaranteed

The Idea of Service to Our Community

We believe that this is the only true and satisfactory basis on which to build a business. We know that we grow and prosper only as we serve, and, therefore, we must make it our effort to meet our community's needs. We have, consequently, found a response in the form of a great development during our 22 years of business.

We feel, sincerely, that it is a real service to carry the assortment that we carry for our people, to study, continually, our community needs and desires, new markets, new ideas, and the trend of conditions generally over the country.

Our aim is quick turnovers, small profits, small losses in bad debts.

We believe that establishing a good name for fair dealing, and good merchandise at a reasonable profit, with community service to our calling, is the only true way of increasingly building up a substantial business.

We believe in advertising in our local papers, and, while we fight shy of anything sensational, we always have good responses from our efforts in advertising.

We solicit a few minutes of your time to run down the lists of merchandise on this page. We solicit a share of your purchases and feel sure you will not be disappointed.

Men's Wear 5 p.c. off for cash

COAT SWEATERS—from ... $2.50 up
PULLOVER SWEATERS—from $3.25 up
WINTER AND FALL CAPS from $1.25 up
TROUSERS—A complete range, from $2.50 up
SPECIAL—All wool Trousers, all sizes— $6.00 and $7.00
MACKINAW COATS—All wool, in red, brown and grey, good values— from $15.00 up
WORK SHIRTS—Grey Flannel, black and white drill, khaki duck, blue chambrey, from $1.00 up
DRESS SHIRTS—Good print, fast shades, coat style, well made $1.50 up
COLLARS—Arrow Brand, several styles— 35c. or 3 for $1.00
NECKTIES — Complete range of patterns in silk and knitted styles, from 50c up
SPECIAL—A knitted Silk Tie, in all colors, for $1.00
BOSTON GARTERS
SUSPENDERS—All prices
Mocha Gloves—Brown and grey, from $2 up
WOOL SCARFS, in a big range.
WOOL SOX—Heather Shades, English make, per pair $1.25
CASHMERE SOX—Black 75c, $1.00, $1.25
PYJAMAS—Flannelette.
UNDERWEAR—A complete range.
RAINCOATS — An assortment of rubberized tweed and good waterproofs at prices that are bargains.
UMBRELLAS—from $2.00 up
OVERALLS—A complete range of black, blue, blue and white stripe, from $2 up
SMOCKS to match from $2.00 up
BOOTS AND SHOES for fine and heavy wear
RUBBERS to fit all styles.
READY-MADE CLOTHING
Suits, sizes 36 to 42 $30.00 and $35.00
Boys' Ready-made Suits $5.00 to $20.00

GROCERIES

Granulated Sugar	18c; 6 lb. for $1.00
Brown Sugar	18c; 6 lb. for 1.00
Comfort Soap	11c; 11 bars for 1.00
Fawthrop's Special	10c; 12 bars for 1.00
Snowflake Ammonia	10c.; 5 boxes for .25
Lux	13c.; 2 boxes for .25
Raisins, per pkg	.10
Old Dutch, per can	.12
Bon Ami	.25
Puritana Blue, per pkg	.06
Beans, per lb	.10
Rice, per lb	.10
Cream Tea, per lb	.80
Black Tea, per lb.	.80
Tapioca, 2 lb. for	.25
Sago, 3 lb. for	.25
Starch, 15c.; 2 lb. for	.25
Large can of Salmon 25c, 30c, 40c and	.50
Large can Cloverleaf Salmon	.60
Challenge Milk	.20
St. Charles Milk	.16
Eagle Brand Milk	.30
Carnation Milk 10 and	.20
Stove Polish, Black Knight	.13
Stove Polish, Black Cat	.13
Stove Polish, Sultana	.13
Campbell's Soup	.10
Campbell's Beans	.20
Clark's Beans 15 and	.30
Heintz Beans	.25
Red Cross Dairy Butter, per lb	.35
Pure Lard, per lb	.35
Pioneer Sardines 3 for	.25
Brunswick Sardines	.00
Justhead Sardines 2 for	.25
N. B. Sardines	.25
Corn Flakes 2 for	.25
Shredded Wheat, per pkg	.15
Post Toasties 2 for	.25
Toy Counts 2 for	.25
Puffed Wheat, per pkg	.15
Puffed Rice, per pkg	.20
Roasted Meal, per pkg	.30
Cream of Wheat, per pkg	.30
Potato Flour, per pkg	.20
Red Jelly Powders 3 for	.25
Heintz Catsup, per bottle 25 to	.40
Sandier's Catsup, per bottle	.35
Rex Catsup, per bottle	.25
H. P. Sauce, per bottle	.40
Rolled Oats 20 lb. for	1.40

Ladies' Wear 5 p.c. off for cash

SILK BLOUSES—Georgette and Crepe de Chene, from $5.00 up
WHITE BLOUSES—Dainty Voile patterns, from $1.75 up
CAMISOLES — Silk in navy, pink and white, from $2.00 up
BRASSIERES—Pink and white, from 75c up
UNDERWEAR—Big range.
NIGHT GOWNS—White Flannelette— from $1.75 up
HOUSE DRESSES—Pink and Gingham, from $1.75 up
ALL-OVER APRONS — Light and dark print 65c
COAT SWEATERS—A range of prices from $2.50 up
RAINCOATS—An assortment of rubberized tweed and waterproofs—Special prices, from $4.50 up
GLOVES—Woollen, Kid and Chamoisette.
MUFFLERS, SCARFS and TAM SETS.
FANCY COLLARS.
BEDROOM SLIPPERS—Good Assortment.
BOOTS AND SHOES—A complete range.
RUBBERS—All styles, per pair $1.15

McCALL PATTERNS

We sell the McCall Patterns, one of the most up-to-date patterns sold. All seams allowed.

McCall's Magazine on sale at the pattern counter, 15c. per copy. Yearly subscription, $1.75, mailed to any address.

McCall's Book of Fashions, quarterly, 25c. per copy, at the pattern counter

Patterns or magazines delivered to any part of the town.

Prompt attention to phone orders.

Dry Goods 5 per cent. off for cash

CLOAKING—All wool English Cloaking, 54 in. wide, black, grey, brown, navy, green, yard, from $2.75 to $4.50
WOOL SERGE — 60 and 54 in. wide, black, navy, green, per yard— $2.50, $3.00, $3.25, $3.75 and $5.00
Other lines of Dress Goods from 75c up to $2.00 per yard.
SILK POPLIN—36 in. wide, per yard $2.00 and $2.80
GEORGETTE AND CREPE DE CHENE at, per yard $1.85
FLANNELETTE — Striped in grey, pink and blue, from 25 to 48c
White, at, per yard 32, 40 and 50c
FLANNEL—Grey, and white, 36 in. wide
SHEETING—Bed and 9/4, bleached and unbleached.
PILLOW COTTON—Circular, per yard 50, 60 and 80c
TOWELLING—Per yard 20 to 40c
CURTAINING—In Marquisette, Scrim, Bungalow Net and Madras.
COTTONS—White and grey.
TABLE DAMASK—from, per yard— $1.25 to $3.00
PRINTS AND GINGHAMS—A big range at right prices.
FLANNELETTE BLANKETS—Grey and white, all sizes, fast quality, from $3.50 up
SWEATER WOOL—Navy, per skein 40c
BERLIN OR LONDON WOOL — per skein 18c
SCOTCH FINGERING WOOL—Grey, white and black, at, per lb $2.40
D. & A. CORSETS — Complete range, from, per pair $1.00 up
RIBBONS—Complete range in all widths. Special prices on Dresden in all widths.
BUTTONS—Complete range for all purposes.
EMBROIDERIES—All widths. Just received a big shipment of Swiss Embroidery in 27 in. width, suitable for baby clothes, from, per yard 65c up
VELVETEEN AND CORDUROY.
TABLE OILCLOTH.
UNDERWEAR—For all kinds in Men's, Ladies' and Children's.
MITTS—Complete range in Children's, Ladies', Men's and Boys.
GENTS' MOCHA GLOVES—from $2.00 up
SWEATERS—Big stock in all styles, Men's, Women's, Boys', Girls' and Children's.
INFANTS' KNITTED SUITS—Cardinal, Sizes 24, 28 and 28, per suit $5.00
INFANTS' KNITTED OVERALLS.
INFANTS' WOOL JACKETS and MITTENS.
HOSIERY—Black Wool Ribbed Hose, all sizes
Red Wool Ribbed Hose.
Boys' Cotton Ribbed Hose.
Ladies' Black Cashmere Hose.
SPECIAL—Ladies' Cashmere Hose, Lovelite shades, all sizes, per pair $1.35

House Furnishings 5 per cent. off for cash

FLOOR OILCLOTH, per sq. yard 80c
STAIR OILCLOTH—18in., per yd 45c
22in. at per yard 55c
CARPET SQUARES. $15.00 up
RUGS AND MATS—All prices
ARCH CURTAINS, per pair $6.50
WINDOW SHADES—Green and cream, Plain $1.35
With insertion, per yard $2.00
OCEDAR MOPS—each $1.75

Fancy Goods and Toys 5 per cent. off for cash

SANTA CLAUS Headquarters

Plan to visit our store early and see if we cannot save you money and worry.

Our big stock is on, and we will be ready to supply your needs early. SHOP EARLY Best choice Come before the rush.

Tinware and Graniteware — 5 per cent. off for cash.

Boilers, Dish Pans, Bread Pans, Steamers, Frying Pans, Kettles, Potato Pots, Oil Cans, Onion Pails, Teapots, Milk Pails, Dairy Pails, etc.

Stove Pipes, Coal Scuttles, Stove Boards, Ash Sifters, Stove Shovels, etc.

NEW PERFECTION OIL HEATERS $9.00, $10.00 and $13.00

FOOD CHOPPERS $1.90 and $2.00

Boots & Shoes 5 per cent off for cash

A complete stock of Men's, Women's and Children's Shoes, in all styles. School Shoes for boys and girls at something solid and good wearing qualities, always in stock.

Men's Work Boots for outside work, from $4.00 up
Grobb Work Shoes, guaranteed water-proof $7.00, $6.00 and $5.50

One table of clearing lines, a job lot of Shoes, all sizes, from Baby's to Men's, marked at prices that are bargains.

Rubbers— First quality, 5 p.c. off

EVERY PAIR GUARANTEED

Men's, 6 to 11	$1.75
Ladies', 2½ to 7	1.15
Misses', 11 to 2	1.00
Boys', 1 to 5	1.25
Youths', 11 to 13	1.15
Little Gents', 8 to 10½	1.00
Childs', 4 to 10½	.85

GUM RUBBERS—No. 1 quality—Boys' and Men's, all sizes, all prices.
RUBBER BOOTS—Men's, per pair— $6.10, $5.50 and $7.50
BUCKSKIN MOCCASINS—All sizes.
BEDROOM SLIPPERS—Gents', Ladies' and Children's, all styles, all prices.
SPATS — Good quality of felt, 11 buttons; colors, grey, fawn and black, per pair $2.25
LUMBERMEN'S SOX—
Men's, per pair $1.00 up
Boys', per pair .75 up
MEN'S OVERSHOES—No. 1 Jersey wool tops, gum buckle $3.25
Two buckle 4.25

Glassware and Chinaware

5 PER CENT. OFF FOR CASH

GLASS WATER SETS ... $1.25 up
GLASS TABLE SETS ... 1.25 up
GLASS BERRY SETS ... 1.25 up
GLASS JUGS .50 up
TUMBLERS, heavy .80 up
JELLY GLASSES, tin covered, doz 1.00
GLASS CELERY AND SPOON TRAYS.
GLASS BUTTER DISHES (Odd).
GLASS SUGAR AND CREAMS 60c up
GLASS VASES.
GLASS BERRY DISHES— per doz. 90c to $3.00
GLASS SYRUP JUGS AND VINEGAR BOTTLES.
GLASS FRUIT DISHES. 25c to $1.50
GLASS CRUETS.
CHINA—A good assortment of good China, Nappies, hand-painted, at very low prices.

CROCKERY AND GINNERWARE

Plain White Cups and Saucers, doz $3.00
Plain White 8 in. Dinner Plates, doz 3.00
Plain White 7 in. Dinner Plates, doz 2.00
Plain White 6 in. Tea Plates, doz 1.90
Plain White Odd Platters and Bowls.

GILT LINE OR CLOVER LEAF DESIGN

Cups and Saucers, per doz $3.50
8-in Dinner Plates, per doz 4.50
7-in. Breakfast Plates, per doz 3.50
6-in. Tea Plates, per doz 3.00

SPECIAL

Japanese Cups and Saucers, Kamura style, 6 designs—3 for $1.00, per doz. $4.00
150 Bowls, 5 designs (a snap), each 25c
White Cups and Saucers, trimmed with blue, per doz $2.00

FAWTHROP BROS.

How Fawthrop Bros. Advertise Their General Merchandise.

The attractive exterior view of the store of French & Co., London, Ont., showing the double deck plan of show window construction.

"Display Will Sell Goods all the Time"

French & Co., London, Ont., Believe That Goods Well Displayed Will Practically Sell Themselves—Ten Kegs of Grapes Are Sold in One Day as a Result of Showing in the Window

THE usual custom in the old store of French & Co., London, Ont., was to pile huge quantities of fruits in front of the windows, right out on the street. But in planning the new store they decided to carry out their idea of "everything under glass" to the very limit. The front, as seen in the illustration, is of a double deck nature, the first floor being about six inches from the pavement and the next one at a height of four feet, making it as nearly as possible to the proper level of the passer-by. In this way goods on display will catch the eye and arrest the attention of the transient customer.

Window displays are a feature of the French store, and are looked after by Mr. French, sr., who is an artist at the business of window dressing. The photo reproduced was taken during the Easter season and is a fair sample of the displays in the French store.

Ten Kegs of Grapes in a Day

Fancy baskets are used to good advantage for display purposes when it is the desire to show a number of different kinds of fruits. Frequently, however, a massed display of one line is arranged. For instance, one window was devoted wholly to grapes. Three barrels of grapes were tipped up at the rear of the window and the contents spilled all over the floor of the window, creating an interest that resulted in ten kegs being sold during one day. Another time a window was devoted to oranges, with a few fancy baskets of grapes and walnuts set around which made an artistic arrangement.

A recent display was one composed of grapefruit, oranges, pineapples and lettuce. A pyramid of grapefruit about two and one-half feet square at the base was arranged in the centre of the window, and built up to a height of about two feet. On top of the pile of grapefruit were placed pineapples. At the rear of the window, one on each side of the grapefruit, were similar piles of oranges. At the base of the pyramids and covering the floor of the window was placed leaf lettuce. This was an attractive display and was the means of boosting the turnover of these lines.

French & Co. consider the windows the best advertisement, and no other method of advertising is used. "Goods well displayed will practically sell themselves," said Mr. French.

The inviting interior of the new store of French & Co., London, Ont., illustrating their idea of everything under glass.

"Everything Under Glass" in This Store

The New Store of French & Co., London, Ont., Represents a High Standard of Sanitation and Cleanliness, With All Goods Shown Under Glass, Permitting Attractive and Tempting Displays.

"EVERYTHING under glass" was the aim of French & Co., London, Ont., in planning the layout and equipment of their new store which they opened at the beginning of the year. The store is a model of cleanliness and sanitation, with the white tile floor and vast array of plate glass cases under which are displayed every line of merchandise that is to be found in a store specializing in fruits and groceries.

On the right upon entering, one encounters a long row of display tables extending nearly the full length of the store. These tables are topped with plate glass cases where are temptingly displayed oranges, grapefruit, lemons, figs, pineapples and other fresh and dried fruits. These cases are built with an open back that makes it easy for selling purposes but at the same time are away from meddlesome fingers that are the bane of all merchants handling fresh fruits.

Summer Drinks Shown

At the rear of these cases are shelves displaying a large variety of grape juice and other summer drinks of which the firm enjoy an extensive sale. About half way down the store and on the same side is a large wall case for the purpose of displaying fancy baskets. This is one of the firm's specialties, the filling of fancy baskets with fruits. It is not in the mere filling of the baskets that French & Co. has made a reputation but it is the manner in which they are filled. Each basket is studied and filled to get the most artistic effect that is sure to bring gladness to the recipient, whether that person is an invalid, a mother or just "his best girl."

In connection with the fancy baskets, and close by the case containing them, is placed a writing desk and chair with all the appointments, pen and ink, also cards enclosed in envelopes. This is for the free use of customers purchasing baskets of fruit or other articles to which they wish to attach a card. It is just another service that tends to make the store different and more interesting to the public.

Occupying nearly the entire width of the store at the rear is installed a large refrigerator with a glass front similar to a show window and in which is always an attractive display of fresh fruits. It is also used for the storing of surplus supplies.

On the other side of the store is the grocery department. French & Co., although not handling such bulk lines as cereals and potatoes (except new imported potatoes), nevertheless have a large clientele for groceries, and except

(Continued on page 119)

Only One Phase of Retail Merchandising

G. R. Wetmore, Proprietor of a Chain of Cash and Carry Stores in St. Johns, N.B., Discusses the Cash and Carry Way of Doing Business With Canadian Grocer—Insists on Cash All the Time.

By Staff Correspondent

"Perhaps the fairest light in which to place the genuine 'cash and carry' store is that it is meant to appeal to a distinct element in the community. This element is composed of a greater or less number of people who have the ability and the disposition together to pay cash for what they buy, and who are willing at the same time to deny themselves some of the convenience and service that others demand in procuring what they desire. Actually applied the cash and carry idea eliminates what are to most grocers the two biggest items of expense, but it also imposes upon the customer more self-service by making it necessary to carry home his own purchases or to pay for their delivery. It also denies him the privilege of making payments more or less at his own convenience. In consideration of the economies it is possible to effect by means of the cash and carry idea, it is clear that the operator of such a store should be able to sell his goods at somewhat lower prices than can merchants who have heavier overhead expenses. People are not going to pay cash and carry goods home unless they can save money by doing so."—G. R. Wetmore's idea of the cash and carry store.

AMHERST, N.S,—While not exactly alone in their field, the six retail grocery stores of G. R. Wetmore are among the chief examples of "Cash and Carry" merchandising in St. John, N.B. Several other merchants have adopted the idea, some nominally, a few actually, but in no other case does more than one store operate on this basis under one name. The Wetmore chain of groceries was opened a little more than a year ago, and according to Mr. Wetmore's statement to Canadian Grocer these stores have more than come up to his expectations in the way of public patronage and all round success. In view of the differences of opinion which exists in trade circles concerning the significance and legitimate status of this method of distributing goods it may be of some value to readers of this paper to consider the plan of operation of this chain of stores.

Only One Phase of Merchandising

Mr. Wetmore disclaims any intention, hope, or desire now, or in the past, to corral all the retail grocery business in St. John. In discussing his business with Canadian Grocer he made it clear he recognized the fact that his scheme of selling represented but one phase of retail merchandising, that other merchants doing business on another basis tendered a public service which he could not render, and that the fundamental difference between the two ways of doing business would always assure other grocers a share of business, unless cash trading should in time become the universal practice. Such a development he does not look for, nor does anyone else at all acquainted with the force of economic laws.

Appeals to Distinct Element

Perhaps the fairest light in which to place the genuine "cash and carry" store is that it is meant to, he intimated, and does appeal to a distinct element in the community. This element is composed of a greater or less number of people who have the ability and the disposition together to pay cash for what they buy, and who are willing at the same time to deny themselves some of the convenience and service that others demand in procuring what they desire. This is Mr. Wetmore's conception of the scheme, and it may be said he is equally aware of its limitations and of the advantages and attractions of the form of retailing in which more service is accorded customers in the way of convenient credits and delivery of purchased goods. Actually applied, he states, the "Cash and Carry" idea eliminates what are to most grocers the two biggest items of expense, but it also imposes upon the customer more self-service by making it necessary to carry home his own purchases or to pay for their delivery. It also denies him the privilege of making payments more or less at his own convenience. In consideration of the economies it is possible to effect by means of the cash and carry idea, it is clear that the operator of such a store should be able to sell his goods at somewhat lower prices than can merchants who shoulder heavier overhead expenses, and as a matter of business policy to compensate customers for the disadvantages they accept in paying for goods as they get them, and making their own deliveries, lower prices are a necessity in the cash-and-carry store. In other words, people are not going to pay cash and carry goods home unless they can save money by doing so. This, in outline, is Mr. Wetmore's view of the cash-and-carry scheme.

Cash and Cash Only

In the Wetmore stores the cash-and-carry principle is put into actual practice. He changes nothing. For his own family requirements, even, he pays cash. No hard luck story can get five cents worth of goods from him on credit. He does sometimes let goods go without getting cash for them. But such goods are given away—and forgotten. Anyone who can convince Mr. Wetmore that he or she is in dire need of eatables can get enough from him to satisfy his or her immediate wants, but in every case the would-be customer is told that the transaction is not a sale but a gift, and that payment positively will not be accepted. Clerks have explicit instructions not to take money from anyone who has received goods without paying for them. Seldom does money have to be refused from such a person, as people who get goods in this manner hardly ever come back, but when occasion is found to make the refusal, it also affords the opportunity of emphasizing the fact that the store does business for cash, and cash only. Under such circumstances, no one ever asks twice for credit.

Absolutely No Deliveries

With equal rigidness the "carry" part of the scheme is carried out. No goods are delivered to anybody, under any circumstances. Trade from good cash customers has been refused because they wanted stuff delivered. Mr. Wetmore says he can not afford to maintain any kind of delivery, without revising his system of doing business to include a charge for such service, which he is determined not to do, and that although by straining a point in exceptional cases he might derive some profit by making a delivery now and then, he can not see the wisdom of endangering the effectiveness of the principle upon which he is running his business by even in one instance breaking the rule he has adopted. So his customers carry home everything they buy in his stores. Nothing that a customer can not carry home is stocked in any store. Telephone service for the

stores was decided against at the beginning largely because Mr. Wetmore feared people would use the telephone to ask for deliveries which he could not make and would take offence at his refusal. At the Cobourg store, where his office is located, a telephone was installed for his personal use, but this has been so much the source of just the trouble he feared, that he intends to have it removed.

Idea Not to Beat Competitors

Contrary to the rather general impression that has grown up concerning the object of the cash-and-carry store, Mr. Wetmore has not been carried away with the idea that the first thing he must do is to beat the other fellow in the matter of low prices. As a general thing, he says, his prices are probably lower than other merchants', and in some cases, when for special reasons he deems it good business to "slash" a little he does so. But that is a business expedient, common to all lines of trade. His rule is not to sell for less than his competitors, but to sell as low as he can after putting on the margin he has decided upon as necessary to make the profit he requires. This rule sometimes fixes his selling prices at a higher figure than an article can be bought for from another merchant who will deliver it. This circumstance does not necessarily cause him to take action in the matter, and unless market conditions affecting the article warrant a reduction in his price, Mr. Wetmore says he makes no attempt to meet the competitive price.

Display is Important

Besides the distinctive features of the Wetmore business, these chain stores illustrate ordinary good merchandising methods. Advertising does not figure in the business at all, because Mr. Wetmore is of the opinion that no form of advertising could develop business which the number and location of his stores, together with their displays, and his selling policy, does not create. Display of goods in windows, and throughout each store, is a strong point. Window displays are frequently changed. Stock, floors and fixtures are kept scrupulously clean. Refuse is not allowed to accumulate, even in the back shop of any store. Stock is neatly arranged in sections, each containing all of one class of goods, so that any article may be easily found as soon as a clerk becomes acquainted with the location of the comparatively few sections. Standard, reputable goods, with only two grades in each line, are carried in each store and practically the same stock is carried in each store. All goods are price marked in plain figures. Goods are carefully weighed and measured and customers get neither more nor less than they pay for.

Lad's Ambition Realized

To give a flavor of romance to the story of the Wetmore chain stores, one might expect to go back to the King's county home of George Wetmore some thirty odd years ago, and there find a country lad who dreamed of some day becoming a merchant prince, or perhaps a grocery king. What one would find in so journeying back would be the country lad, as expected, but that lad's ambition then was to some day reach the dignity and importance of a clerk in a grocery store. On his visits to St. John he spent all the time he could in the store where his parents traded and upon the urbane, white-sleeved clerks, who tied up parcels and made out accounts, he looked with awe. No higher estate than they occupied could be desirable to him. In time he achieved his childhood ambition, and even became a partner in a country store business. Then he went to the States, where he became a traveller for a wholesale grocery house. Some fifteen years ago Mr. Wetmore returned to St. John and eventually became sales manager for one of the big wholesale houses there. Later he took charge of the city sales of another important wholesale house in St. John. He says he never tried to sell an article he did not believe in and never worked for a concern that could not inspire his faith. Faith in the goods he sells and in the merchandising scheme he has inaugurated is undoubtedly a big factor in Mr. Wetmore's present success.

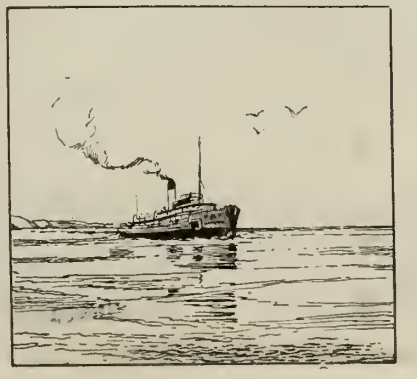
SERVICE THE IMPORTANT FACTOR

(Continued from page 113)

tity in the Sheppard store. Mr. Sheppard claims that the "open front" store has a tendency to reduce fly troubles to a minimum. In the South, he states, screens and poor ventilation are looked upon as a means of encouraging the fly to remain within, rather than keep him out. However, in this modern summer store the fly has little chance, as all goods which might be contaminated by them are under cover.

Special Devices Increase Sales

Special devices used to stimulate sales are novel. One that might be mentioned is the ticketing of small quantities of fruit at special prices. These appeal to the casual visitor, the motorist, and the sale of them is on a large scale, the weekly turnover being on an average five hundred dollars. Concentrating selling effort on a specially blended coffee has resulted in the sale of as much as a ton a month. Quality is important in this store, and only goods of a reputable make are sold.



A staff of fifteen is employed. Many have been with Mr. Sheppard for years. In fact some are brought from the St. Petersburgh store in Florida, when the winter trade is over there. As an inducement to some permanency of service, employees receive a bonus of 10 per cent. of their salary, if they remain with Mr. Sheppard for the season.

Must Study Goods

In order that the clerks may be fully conversant with the merits of the goods they sell, each individual is expected to prepare a paper once a week upon the growth, manufacture, quality and selling points of articles carried in stock. These papers are read and discussed by the selling force and have proved of good advantage in familiarizing the salesmen with the goods they are required to sell. It also establishes the confidence of the public in the store.

EVERYTHING UNDER GLASS

(Continued from page 117)

for the lines mentioned can supply almost any line of merchandise found in the regular grocery store. They specialize on high-grade goods and in every instance quality has first place.

But the feature of the store is the handling of fresh fruits and early spring vegetables. To give some idea of the quantities sold it might be mentioned that recently sales of Southern strawberries ran up to 500 boxes on a Saturday even at the present high price. In other years when the Canadian product arrives it has been the usual custom to average 2,000 boxes of strawberries a day during the entire season. Sales in other small fruits are in the same proportion.

Buy Bananas in Green State

French & Co. usually buy bananas in car lots in the green state. A specially constructed ripening room is situated in the basement. This room is also used for the purpose of ripening pineapples, being equipped with heating apparatus and with the aid of a thermometer the room is kept at just the right degree of temperature.

In the matter of sales on green vegetables, ten cases of celery, 40 dozen head of lettuce, 15 dozen sweet peppers and quantities of green onions and radishes are considered a fair Saturday's selling during the early spring season.

Interior Displays and Attractive Layout of Stock are Effective Means of Aiding Selling Force

Grocery Department in Robinson & Co.'s Store in Winnipeg, Attracts Attention and Brings Business Because of Its Fine Arrangement—All Stock is Shown With a View to Increasing Sales—In Nine Cases Out of Ten Display Sells an Article

By Western Correspondent Canadian Grocer

WINNIPEG, May 4.—Arranged to permit of the greatest display of goods to the best possible advantage, the grocery department of Robinson & Co., Ltd., on Main Street, this city, represents an attractive section of this departmental store. The department extends the entire length of the building. "A well lighted store makes work a pleasure. customers pleased, and attracts trade," Manager H. Kitchen told the Western representative of Canadian Grocer. With this end in view, large electric lights are arranged at regular intervals to provide the best illumination.

Display Always Sells

"Goods well displayed are half sold," is an old saying, but it is nevertheless not lost sight of in the store of Robinson & Co. "We contend," the manager stated, "that goods should be properly displayed and priced, so that each customer may easily and readily see both the article and the price. In nine cases out of ten a display sells an article. The purchase of this particular line very often leads to the purchase of other things. By first creating the interest of the buyer in some display very frequently it not only results in the special product on display being sold, but also the sale of other foodstuffs."

For Showing Small Lines

The entire department represents display at its best. On the grocery counter itself baskets are used for the showing of small package goods such as jelly powders. These baskets, of course, are constantly changed, and being always on the counter result in increased sales. The orderly, convenient arrangement in this department strikes one very forcibly. The general cleanliness of all the stock appeals to the customer. Every line of goods bears a price ticket, and this facilitates the placing of orders.

The Provision Department

A feature of the store is the splendid provision department. Tempting displays are made here and result in greatly increased sales. Marble counters with glass fronts make for splendid displays of cooked meats and hams. The newest refrigeration preserves all these lines in the best possible condition. In this section each salesman wears a spotless white coat, the whole tone being one of absolute cleanliness and sanitation. Bulk pickles are displayed in white bowls, and ticketed with name and price. The counter and showcases at the rear of the department are devoted chiefly to imported and domestic cheese. Almost every variety of cheese is here shown. It is a very tempting display, and Mr. Kitchen stated that it meant a great deal in maintaining sales of cheese at gratifying levels.

Candy Sales Increasing

Many confectionery lines are also carried in the Robinson grocery. There are three sections in the centre of the store. The first one is devoted to an attractive layout of wedding cakes, pastry, cakes, pies, also cake trimmings for special occasions. Table decorations are also given prominence. Glass vases containings flowers, on the showcases, add beauty to the display. The second section is for coffees, teas and cocoas. A coffee grinder is here in constant use, and fresh coffee is ground as the cus-

Display is important in the grocery department of Robinson & Co., Ltd., at Winnipeg—the attractive arrangement of the stock means much in the way of increased sales.

Display Increases Sales of Housecleaning Lines

With the idea of increasing sales of housecleaning lines, Merritt & Beeton, grocers in Vancouver, had a striking display. The accompanying photograph represents a unique arrangement of these lines.

A neat little story and a half house was constructed from an orange box, and the roof of the house as well as of the verandah was covered with packets of blueing. The floor of the verandah was tiled with soap and the pillars were bars of castile, the chimneys being small bars of hand soap. A placid lake on which two swans were resting was made with a mirror and the surrounding paths were of laundry starch. The vivid green of the lawn was achieved with the use of a green sweeping compound. Gardens of real earth, on either side of the house, were planted with flowers and vegetables, as was plainly indicated by the seed packages raised on split sticks in the approved manner. Two pyramids of cleansing powder and a few brooms and oil mops completed a very attractive and seasonable window.

tomer asks for it. The aroma of coffee is always present, and the management believes it stimulates sales. The third section is used for candies and fancy biscuits. "We sell a lot of candy," Mr. Kitchen remarked. "We have been giving special effort to the selling of our candy," he added. "We want the people to know that candy of the best grades can be obtained in the grocery. Our sales of high-grade box candy are showing a steady increase. Small confections too, such as nut bars, are also ready sellers. For our better grade candy we have endeavored to secure a really first-class article, and have directed selling effort to it, with the idea of selling it above all others."

Fruits a Good Leader

Fruit and vegetables constitute a big sale in the Robinson store. Special facilities, too, for showing them to advantage are also provided. According to Mr. Kitchen, building a reputation for good fruit is one of the best recommendations that a store can have. It proves effective in not only increasing the sales of fruits, but also brings business in other lines. A good display of fruit creates the buying spirit in people quicker than anything else, Mr. Kitchen believes. A clever arrangement of fruits will get them every time.

Table Displays Sell

Tables for the purpose of display are also used in the aisles. Specials are shown in this way. Lines that are advertised at special prices are always sold from these tables.

Quality, service and fair dealing are the objects of this firm in catering to the public. It has been on these principles that an extensive business has been built.

French Shelled Walnuts Advancing

Major F. G. Gill, D.S.O., of Gill and Duffus, London, England, on Visit to Canada, Says Conditions in the Old Land Are Improving

MAJOR F. G. GILL, D.S.O., of Gill and Duffus, London, Eng., and Liverpool and Glasgow, is in Canada on a business trip. Gill and Duffus are importers and exporters in the Old Country. Mr. Gill arrived in Toronto on Sunday from New York and will visit Western Canada, including Vancouver, before sailing for home from Quebec on June 7. In Toronto he visited W. G. Patrick & Co.

Speaking of conditions in the Old Country he said they were gradually on the mend. He attributes much of the business troubles of the British manufacturer to the taxation he has had to bear, but this will soon be righted. Other troubles included those of labor, the coal strike and price of sugar, but he said the Old Country manufacturer will soon be in position to go after business with his usual strength.

Referring to the French shelled walnut situation, Mr. Gill stated that prices had been advancing of late at a rapid rate. In the past month or so they went up more than 50 per cent. with prospects for continued high prices for some time at least.

"There is an evident shortage in France," he said. "Last fall everybody endeavored to get out of walnuts with the result that prices went down. An early spring in France and low prices resulted in many French walnut crackers going out and working on the land. This created the shortage to a large extent. Opinions naturally vary as to the quantities available but generally it is considered that a good market can be found for all the French shelled walnuts that can be secured.

"Another contributing cause to the higher prices is the fact that the franc has appreciated recently in value," added Mr. Gill.

A Canadian importer told Canadian Grocer that present import prices meant an 80-cent shelled walnut here.

Making Small Windows of Real Value

A Store is To a Great Extent Very Frequently Judged by Its Window Displays—Some Suggestions Are Made With a View To Helping the Merchant Who Has Windows That Do Not Readily Lend Themselves To Attractive Dressing

By Special Correspondent Canadian Grocer

MONTREAL, May 3. — One of Canadian Grocer's subscribers has asked for some suggestions as to how he may improve the appearanec of his front window. As this merchant's problem is not an uncommon one and faces many grocers throughout Canada, the suggestions given herewith may be helpful to many subscribers.

This merchant has a fairly large store with plenty of counter and floor space and two windows; each is about twelve feet long, but only about two and one-half feet in depth. It is the narrowness of the window that affords the problem. As the store is on a corner, the merchant has a window on each street, which is very advantageous if only the windows can be attractively dressed. Then another problem arises which emphasizes the first. Almost directly opposite to this grocery store is another grocery that has one very spacious window which is quite suited to very attractive window dressing on a large scale. The first merchant realizes his handicap, and in an endeavor to overcome it, he has called Canadian Grocer to his aid.

Window Lacks Depth

In the first place, the window is not deep enough to permit dressing it on the flat, with the result that such things as fruits, vegetables and bulk goods cannot be displayed in quantities sufficiently large to be outstanding. At the present time this merchant is using pyramids of canned goods, which alone in the window give a rather barren appearance. The long, straight line of cans only emphasizes the narrowness of the window, and detracts from the general appearance of the store. On the other hand, the window is absolutely lacking in color while the big orderly pile of oranges in the window across the street supplies abundance of natural color, commanding attention even at some distance away, and giving life to the appearance of the store. The problem, therefore, that faces the merchant in question is first to increase, if possible the floor space of his window, and secondly, to give plenty of color to the display used, whether it be natural or artificial coloring.

Eliminating the idea of increasing the depth of the window at the expense of the floor space, or since it might cost more to make the alterations than the merchant would care to spend, it is easy to build to the back of the window three or four "uprights" about three feet high. From these build a platform that will slant to the front of the window. If the window was only two and a half feet wide before, and the "uprights" at the back of the window are three feet high, it is easily seen that the new floor to the window will be 3 3-5 feet wide, giving almost a foot more width. Or, in the case of a window twelve feet long, there will be almost twelve square feet more window space. Besides the slant of the new floor makes the displays more prominent and allows an artistic arrangement of fruits, etc.

To Facilitate Dressing

In making this false floor to the window, a section in the centre of the window about two and a half feet wide may be attached to the rest of the floor by hinges. It can then be swung up out of place, like a trap door, to allow the one who is dressing the window to get down to the front of the window with ease, leaving the hinged part to the last to be dressed.

A Background Gives Depth

Another method, which will not be even as expensive as the first mentioned, is to build a background to the present window. As the window stands, there is no background to it. An important feature to be remembered is that the color of the background has a great deal to do with the apparent depth of the window. For instance, a window with a dark green background will look deeper than one with a background of red or some other high color, or even a light varnish. Green baize or burlap will cover at a very low cost a cheap and hastily erected partition at the back of the window. If four or six "uprights" two feet high are attached to the corners and sides of the window and a strip of wood nailed across the tops of these, forming a fence, to which the baize may be tacked, the window will appear deeper and consequently be more attractive, having a finished appearance. At a very small cost the "uprights" and the strip of wood forming the railing may be stained mission oak, which looks well with the deep green of the baize or the burlap.

Balancing the Window

There are many knacks in dressing a window so that all the available space may be used without giving the window a crowded appearance. Perhaps the most important factor in dressing a window is to get it well balanced. First of all, the length of the window should be measured and the centre found. In the case of a window which is to be entirely covered, as is often the case with fruit, vegetables or bulk goods, the dressing should start in the front of the window at the very centre and work from there in both directions. In that way the displace may be kept in perfect balance and a given design may be worked out.

A Simple Display of Fruit

A simple and attractive display of fruit may be arranged for a small window such as is in question, in the following manner: Cover the base of the window with black crepe paper, or blue paper; too high a coloring may be offensive to the eye. Black is not often used, but with oranges is rather pleasing. In the very centre of the window place a small barrel hoop which has been covered with the same colored paper as used on the base of the window. The hoop will just about fit into a window of the dimensions mentioned. Build up a pyramid of oranges in the hoop. Two together three short laths of equal length. These should be covered similarly to the hoop and placed at equal distances on either side of the hoop. Lemons or grapefruit may be used in these triangles, but if lemons are used in one they should also be used in the other. Two ordinary shallow baskets, draped with the paper used on the base of the window, may be filled with grapefruit and one placed at either end of the window. Quite a bit of space remains unused, but it is not desirable that the window should be crowded. The sug-

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Fernie, B. C., Grocer Finds Equipment Pays Returns

Facilities For Rendering Quick and Efficient Service as Well as Making for Attractive Displays Are Valuable

JAMES PODBIELANCIK, in Fernie, B.C., believes that equipment that facilitates service, and at the same time displays and keeps his stock in first-class condition, is a good investment. The accompanying photograph will indicate that this grocer has fitted out his store in a manner that renders his place of business attractive. "I believe that equipment that reduces labor to a minimum, and renders the display of goods advantageous, pays returns on the money expended," Mr. Podbielancik told a representative of Canadian Grocer.

Patented bins are a part of the fixtures of this store, and glass display cases, it will be seen, are prominent. Every convenience that adds to the service that can be given the public has not been overlooked. A refrigerator display counter for produce and provisions is a feature, Mr. Podbielancik states, that has meant greatly increased sales of smoked and cooked meats. He also has a meat slicer which together with the refrigerator counter has meant much in the way of stimulating business in the produce department. An electric coffee mill is also busy all the time, and the freshly ground coffee that it makes it possible to sell is greatly appreciated by the customers.

Window displays are always backed up with attractive interior displays, as Mr. Podbielancik believes most satisfactory results are obtained in this way.

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WHY SOME CLAIM BUSINESS BAD

RECENTLY the writer was conversing with a merchant on business in general, and the latter was lamenting the fact that business was apparently going to the "dogs" as his sales had dropped off considerably during the past six months. This conversation occurred in the merchant's own store. The writer dug a little deeper into the matter, in an effort to analyze the situation, to find out just why this retailer complained so bitterly about the poor business when other merchants in his town all spoke enthusiastically about the satisfactory condition of trade. Two glass jars on the show case, one containing shelled walnuts and the other shelled almonds, both a trifle the worse for wear, had price tags attached, $1.00 per pound. Other lines also carried price tags that apparently had been attached months ago as each bore figures that represented peak prices.

Inquiring as to whether shelled nuts had a ready sale, the writer was informed that "sales were rotten." His customers claimed, he said, the price was too high. The merchant acknowledged the fact that shelled nuts wholesale were about forty per cent. lower than when he bought, but he could not see where he was justified in bringing down his selling price to a point where he would be shown a loss on his investment.

This again brings us to the point that has time and again been discussed in these columns—selling prices must be based on the cost of replacement and not on invoice cost. This equally applies to a falling and rising market. The merchant who takes his loss immediately is taking a loss that is only temporary, and business is carried on as usual. The merchant who is lax in repricing his merchandise according to replacement values, is leaving a loop hole, and an excuse for his customers to trade elsewhere.

Another fact to be considered, is that re-marking prices in accordance with present wholesale prices, although indirectly showing a loss, directly shows a profit. Take the case of the merchant selling shelled almonds at $1 per pound. This merchant claimed that they cost 70 cents. But the fact is, almonds can be bought to-day for 40 cents, and if this merchant dropped his selling price to say 65 cents, he would then be in a position to take that 65 cents and buy another pound for 40 cents and make a gross profit of 25 cents on the next pound that was sold. Think it over.

MUST SELL IN ORIGINAL PACKAGE

THE assertion has been made that some grocers selling oleomargarine are in the habit of cutting pound prints in two, where the customer has asked only for half a pound. These merchants may possibly be in ignorance of the law in respect to the sale of oleomargarine, and a close perusal of the amendment to the oleomargarine act as applying to Canada, and effective from February, 1920, which is reproduced in this issue, will be worth while. The law states that no person shall sell, offer, expose, or have in possession for sale in Canada, any oleomargarine unless it is contained in the original package, which shall bear the official inspection mark of the country of origin, together with the name and address of the manufacturer.

The grocer can sell half pounds of oleomargarine, but they must be packed as such. The cutting of a pound print in two is not lawful, and the grocers who have not been observing the regulations in this regard will do well to strictly adhere to them in the future. Inspectors of the Government are keeping in touch with this matter, and infractions of the law are being punished by fines where the practice has been proved.

The law does not alone apply to the pound prints, but pails and boxes, too, must not be sold other than in the original packages. Violations of the regulations are liable to a minimum fine of fifty dollars, and a maximum of five hundred dollars and costs.

LIGHTING IS IMPORTANT

IT is generally conceded that the window in a retail store is the most valuable space on the premises. The live merchant is beginning to realize it to the extent of utilizing every device known to the trade, plus his ingenuity to make it as attractive as possible.

With him it has become an accepted fact that goods tastefully displayed are half sold and as his prospective customers receive their first impression from the window it goes without saying that it should be favorable if it is to be effective. This leads to another point quite equal if not paramount to the first. Good light, and abundance of it, is admitted a strong factor in merchandising and the effect of the carefully dressed window is largely discounted unless supplemented by perfect illumination.

Many of the lighting units hitherto in use have proven woefully inefficient owing to a large percentage of the light being absorbed during the process of distribution.

There are a great many lighting systems on the market, many of them of little use. Consequently the merchant should take every care to see to it that he thoroughly investigates this matter before purchasing.

IS "NO DELIVERY" ECONOMIC?

A CLOSE student of economics, writing recently on the subject of distribution, discusses the statement that has repeatedly been made in the past few years, to the effect that the elimination of the overhead of delivery service and the withdrawal of credit facilities would result in a drastic cutting of retail prices. This is the result, he states, of viewing price only in its nearest aspect. Take a city or town with 500 homes, he points out, located within an average distance of half a mile from the trading centre. In a "no delivery" system, the time of those 500 individuals is taken up by causing them to travel an aggregate of 500 miles a day in order to save a cost of, at the most, three or four delivery wagons. Such a practice, he urges, can be justified only on the ground that the time of individuals engaged in housekeeping is absolutely worthless, and that the only price to consider in cost saving is the price at the door of the store, and not the price at the point of use.

While the Cash and Carry store has filled an economic need in many industrial centres, where a certain portion of the population find it more satisfactory to serve themselves on all the elements that enter into the service grocer's business rather than to be served, there is no doubt that there is still a well defined place for the man who is providing a service of delivery. This writer is of the opinion that reductions in prices brought about by the curtailment of service are to be closely scanned.

The real loss in distribution, he finds, comes between the retailer and the manufacturer and is caused by the introduction of the speculative element as the greatest factor in the business of each of them. This results in distracting the merchants' attention from strict merchandising and the economies and profits to be realized from rapidity of turnover, and from the public service of buying and selling only dependable and easily moved lines.

LIKE A SUGAR-COATED PILL

THE interest of all branches of trade is more or less centred at the present time in the forthcoming budget of the finance minister. Just what the new taxation proposals will be is mere conjecture, and retailers and manufacturers are not of one mind as to what form this taxation should take. The Dominion Retailers' Association has urged that a turnover tax at the source of supply be brought down, while on the other hand, a proposal of a tax of one per cent. on all turnover involving manufacturer, wholesaler and retailer alike has been suggested.

It would seem that the first suggestion of a tax at the source of supply would be the most adaptable at the present time. Such a tax would be fairest to all concerned, and would be accepted by the public without question, and as it were unconsciously. One business man likened it to the chocolate coated pill, so easy and pleasant to take, regardless of the real effect and nature of the actual ingredients. The other method would involve loss to the retailer, and more or less explanation on the part of the merchant to a frequently rebellious public.

EDITORIALS IN BRIEF

JUST AS customers choose a certain store because it is reliable, so should the merchant do his buying from firms of unquestionable trustworthiness.

* * *

THE show window that talks to the public — speaks right out, as it were — does its share in paying the rent. No use throwing a conglomeration of stuff into the windows. A little care will work wonders.

* * *

A GROCER in British Columbia always advertises his fruits, that is, oranges and lemons, in larger quantities than is usually the custom. He finds it just as easy, and it means greatly increased sales. Have you tried it?

* * *

THE GROCER should overlook no opportunity to sell these days. It is in adopting every attractive selling plan, as well as exerting every selling effort, that he is going to maintain his business at satisfactory levels.

* * *

THE MERCHANT can always be sure of his buying when he is thinking of his customers. They desire good value for their money, dependable merchandise which they can trust, and variety. If a new product of merit comes on the market, they look to the merchant to introduce it.

"What are Your Sales per Employee?"

No One Index is More Illuminating to Your Business or Vitally Informative Than is the Answer to This Question—Another Discussion on Turnover

By HENRY JOHNSON, Jr.

A REPORT is to hand of a store where sales are $800,000 with 100 people engaged. Sales, therefore, average $8,000 per person. In another store, in a town of 918 people, sales run to about $986,000 with 60 workers, including the firm personnel.

Thus while the former sells $8,000 per person, the latter sells over $16,000. So in that one item alone the first mentioned cuts overhead to less than half of the other.

I know of no one index that can be more illuminating to your business or vitally informative to you than to ascertain what are your sales per person employed. I have not found exactly that information anywhere. Harvard's analysis shows sales per sales person only. These are worth careful study. In the comparatively few lines in which statistics are as yet available, they are as follows:

Groceries, 1914, $5,000 to $20,000, average	$10,000
Groceries, 1918	15,800
Shoes, 1917	10,000
Hardware, 1919	15,000
Jewelry, 1919	18,000

Such records are very valuable. These show, for example, that sales among grocery sales people did not rise in volume, to speak of. Enhanced values in groceries were sufficient to cover the apparent increase in sales between the two dates. Also, in some lines, like shoes for instance, records of sales per sales person are worth more than in groceries because the work is more specialized in shoe than in grocery stores.

Harvard has segregated shoe stores into various classes. In ordinarily well-managed, low-priced shoe stores, in 1917, salesmen averaged $7,500 a year of sales. In well-managed, low-priced stores they averaged $9,000. In medium-priced the figure was $10,200, and in high-priced stores the sales were only slightly more than $10,200 per sales person. In such stores, individual records are of great value as may be seen by the following Harvard story:

In a certain shoe store, one man sold between $6,000 and $7,000 a year while another in the same store sold $25,000. obviously, "the first salesman was a weak spot in the organization." The degree of such weakness is seldom realized unless "records are kept to enable the merchant to detect and cut out poor workers."

Sales Per Employee Preferred

But I prefer to know the average sales figured on the entire force, for that gives a quick gauge on the business and leaves no factors to be estimated or eliminated as in the case of specialized work. Then if sales fall off, intensive investigation is very easy. In fact, records of individual sales can be kept from the tape of any modern cash register, and it should be done concurrently with other records. Such records are a constant prod and inspiration—depending on whether the clerk is a leader and ambitious or a follower who lags as far rearward as he can and yet hold his job. You want to know which is which!

A few years ago I investigated conditions in a rather large city and found sales to run from $7,500 to $14,400 per worker in various types of grocery stores. "Per worker" includes everybody from the owner down. The low figure came from a fancy store, where many high-priced luxuries were carried, prices set regardless, service exacting and costly, many fancy confections and bakery goods manufactured and sold. The high figure came from a chain of limited service stores. This was natural — volume on low prices, slower turn on high-grade goods.

Watchfulness to cut out the "sleepers" from your sales force will help wonderfully in speeding your turn with consequent expense reduction. Note the immense advantage a man enjoys in his help expense. This is investigation you can follow with the least effort, that you can check continually with little consumption of time, that it will pay you to keep after consistently.

When we come to turnover on various lines of merchandise, it can be demonstrated that short stocks turn most rapidly and yield the biggest earnings in proportion of capital used. But it is obvious that to carry this reasoning to its ultimate conclusion would lead us to feel that we should buy only a package or two, say, of starch, and buy another package when one is sold. But we know that such method would defeat our purpose because then the handling charge would be multiplied several times. So maybe we should feel that from one day to thirty days should be the limits within which groceries should be turned. Lettuce and bread belong in the one-day class; canned goods, potatoes, cabbage, in the thirty-day. I think it can be shown that longer than thirty days on anything means loss.

Fallacy of Slow Turns on Any Goods

For example, if a man buys a case of catsup and sells it in a month and buys again, say, for $2.25 the dozen and sells it for 25 cents, figuring 20 per cent. burden for expense plus loading, he will make 5 per cent. net each month, 30 cents per month, 80 per cent. on $4.50 capital a year. But if he buys six cases at "ten off" he will use $24.30 capital and, in six months with one turnover, figuring 20 per cent. burden against 32½ per cent. margin with 12½ per cent. net, he will make $4.50 twice a year, $9 a year. Thus he will have only about 37 per cent. on capital instead of 80 per cent. The man with liberal supplies of capital is apt to say: "That's all right enough, but by using $24.30 capital I make $9 a year and that is a lot more than $3.60." I have a New England friend who contends just that way. But follow it down to its logical conclusion and see where it leads. For if to carry heavy stocks you use $6 where $1 would do, you will find yourself using $6,000 where keen, alert management would call for only $1,000—you will use $36,000 where $6,000 would enable you to operate with tight reins. The greatest possible danger lurks in these apparently "profitable" six-to-one shots.

It is precisely this habit of loose thought and action that leads to a condition wherein grocers carry many times the stock they really need in their business. A man who does $50,000 a year, figuring twelve turns as the correct minimum ratio of turnover, should carry stock of $3,300 to $3,400. But everywhere he now is carrying $5,000, $10,000, even $12,000 in locations not far removed from primary markets. It is not the single item or instance that harms us so much as the habit which leads to the multiplicity of items carried far and away in excess of normal, safe and sane requirements. These lead to loss not only of profits but of capital as well. It is this practice that encourages the boarders and shelf-warmers to accumulate and make increasingly long stays. This is one shortcoming which robs the man of capital of earnings he might otherwise realize, and which brings disaster on numbers of men with limited or scant resources.

Quantity Buying with Speeded Selling!

All of this does not mean that the merchant must never buy quantities. It is all right to buy quantities if then you turn round and speed sales—if you also do quantity selling.

Recently a jobber asked me if it was legitimate to offer retailers brooms in lots of ten dozen at $8.75 the dozen which had a current market value of

$10. His "deal" provided for shipment of five dozen at once and five dozen thirty days later. I told him that would be a fine deal, provided he could get grocers not merely to buy but also to sell those brooms.

Let us suppose you have been selling a dozen brooms a month. You can take on this kind of deal if you take each lot of five dozen as it is received and put it in the front part of your store, put price cards on it, display the brooms so every customer may be reminded of them, and otherwise speed the sale so you will turn out at least nine dozen within the sixty days. Such a sale would not increase your turnover in brooms at all — you would still be moving them only at the rate of one turn per month — but it would increase your earnings by adding quantity to your turnover and the increased sales and profits would justify the probability that the last dozen might not move out for sixty days.

Business grows by sales. If you increase sales, you grow. If you grow, you employ more capital—in exact proportion as you grow. If you get the spirit and happen to apply it logically and in a way fitting your environment, you will then be on the road to become a great merchant. But always study this question of the relation of capital to turnover, and figure out exactly what will happen to any given investment in stocks you are tempted to make.

Always remember, too, that expenses are heavier on a slow than on a fast turn, so that it is probable that an article which, on a thirty-day turn, would bear 20 per cent. burden would have around 23 per cent. to bear if turned in two months.

Finds Designing Window Displays on Paper Effective

SHERBROOKE, Que., May 4.—S. S. Hazel, manager of F. P. Houlahan & Co., grocery, Sherbrooke, Que., has great faith in the sales value of a well dressed window. He gives a good deal of attention to the arrangement of the two windows, one on each side of the front entrance of the store. Each week he systematically prepares a suitable design for the display of the goods he wishes to push, and spares no trouble to get the best results possible from these silent salesmen.

Designs Window on Paper

His plan is to first decide what line of goods is most suitable for the particular season, or else to choose a specialty line that is suitable to any period. His next step is to think of a design to which he may adapt this line of merchandise. To do this, he keeps account of the windows designed by others and pictures of windows published in Canadian Grocer; not that he may copy these designs, but because they suggest improved ideas or a re-arrangement of the same plan. When he has thus formed a picture in his mind of the window he is about to dress, he draws the design on paper, using dimensions in proportion to the dimensions of the window to be dressed. In this way when the plan is drawn, he can tell just about the very spot on which to place the merchandise so that the window will be perfectly balanced. Mr. Hazel's idea of the proper way to dress a window is to begin at the center front, and working on first one side and then on the other to dress the window towards the back.

Pronounced Results

In speaking to a Canadian Grocer representative of the results from Mr. Hazel's window dressing, F. P. Houlahan said, "The results in increased sales from the display in our windows is pronounced. It certainly justifies all the efforts of the man who really studies the art and also the time taken to make the display as effective as possible. For example, Sherbrooke is on one of the main highways that leads into the United States from this province. These roads are good and the scenery is beautiful, especially in the mountains. Consequently many of our townspeople and the tourist take week-end trips to these resorts. During that season we remember that these people need dainty picnic lines and specialties, some of which they would never be ordering for their own homes. When Mr. Hazel dresses a window in the attractive way he succeeds in getting by his systematic efforts, immediately we notice the sales in these lines pick up, lines that the people would never think of buying if they were not brought to their attention.

Widen Grocer's Scope

"The grocer may use his windows to advantage to widen the scope of his business. There are many lines that most grocers do not handle and yet there is good money in their sale and a sale for the goods if only he would exploit the line. Such specialty lines the people never think of unless the grocer draws their attention to them and then he will find that through his windows, if in no other way, there is a demand set up for merchandise for which he thought there was hardly any sale."

These Stands Make Window Dressing Easy

MONTREAL, May 3.—A grocer in this city has adopted a plan for dressing his windows which, although it may not be new, nevertheless saves much time and enables him to change his windows regularly. In a very few minutes he can have an attractive display ready. Sometimes the grocer, who has not on his staff an experienced window dresser, is perplexed as to how he may change the style of his display so that it will not become commonplace. The idea of novelty is recognized as an important feature in atracting attention to a window display.

This grocer had made three wooden stands of different designs. One is in the shape of a triangular stand made up of three tiers. The dimensions of the stand depend entirely upon the size of the window. The width of the base of the triangle, that is the triangle of the bottom tier, is just slightly under the width of the window itself. The height of the bottom triangle depends upon the depth of the window. The stand is so built that when it is inserted in the window the apex comes about two feet from the front of the window. It may be built of two, three or four tiers. When placed in the window it has the appearance of three triangular blocks, the largest one on the bottom and the smallest one on top. In this way three shelves are formed on which the goods may be displayed.

The second stand used by this merchant is built in the same manner but is circular in shape and gives the appearance of three circular shelves in the window. The third is a tier of five perfectly straight shelves built in the form of steps and is simplest to make. Each can be easily placed in position and removed.

It takes but a very few minutes to dress a window when these are used and they may be adapted alternately so that the window has always a fresh appearance. Colored crepe paper may be draped over the stands quickly and a simple arrangement of the goods makes an effective display. The initial cost is comparatively small when it is realized that the stands will last for an indefinite time and it solves many problems as to how to make the window attractive.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

Hudon Hebert & Co., Ltd., have taken on fourteen more travellers this week to cover Montreal and the district.

Fred Whittall, manager of A. R. Whittall Can Co., Ltd., Montreal, was married in Chatham, N.B., on Tuesday of this week.

J. J. Rattray & Co. have taken over the business formerly conducted by the Standard Imports Co., Ltd., of Montreal, and will continue to import Eastern products, such as tapioca, rice, sago, spices, etc.

C. Borgen, M.B.E., of Stavanger, Norway, the sole proprietor of C. Borgen Packing Co., packers of Borgen brand sardines, was in Montreal calling on his Canadian representatives, Harrisons and Crosfield, Ltd.

Trade Sundries, Ltd., have moved to their new factory at the corner of Craig and Clark Streets, where they have a three-story plant and employ twenty-five people in the manufacture of their products.

The St. Lawrence Baking Co., Ltd., under the management of Martin M. Sichel, have opened a new factory at 255 St. Paul St. W., Montreal, where they have installed the latest machinery for making ice cream cones.

ONTARIO

E. Hardy has commenced business at 366 Dundas St. E., London, Ont.

R. S. O'Neill, Milton, has sold to Wm. Atkinson.

Eliz. McLachlan, Orangeville, has sold to O. E. Hanby.

C. H. Simon has opened a first-class store at 310 Dundas Street East, London, Ont.

Wilkins and Jackson have bought out the business of Harley and Son, at London, Ont.

W. Shribbs is managing the Dominion store at 581 and 583 Richmond Street, London, Ont.

Howard Sellers, of Port Rowan, Ont., is moving shortly to Vittoria, where he intends opening a grocery store.

The Whittall Can Co. have moved their office in Toronto from room 202 to room 1102 in the Royal Bank Building.

S. Brokenshire has purchased the business at Wellington and Simcoe Streets, London, Ont., recently carried on by R. Mackenzie.

The merchants of Hensall, Ont., are closing their stores each Thursday at noon during May, June, July, August and September.

The dates of the Canadian National Exhibition at Toronto this year are from August 27 until September 10.

Conrad Krug, of Tavistock, Ont., this week took over the meat market of W. J. Cook, which he purchased recently.

Thos. Klumpp has completed a deal by which he becomes owner of the grocery business of F. White at Dashwood, Ont.

The death occurred in Ingersoll, Ont., last week of John Podmore, for many years head of the cheese department of the Ingersoll Packing Co.

C. L. Morrison has purchased the flour and feed business of J. A. Facey at St. Thomas, Ont., and took possession on Monday.

W. L. and Garth Kennedy, of Wheatley, Ont., who purchased the general store of J. McDowell, took over the business this week.

C. J. Donnelly is now the moving power at Dundas and Ridout Streets, London, Ont., having purchased the business of H. L. Herisey.

David Bainard, widely known in the grocery trade of London and district as one of the leading beekeepers of the province, died at his home at Lambeth on Thursday last.

"Billy" Blyth, of Fergus, Ont., has purchased the old Blyth store at Belwood, Ont., and as soon as it is remodelled will open up a grocery and also handle flour and feed.

R. Pratt, whose store at Moncrieff, Ont., was recently destroyed by fire, has the foundations in for a new and larger building and work will be rushed so that the business may be resumed early in the summer.

A. Bryan, proprietor of the Red Store at Sarnia, Ont., sustained a serious loss in an early morning blaze of unknown origin. The damage to his grocery stock, fixtures and interior of the building is placed at $10,000.

George Asseltine, of Wallaceburg, Ont., who recently purchased the grocery business of William Card, has sold it again to his brother, Coleman Asseltine, who takes possession this week.

Hedley Shaw, president of the Maple Leaf Milling Co., has returned to Toronto from Florida, where he had been spending the winter. He is somewhat improved in health.

John Whitelaw, for the past fourteen years in the grocery business at 874 Bathurst Street, Toronto, passed away very suddenly at his home a few days ago. He was 66 years of age and is survived by his wife, two sons and two daughters.

S. H. Moore & Co., manufacturers' agents, Toronto, moved on Monday to the Gooderham Building, corner Front, Church and Wellington Streets, from the Excelsior Life Building.

The death occurred at Windsor recently of Robert M. Dennis, for many years in the grocery business there. He was 69 years old and a former resident of Colchester.

Lawrence Murphy, formerly of Seaforth, Ont., and one of the best known grocers of Seattle, was killed in an auto accident there. His wife, who was riding with him, had her shoulder fractured. The accident was caused by the car overturning.

Fenton and Smith's general store at Pembroke, Ont., was entered by thieves the other night and $500 in cash was stolen. An entrance was gained through a back window. The police are working on the case, but there is very little clue.

Laing and Waters is the name of a new manufacturers' agent locating in Toronto at 28 Wellington St. E. The two men interested are J. D. Laing, formerly of the Laing Packing Co., Montreal, and W. B. Waters, formerly western Ontario representative of the Oxo Company.

The merchants of Wheatley, Ont., held a "Dollar Week" last week. This is an outgrowth of the splendid success that attended "Dollar Day" sales in the past. These days proved so profitable and there was such a demand for still more extensive sales on the part of the public that it was decided to try the plan out for a whole week.

The death occurred in Toronto a few days ago of John Paddison, of Alliston, Ont., for many years in the grocery and baking business in that town. The late Mr. Paddison was 54 years of age and is survived by his wife, two sons and three daughters. The late Mr. Paddison was of an inventive turn of mind and one of his successful inventions was a flour blender.

T. W. Nairn, of Windsor, and R. B. Venning have been appointed members of the Picnic Committee of the Border Cities Retail Merchants' Association, which is arranging to entertain 10,000 people at their annual outing at Bob Lo Island on June 3. The committee is sitting up nights arranging a program that will be the greatest thing on record for novelties and entertainment. Tom McConnell has the responsible position of chairman of the Sports Committee as a result of the splendid work he did last year. J. E. Stutz has been appointed a member of the general committee.

Credit Men's Association in St. John, N.B., Hold Banquet

Business is Fundamentally Sound in the Maritimes, And The Few Failures That Have Taken Place Represent Only Small Amounts —Board of Governors Elected For Two Years

ST. JOHN, N.B., May 3 (Special).—The keynote sounded at the annual banquet of the Maritime division of the Canadian Credit Men's Trust Association, Ltd., held in St. John on Friday evening, April 29, was one of caution to the business man. H. W. Rising, the president, was in the chair and an informal talk was given by W. J. Ambrose, manager of the St. John branch of the Bank of Montreal. Several members made short speeches, and the annual report of the manager, T. H. Sommerville, was received.

Increase in Membership

Mr. Sommerville presented the ninth annual report of this division for 1920-1921. The membership increased from twenty-eight full and four associate members to thirty-three full and four associate. Instead of increasing membership fees, it was decided to charge for an excess of reports between branches, which would bring in the needed revenue. The financial statement showed a good balance on the year's operations. Failures that had taken place during the last few months were few and unimportant in amount. There was a feeling that business interests were not suffering severely from depression. The report strongly urged that adequate accounting was necessary to success. While the business of the Maritime Provinces was regarded as in a healthy state, expenditures should be limited to absolute needs. The unemployment situation was affecting trade and collections to some extent, but it was urged that creditors should give consideration to worthy debtors. The report was received and adopted.

Want Loyalty of Members

The president, H. W. Rising, said that while collections were good members did not use the association as much as when they were bad. Consequently members had dropped out. He asked that all be loyal to the organization, as it was useful to all merchants and manufacturers.

The following were announced as elected to the board of governors for two years: T. N. Campbell, of Moncton, N.B.; J. F. Edgett, of Moncton, N.B.; H. W. Emerson, W. A. Harrison, C. P. Humphrey, F. W Roach and E. M. Smith, all of St. John; elected for one year, E. J. Murphey, of Halifax.

Business Is Sound

In his talk on business conditions in the Maritime Provinces, W. J. Ambrose said that the bankers' viewpoint sometimes differed from that of the merchant. The banks had been preaching caution and prudence. They had advised that only such purchases be made as were necessary for actual business in view. Those that had followed this advice were now reaping the benefits. Business in the Maritime Provinces was fundamentally sound, he said. He described optimism as having faith in the future. He said that this spirit prevailed in the Maritime Provinces. With a reasonable amount of prudence and co-operation between the debtor and creditor merchants could be assisted and eventually become successful.

Lack of Good Faith

W. Matthews, of Moncton, N.B., agreed with the former speaker's policy of caution. R. T. Hayes, M.P.P., said one cause of depression was the lack of good faith by those they dealt with in cancelling orders. J. G. Harrison said that the advice given was sound. Most of the merchants were overstocked and while grocers had liquidated stocks pretty well, other lines had not. Need of co-operation was voiced by F. W. Roach. It was in the best interest of debtor and creditor. The debtor should not be forced too much, but given a chance to turn round. E. L. Rising attributed the setback to business to the luxury tax, but expected better conditions during the next six months.

This Window Made Appeal To the Farmers

London, Ont., May 4.—Gardner's Grocery, on the Market Square, has a window display this week that has carried a strong appeal to farmers. It is some what unusual in that each line of merchandise is set apart in the window in a wooden tray. A feature is that each tray carries its own price card in large figures. There are about twenty trays placed in the window, each containing a different line. In this way the various lines are shown attractively and with the prices so prominently given they make a display of considerable interest. Farmers, it is stated, are keenly interested just now in prices and the firm plans to meet their first inquiry, that is, "How much?" by telling them in large figures. This plan has worked out well.

Will Tend to Bring a Better Quality Fruit

W. B. Stringer, Toronto, representing various packers of Messina lemons, who recently returned from a three months' trip to Italy, stated to Canadian Grocer that the proposed tariff of the United States will tend to curtail the importation of Messina lemons, or possibly Italian growers will be compelled to reduce their prices to meet the competition of the California product. It will also have the effect of stopping consignments of lemons to New York. "Many of these consignments in the past have been poor quality fruit, and if the tariff bill goes through this will be stopped, as all shipments will have to be on a payment basis. This perhaps may be a good thing as it will tend to bring a better quality fruit to this market," said Mr. Stringer.

"One thing I tried to do when I was in Italy," continued Mr. Stringer, "and that was to interest shippers in the Canadian Merchant Marine and to influence shippers to make direct shipments to Montreal. If this can be arranged, it will mean lemons for Canadian houses escaping the United States tax and cost of transportation will be lesened."

CORN FLAKES DOWN TO 1918 LEVEL

Toronto, May 2.—Along in line with the drop in other commodities, a big reduction is announced in quotations on corn flakes. Last week a drop of 20 cents per case was registered on Kellogg's Waxtite and a further reduction of 55 cents is noted this week. Kellogg's corn flakes, London make, Post Toasties and Quaker are also down 50 to 60 cents per case.

These reductions practically bring quotations down to the 1918 level and are attributed principally to the declining corn market. American white corn which is used in the manufacture of corn flakes has declined from the high point of $1.40 per bushel to around 70 cents. Labor is still at the peak but a slight recession is noted in the cost of cases, paper and cartons.

The W. K. Kellogg Cereal Co., Toronto, have removed their sales office from the Bank of Hamilton Building, Yonge Street, to the factory on Strachan Avenue.

FREE SEEDS

Almost everyone who has a little garden patch has a desire to plant something in the spring. A retail grocer in Ontario recently advertised to give free a package of vegetable or flower seeds of their own choosing for the asking with every purchase amounting to fifty cents made on a certain Monday.

NEWS FROM WESTERN CANADA

WESTERN

E. B. Nettlefield, of Toronto, sales agent of the Old City Manufacturing Co., Reg., was in Winnipeg last week on a business trip and renewed acquaintance with their Western representatives, Richardson, Green, Ltd.

John Persse, president of Tees & Persse, Ltd., of Winnipeg, has just returned from California and is now on a trip East, visiting his various principals.

Damage to the extent of one thousand dollars was done to stock in the basement of the Winnipeg grocery store in Calgary, Alta., when a water main burst. Quantities of onions, potatoes and flour were badly damaged.

H. H. Kidd, manager of the Fort William branch for Tees & Persse, Ltd., has been in the Winnipeg hospital for over six weeks, where he underwent a serious operation but he is now on the way to recovery.

J. T. MENZIES VISITS COAST AND OPENS BRANCH OFFICE

Vancouver.—J. T. Menzies, general manager of the Toronto firm of Stewart Menzies Co., Ltd., is in Vancouver, having come for the purpose of opening up a Vancouver branch. This has now been arranged, G. A. Birks and Geo. E. Crawford having been appointed to take care of the British Columbia branch, with offices at 1101 Dominion Building.

J. T. MENZIES

Stewart Menzies Co., Ltd., have operated offices at Toronto and Montreal for several years. Mr. Menzies stated to Canadian Grocer that they have found it necessary to establish branches at Winnipeg and also at Vancouver. The Winnipeg branch of the Stewart Menzies Co., Ltd., will be located at 290 MacDermot Avenue and in charge of F. Manley.

TAKE OVER VANCOUVER FACTORY

Winnipeg.—D. J. Dyson, president of the Dyson Vinegar Co., Ltd., announces that his company recently took over the British Columbia Vinegar Works, Vancouver. It is the intention to overhaul and remodel the factory in Vancouver and to manufacture the Dyson spirit and malt vinegars. In addition to the Vancouver plant the Dyson Company controls one or two other factories in the prairie provinces.

D. J. DYSON

Roland F. Haig, formerly of Winnipeg, is in charge of the Vancouver branch. Mr. Dyson, the president, who founded the business, has been connected with the vinegar business for twenty years. He is a firm believer in the policy of industrializing the West.

NEW ARNETT SHOWROOMS

Winnipeg. — Thomas Lewis Arnett, equipment manufacturer, of Souris, Man., has recently opened showrooms here at 220-222 Bannatyne Avenue, in the Bulman Block. Store fixtures of various kinds are being shown, including soda fountains, various styles of silent salesmen, etc. The showrooms are in charge of Leslie Arnett.

WESTERN

The Golden Nut Products Co., Winnipeg, Man., manufacturers of Golden Nut peanut butter, have adopted a new container and H. P. Pennock & Co., Ltd., are placing this line on the western market.

The following branch managers of the Donald H. Bain Co. were in attendance at a conference recently held at their head office, Winnipeg: A. Higenbottom, Edmonton; H. C. Andrew, Calgary; E. P. Magowan, Saskatoon; George F. Dent, Regina; E. L. Elledge, Regina; Alex. J. Chalmers, Vancouver.

L. G. Preston, sales manager of Penick & Ford, Ltd., Chicago office, spent three days in Winnipeg last week in the interest of the New Orleans molasses and Penick syrups with their western representatives, W. L. Mackenzie & Co., Ltd.

A. H. McINTOSH JOINS WILLIAM STORAGE

Winnipeg.—A. H. McIntosh has joined the staff of the William Storage Co., Winnipeg, and will take charge of the distribution end of the business. Mr. McIntosh was formerly distributor for the Nucoa Butter Co., but as the Government ruled against the use of the word butter on these goods in any way, this has prohibited the importation of same. He was also with the Codville Co. for over five years. The William Storage Co. have extended their warehouses so that now they have three. They contain about one hundred thousand square feet of floor space.

A. H. McINTOSH

"Too Many Low Standard Stores"

R. H. Meek, Chief Food Inspector in Vancouver, B.C., Believes That the Number of Grocery Stores Should Be Controlled According to the Population, Without, However, Checking Free Competition

By Staff Correspondent Canadian Grocer

VANCOUVER (Special). — R. H. Meek, chief food inspector for the city of Vancouver, in an interview with Canadian Grocer concerning the grocery business, remarked that in his work he was struck with the fact that there are more grocery stores than are needed to take care of the distribution of groceries to the population of Vancouver. There are more entering the grocery business all the time, he stated. He did not like to see any line of business regulated unduly, or any check upon free competition, but it must be remembered that all the cost of distribution falls on the consumer. If there are twice as many distributing organizations to be kept up as are necessary, the expense of distribution must be approximately twice as heavy a burden on the community.

"The old liquor arrangement was reasonable in one particular at least," he continued. "The number of saloons that could be licensed was based on the population. Some such regulation would be a good thing in almost all retail business, but I don't think that such a drastic and arbitrary law would be necessary.

Standard for Grocers

"A plan that would be equally effective and better for the public and the grocery trade would be one such as this. Let the grocers as a trade complete their organization to a point where they can speak with authority for the trade, and let the association make a study of the subject and draft a standard for grocers. What constitutes a grocer? What knowledge should a grocer have? Should he know how long any line of food will keep in perfectly wholesome condition? Should he be able to judge the quality of spices, teas, coffees, and bacons and the thousand and one lines that constitute a grocery stock? It seems reasonable to me that he should.

Must Meet the Requirements

"Let the association then decide what ability the grocery business requires, and put the data in tangible form. Then the authorities granting licenses to enter the grocery business could require an applicant to measure up to the requirements before he obtained a license to do business. If the association were strong and authoritative, sufficient pressure could be brought to bear on me or the licensing department, to have such examination made. Even a small, well qualified board could judge of the fitness of an applicant, the same as the druggists do, the association to appoint one member, the wholesalers another member and the city the third.

A Certificate of Competency

"It would be unfair to make all people now in the grocery business take an examination on "food retailing," but it would be quite possible to make any further entries into the field do so. It would be even feasible to decline to grant further licenses until increasing population warranted it. The experienced grocers desiring to enter the grocery business in Vancouver City, having satisfied the board that they were competent, would be granted a certificate of competency. If they could not get a new license owing to four hundred and fifty being the limit, for instance, they would then cast about until they located an incompetent retailer willing to sell out. The change would be beneficial to the community and most likely would be a godsend to the inexperienced grocer who was making "pretty heavy weather" of it.

Inefficients Drop Out

"There is always a tremendous trade mortality in the retail grocery business. Those grocers with small stocks and slow turnover who periodically figure in the list of bankrupts are continually responsible for the launching on the market of stale and deteriorated stocks. Many do not know the length of life of cereals, for instance, and good goods become stale and infested before they are put into consumption. A higher grade of retailers, and a higher standard of retailing efficiency would obviate much of this. If no more licenses were issued for a period and the "inefficients" continued to drop out and the better qualified grocers naturally redistributed their places of business to take care of each community, soon a reduction in the number of stores and an increase in the efficiency and turnover of those proficient would result. For the public the benefit would be better food purveyors, fresher supplies, and less expense burden. The benefit to the grocery trade as a whole would most certainly immediately occur to both retailers, wholesalers and manufacturers.

Retailers in Ignorance

"You know quite well the number of retailers engaged in selling foods who do not know their own business and do not now consider such knowledge necessary. Within the last few days we have seized and condemned 17 carcasses of veal in retail stores in Vancouver. Our local by-law is quite recent under which we instituted the inspection, so we did not prosecute. A great number of butchers professed to be in ignorance of why we insisted that a calf less than three weeks old was immature, or why all carcasses must have at least two feet and the head and the kidneys and surrounding fat and liver attached. The head shows the age, the feet show whether the calf was sufficiently robust to have stood on its feet and various diseases are shown by the other organs."

Desires Co-operation

In conclusion Mr. Meek stated that his department will co-operate most heartily with the good merchant. None of the regulations are a hardship on the good merchant, and they are the careless merchant's best protection against himself. Anything that will make for better merchandising, better service, and economy can be done by the grocers' association, and he emphasized the necessity of not only getting good regulations passed but a policy of advertising to the public why such regulations are in the public interest.

Mr. Meek commented on the food regulation articles recently run in Canadian Grocer and stated that what his department wanted was the observance of same, not the prosecution of a retailer for infractions.

BOOSTING TEA SALES

A merchant in Manitoba devised a pretty good scheme to increase the sales of a certain blend of tea. Procuring a list of his customers and also others whom he wished to reach, he sent each of them a sample, with a request that they try it and if found satisfactory to give him a trial. Accompanying each sample package was a slip headed "Prizes for Bright Boys and Girls" and giving particulars for a contest for the best short essays on how tea is grown and prepared for the market. There were six prizes and the children or their parents were invited to call at the tea department and make all the inquiries they desired concerning the subject of tea. The essays winning the first and second prizes were published in the local papers.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

DURING the week under review the raw sugar market has been steadily declining. The Sugar Finance Committee endeavored to sustain prices, holding firm at 4¾ cents c. & f. New York in bond, but later had to lower their price in accordance with Porto Ricos and full duty sugars, finally selling 120,000 bags at 3⅜ cents c. & f., at which figure the market is nominal at the moment although full duty sugars have since sold at 3½ cents c. & f. and Porto Ricos at 4.77 cents, both figures on the parity of 3¾ cents for Cubas.

There has been quite a rapid succession of declines in American refined. The week opened at $7.50, then dropped to $7.25, then to $7, later to $6.75, and finally settling at $6.50.

From Europe we hear that beet sugar sowings have shown an increase of 18 per cent. for Germany, 7 per cent. for Bohemia, and 10 per cent. for Holland and Belgium. It is estimated that the sugar crops of the world, both cane and beet, will amount to 16,475,633 tons, an increase of 1,281,418 tons over last year. There is a possibility of the falling off in the Cuban production as during the week two factories have ceased grinding. The weather has been unfavorable, retarding work, and in addition the financial condition, it is expected, will result in other factories closing shortly.

There has been no change in Canadian refined although there is some irregularity in prices as some wholesales are selling below the refiners' list, apparently wishing to get rid of their holdings.

Cereals are lower and reductions are announced on corn flakes, which brings the price to the 1918 level. The two pound tins of corn syrup, both yellow and white, are reduced.

Shelled walnuts and almonds continue firm and higher under a strong demand. Prunes and apricots are easier but evaporated apples are firm and higher. Several cars of evaporated apples have left Toronto for Great Britain, which is rather unusual for this season as no export business has previously transpired nor had packers been expecting any.

Teas continue to rule firm in practically all primary markets with the exception of Calcutta. The easy condition of Indias principally falls on the lower grades, the better grades commanding fairly high prices. Coffees are also firm in price and although prices at present to the retail trade are unchanged the tendency is for higher levels before the end of the year.

The butter market recorded a sensational drop during the week with conditions still weak and a further slump seems inevitable. Eggs are likewise weak with lower prices likely. The lower condition of the egg market is attributed to the poor prospects for export and those packers who were storing have now ceased to a great extent as the prospect for fall prices is very uncertain. Live hogs are easier and lower.

QUEBEC MARKETS

MONTREAL, May 4.—The most active section of the grocery market this week is the fruit and vegetable market. Bigger supplies of new fruit and vegetables are arriving and the quality is improved. Tomatoes and cabbage are cheaper, while a little easier price is quoted on red onions. The first Montreal curly lettuce is on the market and also a plentiful supply of green, bunch onions. Cucumbers are scarce on account of the big demand both in the United States and Canada and prices are higher. There is a noticeable improvement in the quality of strawberries arriving and prices are reduced. Grapefruit is a little higher in price and oranges are stronger. Pineapples are in good supply with lower prices. The sugar market is steady with a firmer tone to the raw market. The only change in molasses is an adjustment to prices on fancy tinned goods. The two pound tins of corn syrup are reduced. The primary tea markets are stronger and only the lack of movement in this market is preventing higher prices here. Apricots and prunes are lower in price but Smyrna figs are practically off the market with higher prices quoted on remaining stocks. Walnuts and almonds continue to advance in price.

Cereals Unchanged

Montreal.

CEREALS—There is no change in the cereal market. Prices are steady, although the movement is smaller on account of the warmer weather.

Oatmeal, gran., fine standard	....	4 25
Rolled Oats, 90 lbs.	....	3 50
Pearl Hominy	....	3 25
Cornmeal, Gold Dust Brand	....	3 25
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	4 25
Pearl Barley	....	5 25
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 12
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00
Split Peas, per bag	....	5 35

Coffee Prices Steady

Montreal.

COFFEE—Although the primary coffee markets have been gaining strength quotations made by local dealers are unchanged and prices are steady. There is a good movement of coffee and prices are expected to hold for some time.

Higher Prices for Walnuts

Montreal.

NUTS—The nut market is a little quieter than it has been since dealers have bought up stocks sufficient to carry them over the summer. Walnuts, however, are still very strong in price and Bordeaux halves are quoted at from 65 to 73 cents. Shelled almonds are advanced another cent per pound this week with a very strong market and every likelihood of a further advance.

Almonds, Tarragona, per lb.	0 26	0 28
Do., shelled	....	0 50
Do., Jordan	....	0 75
Chestnuts (Italian)	....	0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.	0 17	0 18
Brazil nuts (new)	....	0 25
Do., Barcelona	0 12	0 15

Peanuts, Jumbo	0 16	0 18
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java No. 1	....	0 17
Do., salted, red	0 21	0 23
Do., shelled, No. - Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	0 26	0 28
Do., new Naples	....	0 26
Do., shelled, Manchurian	0 60	0 63
Do., Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.	....	0 40
Do., Spanish, shelled	....	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Apricots and Prunes Lower

Montreal.

DRIED FRUITS—Some weakness is shown in the market for apricots and prunes. There has been a poor movement of apricots and wholesalers have reduced the price of fancy to 33 cents, choice 34 cents and slabs 22 cents in order to stimulate business. The prune market is also weaker and prices on the smaller sizes are reduced 1 and 1½ cents a pound. Raisins are scarce and are holding up in price. Smyrna figs are advanced 1 cent a pound and primary markets are cleaned up. Currants are a little easier in price but local quotations are unchanged.

Apricots, fancy	....	0 33
Do., choice	....	0 27
Do., slabs	....	0 22
Apples (evaporated)	0 12½	0 14
Peaches (fancy)	....	0 28
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 ounces	....	0 27¼
California Seedles sin bulk	....	0 28
Cluster, 20 1-lb. pack	....	6 75
Currants, loose	....	0 30
Do., Greek	0 19	0 21
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 25
30-40s	....	0 19
40-50s	....	0 17
50-60s	....	0 13½
60-70s	....	0. 12½
70-80s	....	0 10
80-90s	....	0 09
90-100s	....	0 08

Molasses Market Steady

Montreal.

MOLASSES—Bulk molasses is unchanged in price but some of the fancy molasses in tins are reduced 15 per cent. Molasses prices in general are steady and this change is an adjustment on tinned goods, following the declines that have taken place on bulk stocks. There is just one change on corn syrups, the two pound tins having been reduced 50 cents per case. Yellow is quoted at $4 and the white at $4.60.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 06½
Half barrels, about 350 lbs.	....	0 06¾
Quarter barrels, about 175 lbs.	....	0 07¼
2 gals., 25-lb. pails, each	....	2 25
3 gal., 38½-lb. pails, each	....	3 25
5 gal., 65-lb. pails, each	....	5 20
2-lb. tins, per case	....	4 00
5-lb. tins, per case	....	5 30
10-lb. tins, per case	....	5 00
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	4 60
5-lb. tins, 1 doz. in case, case	....	5 90
10-lb. tins, ½ doz. in case, case	....	5 60
	Price for Island	of Montreal
Barbadoes Molasses—		
Puncheons	....	0 77½
Barrels	....	0 79½
Half barrels	....	0 79½
Puncheons, outside city	....	0 72½
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.	....	2 40
2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case, case	....	8 60
10-lb. tins, ½ doz. in case, case	....	8 60

Corn Flakes Reduced

Montreal.

PACKAGE GOODS—There are a number of reductions in the package goods line. Kellogg's toasted corn flakes are reduced to $3.75, while the Waxtite package is quoted at $3.55. Quaker corn flakes are quoted at $3.50 and their new cereal, Quaker Quakies, comes on the market at $3.40 per case. Brodie and Harvie's self-rising flour is lower and the 3-pound package is quoted at $2.80 per dozen, and the 6-pound package at $5.50 per dozen.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2-oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3 doz. case	3 40	3 55	3 75
Cornmeal, yellow, 24s	....	3 00
Do., 36s	....	4 16
Oat Flakes, 20s	....	4 80
Rolled oats, 20s	....	5 00
Do., 18s	....	2 00
Oatmeal, fine cut, 20 pkgs.	....	6 75
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	3 25
Hominy, pearl or gran., 2 doz.	....	3 00
Health Bran (20 pkgs.), case	....	2 85
Pancake Flour, case	....	3 60
Do., self-rising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat Flakes, case of 2 doz.	....	2 95
Porridge Wheat, 36s, case	....	6 40
Do., 20s, case	....	6 50
Self-rising Flour (3-lb. pkg.), doz.	....	2 80
Do. (6-lb. pack.), doz.	....	5 50
Do., Buckwheat flour, per doz.	....	1 50
Corn Starch (prepared)	....	0 10
Potato Flour	....	0 12½
Starch (laundry)	....	0 08
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Shredded Wheat	....	4 95
Cooked Bran, 12s	....	2 25
Euamel Laundry Starch, 40 pkgs. case	....	....
Celluloid Starch, 45 pkgs., case	....	4 15
Package Cornmeal	....	3 00
Malt Breakfast Food (36 pkgs.)	....	9 50
Quaker Two-Minute Oat Food	....	1 80
Puffed Rice Pancake Flour	....	2 90
Egg Noodles, case 24	....	2 25
Macaroni	....	2 25
Quaker Quakies	....	3 40

Sugar Market More Steady

Montreal.

SUGAR—The sugar market is standing fairly steady at the price after the reduction made one week ago. There is a steadier feeling to the raw sugar market and prices have been holding up fairly well through the week. This feeling is transmitted to the refined market with like results. Refiners look for prices to hold for some time on this basis.

Granulated Sugar, per cwt.	....	10 50
Do., barrels	....	10 50
Granulated, gunnies, 20/5	....	10 90
Do., gunnies, 10 10	....	11 00
Do., cases, 20/5-lb. cartons	....	11 10
Do., cases, 50/2-lb. cartons	....	11 25
Yellow, light, per cwt.	....	10 10
Do., medium, per cwt.	....	10 10
Do., dark, per cwt.	....	9 90

Teas Are More Steady

Montreal.

TEAS—The primary tea markets show more strength, particularly on Ceylon and Indian teas. Local dealers state, however, that it is having little effect on markets in this province since the movement of the teas has not improved. Prices are unchanged and are more steady in view of the strength of the primary markets.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson, thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Canned Goods Steady

Montreal.

CANNED GOODS — There is no change in the canned goods market. The trade in this line has been rather quiet for the last two weeks, but prices on such lines of canned vegetables as tomatoes, corn and peas are standing firm with wholesalers' stocks running low. There is a fair demand for canned fruit but prices are steady.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	5 25
Asparagus, imported (2½s)	....	6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, Standard	1 80	1 90
Do., early June	....	2 00
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75

Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	6 10
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	4 00
Do., 2½-lb.	....	7 00
Do., 2-lb.	....	5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	2 75	2 85
2½-lb.	4 25	4 35
1-lb.	....	....
Pears, 1s	....	....
Do., 2½s	4 65	4 75
Do., 2-lb.	3 50	3 60
Greengage Plums, heavy syrup ..	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced), 2½-lb.	5 40	5 80
Do., 2-lb.	1 60	4 80
Do., 1-lb.	...	2 50
Red Raspberries	1 25	4 35
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
New Pack Cherries, choice	....	4 00
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Rice Prices Go Lower

Montreal.

RICE—Rice prices are still on the downward trend with wholesalers cutting prices to get all the business possible. Fancy Carolina rice is quoted as low as 7 cents and Texas rice is down to 4¾ cents. Honduras rice is quoted at 5 cents. There is a campaign on at the present time to increase the consumption of rice, but dealers state that it is not having a noticeable effect. The rice market is in a stagnant condition.

RICE—		
Carolina, extra fancy	....	0 07
Do. (fancy)	....	0 06
Honduras, fancy	....	0 05
Texas rice	....	0 04¾
Siam	....	0 06
Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras	....	0 07
Siam	....	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Lower Prices on Vegetables

Montreal.

VEGETABLES—The feature of the vegetable market this week is a bigger supply of fresh vegetables with lower prices quoted on most lines. The big demand for cucumbers both from Canada and the United States has resulted in higher prices, now quoted at $6.50 per hamper. Tomatoes are cheaper this week, selling at $8 per crate with a bigger supply. The first Montreal curly lettuce is on the market, quoted at $3.50 per box. With the higher prices on onions a larger supply came forward and prices on red onions dropped to $3 per bag. New cabbage is very plentiful and lower at $3. Green onions are on the market in good supply. There is a good demand for all lines of fresh vegetables.

New cabbage	....	3 00
Chicory, doz.	....	0 50
Celery, Florida, per crate	4 00	4 75
Do., California	....	11 00
Carrots, per bag	0 75	1 00
Cucumbers, per hamper	....	6 50
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Lettuce	....	....
Parsley	....	....
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 10	1 25
Do., sweet, hamper	....	5 50
Spinach, box	....	....
Spanish Onions, per case	5 00	5 50
Turnips, per bag	0 75	1 00
Yellow Onions, cwt.	....	2 75
Red Onions, per cwt.	....	3 00
Texas Onions, per cate	....	2 75
New Tomatoes, per crate	....	8 00

Fruit at Lower Prices

Montreal.

FRUIT—The fruit market is in an excellent condition this week with a good supply and a good demand for all lines. For some time Porto Rico grapefruit has been holding down the price and now that their season is practically over prices are firming up with an advance of 25 cents per case. There is a good supply of oranges but an effort on the part of the shippers has resulted in an advance of 25 cents per case on the larger sizes. The orange crop this year has been very plentiful and the consumption has also been large. Bigger supplies of pineapples are on the market with prices down to $6.50 per case. The last shipment of strawberries that came to the city showed a big improvement in quality and prices have declined to around 35 cents a quart.

APPLES—		
Baldwin	9 00	9 50
Ben Davis	7 00	7 25
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Porto Rico	....	4 75
Do., Florida, 54, 64, 80, 96	....	6 00
Do., California	....	7 00
Lemons, Cal., 300-360s	4 25	4 50
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	5 75	6 50
Do., Florida, 150-216s	4 75	5 00
Do., Blood Oranges, half boxes	....	3 75
Tangerines	....	4 25
Strawberries, per pint	....	0 28
Pineapples, 24s, 30s, 36s, crate	....	6 50

Pepper Market Stronger

Montreal.

SPICES—The spice market is quiet with little movement of supplies. Some importers state that prices on peppers and cloves had reached bottom and that judging by reports from primary markets prices on replacement stocks will be higher. There are no price changes this week.

Allspice	....	0 20
Cassia (pure)	0 27	0 30
Cocoanut, pails, 20 lbs. unsweetened ,lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 23
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	....	0 36
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 30
Ginger (Cochin)	....	0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 45
Pepper, black	....	0 25
Do., white	....	0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamo nseed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	9 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Axle Grease Reduced

Montreal.

MISCELLANEOUS—G. rosin is reduced ¼ cent a pound to 3¼ cents a pound gross weight in barrel lots. Parowax is reduced 5 cents a pound in case lots to 15 cents a pound. Carter's ink is advanced 15 cents for the cylinders of two-ounce bottles and they are now selling at 75 cents. Some reductions have been made in the quotations on axle grease. Mica axle grease is reduced $1.35 on the one-pound tins to $7.80 per case and $1.65 on the 3-pound tins to $10.60. Imperial axle grease is also reduced to $7.25 per case of four dozen. Babbit's lye is advanced 50 cents a case to $6.50 and Comfort lye is advanced to $7.25 per case. There are some further reductions on soaps. Fairbanks have reduced one of their brands to $6.35 per case and another to $6.75 per case. Soap chips are reduced to 15 and 17 cents.

ONTARIO MARKETS

TORONTO, May 4.—Cereals are easy and reductions are noted on practically the complete list. Corn flakes are further reduced. Shelled walnuts continue firm under a strong demand and limited supplies. Almonds are also firmer with tendencies for higher prices. A reduction is announced on two pound tins of corn syrups. A scarcity is noted on canned pumpkin and higher prices are likely. Canned vegetables are holding steady under an active demand, while fruits are also showing an improved demand since wholesalers have reduced prices. Canadian milled Japan rice is offered and the market continues unsettled. Evaporated apples are firmer and higher under a more active movement. The flour market is firm. The sugar market is easy

Canned Pumpkin Scarce

Toronto.

CANNED GOODS.—There is a scarcity noted on canned pumpkin. This is attributed to the light pack the last season and the fact that there is a strong demand. One house is predicting higher prices and goes so far as to state that

the price will reach $1.95 per dozen. At present pumpkin 2½s is offered at $1.45 to $1.50 per dozen. Canned fruits are showing a little better movement and wholesalers are generally quoting prices that are below cost. These prices are irregular. Vegetables are in active demand and the stable condition that has characterized this market for the past few weeks is still maintained. Canned spinach 2s is offered at $1.60 per dozen. Jams are also in good demand and prices generally appear to be on a more even keel.

Salmon—		
Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska, reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Cohoe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	....	3 50
Do., ¼-lb. tins	2 25	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables —		
Tomatoes, 2½s, doz.	1 60	1 85
Peas, Standard, doz.	1 65	1 70
Beets, 2s, doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.	....	1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each	....	0 90
Black Currants, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Gooseberry, 4s, each	....	0 89
Do., 16 oz., doz.	....	4 10
Peach, 4s, each	....	3 75
Do., 16 oz., doz.	....	0 83
Red Currants, 16 oz., doz.	....	4 40
Do., 4s, each	....	0 94
Raspberries, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Strawberries, 16 oz., doz.	....	4 60

Beans Are Quiet

Toronto.

BEANS.—Stocks of Ontario beans are rather light both in the country and in wholesalers' warehouses. The demand, however, has considerably fallen. Good samples of two- to three-pound pickers are generally quoted at $3 to $3.25 per bushel but in one quarter they are offered at $2.80. California limas are selling at 10 cents per pound and Madagascars at 5¾ cents per pound.

Ont., 1-lb. to 2-lb. pickers, bush.	3 00	3 25
Do., hand-picked, bush.	....	3 25
Limas, Calif., per lb.	....	0 10
Madagascars, per lb.	....	0 05¾

Evaporated Apples Firm

Toronto.

DRIED FRUITS.—Evaporated apples have developed a stronger tone and prices are advanced 1½ cents per pound. There is a good movement in evaporated apples both for domestic and export trade. Several cars have left Toronto for Great Britain, which is rather unusual for this season as no export business was expected. Prunes are weak but there is a good demand for consumption. Currants are firm and stocks in primary markets are fairly well cleaned up.

Candied Peels—		
Lemon	....	0 42
Orange	....	0 44
Citron	....	0 72
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 17
Do., Vostizza	....	0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 50
Dromedary, 3 doz. to case	....	7 00
Fard, per box aprox. 12 lbs.	....	3 25
Hallowee dates, per lb.	0 11	0 12
Figs—		
Smyrna layers, 4 Crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 10½
Prunes—		
30-40s, 25s	....	0 20
40-50s, 25s	....	0 16
50-60s, 25s	....	0 13
60-70s, 25s	....	0 10
70-80s, 25s	....	0 09½
80-90s, 25s	....	0 09
90-100s, 25s	....	0 08
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 28½
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 28½
Valencia	....	0 23
Evaporated apples	0 14	0 15

Cereals Are Lower

Toronto.

CEREALS. — A general reduction is noted all along the cereal list. Rolled oats dropped 10 cents per bag, now quoted at $3.15. Pot and pearl barley are lower, the former quoted at $4.75 and the latter $5.50 per 98-pound bag. Golden corn meal is reduced to $2.75 per bag. Flake wheat dropped 50 cents per barrel, now quoted at $6.75. Cracked wheat is down to $5 per bag. Split peas are reduced to $5.70 per bag. Graham and whole wheat flour are lower, now quoted at $4.75 and $4.85 per bag.

	F.o.b.	Toronto
Barley, pearl, 98s	....	5 50
Barley, pot, 98s	....	4 75
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	...	6 00
Cornmeal, Golden, 98s	....	2 75
Oatmeal, 98s	....	4 50
Corn Flour, 98s	....	3 75
Rye Flours, 98s	....	6 00
Rolled oats, 90s	....	3 15
Rolled Wheat, 100-lb. bbl.	....	6 75
Cracked Wheat, bag	....	5 00
Breakfast Food, No. 1	....	6 00
Do., No. 2	....	6 00
Rice Flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 50
Flaxseed, 98s	....	7 00
Peas, split, 98s	....	5 75
Marrowfat green peas	0 05¼	0 06
Graham flour, 98s	....	4 75
Whole Wheat Flour	....	4 85
Wheat Kernels, 98s	....	6 35
Farina, 98s	....	6 35

Pineapples Are Easier

Toronto.

FRUIT.—Pineapples are arriving in heavy shipments, the quality was never better and prices are 50 cents to $1 per case lower. California Valencia oranges are arriving and are quoted at $5 to $5.75 per case. Porto Rico grapefruit is offered at $5.50 per case and Floridas at $7 per case. Boxed apples are in good demand at $3.25 to $3.75 per box according to size.

Oranges, California Navels—		
126s	....	6 75
150s	....	6 75
176s	....	6 50
200s, 216s, 250s	6 00	6 25
Calif. Valencias, 126s, 150s, 176s.	....	5 75
Do., 200s, 216s, 250s	....	5 50
Do., 288s, 324s	....	5 00
Grapefruit—		
54s	....	5 50
64s	....	6 00
70s, 80s, 96s	6 25	7 00
Bananas, Port Limons	....	0 09
Lemons, Cal.	....	4 50
Do., Messinas	....	4 00
Apples, Ontario—		
Spies, per box	....	3 50
Baldwins, per box	....	3 00
Winesaps, per box	3 25	3 75
Strawberries, Louisiana, pts.	0 21	0 22
Do., qts.	0 40	0 43
Pineapples, 18s, 24s, 30s, case	6.50	7 00
Do., 36s	....	6 25
Do., 42s, 48s	....	5 50

Flour Market Firm

Toronto.

FLOUR.—The flour market has developed a firmer tone due to the stronger market for wheat. Quotations are unchanged but the tendency is for higher levels.

FLOUR—		
Patents Firsts, in jute bags, barrel	....	10 00
Do., seconds, in jute bags, per barrel	....	9 50

Honey Market Dull

Toronto.

HONEY.—The situation in honey continues dull and unchanged. Little demand is noted and there still appears to be plenty of supplies both in the country and in dealers' warehouses.

Honey, extracted, Ontario, No. 1, white clover, in 30 and 60 pound tins	....	0 21
10 pound tins, per lb.	....	0 22
5 pound tins, per lb.	....	0 23

Walnuts Quoted Higher

Toronto.

NUTS.—Shelled walnuts continue in a strong position with quotations on spot supplies advanced five cents per pound, bringing the price in case lots to 65 cents and in broken lots 70 cents. Stocks in France are practically exhausted and there is no possible chance of any improvement until the next crop is harvested. There is every appearance of prices reaching a higher level as there is a strong demand and apparently spot stocks are lower than they have been for several years. The import cost of replacement is now practically on the same level as prices quoted by wholesalers. Almonds are also in a strong position and although quotations are unchanged the tendency is for an advance. Pecans continue firm at high figures. Brazils are easy with lower prices likely.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	8 00
Cocoanut, unsweetened, lb.	....	0 30
Do., sweetened, lb.	....	0 35
Do., shred	....	0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 20	0 22
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 65	0 70
Do., Manchurian	0 48	0 53
Do., broken	....	0 35

Peanuts, Spanish, lb.	....	0 10½
Brazil nuts, lb.	....	0 95
Pecans, lb.	....	1 40

Corn Flakes Again Decline

Toronto.

PACKAGE GOODS.—Package cereals are in an easy position with a tendency for reductions on some lines. Post Toasties dropped 50 cents per case, now quoted at $3.60. Kellogg's (London) corn flakes are reduced to $3.75 per case and Kellogg's Waxtite (Toronto) are down to $3.55 per case.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	5 00
Do., 20s, square, case	....	5 00
Do., 18s, case	....	2 00
Do., Aluminum Prem., 20s	....	6 40
Corn Flakes, 36s, case	3 55	3 75
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 10½
Do., No. 2, l. cartons	....	0 09
Laundry Starch	....	0 08
Do., in 1-lb. cartons	....	0 08¾
Do., in 6-lb. wood boxes	....	0 11¾
Do., in 6-lb. tin canisters	....	0 12½
Celluloid Starch, case	....	4 15
Potato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	5 75
Cornmeal, 24s	....	3 00
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Wheat flakes, 24s	....	6 00
Wheat kernels, 24s	....	5 40
Self-rising pancake flour, 24s	....	3 50
Buckwheat flour, 24s	....	4 00
Two-minute Oat Food, 24s	....	1 80
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 00
Do., pearl, case	....	3 00
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65
Puffed Rice Pancake Flour, 24s	....	2 90

Pickles Hold Firm

Toronto.

PICKLES.—Quotations on pickles are holding steady and firm. The majority of manufacturers have now completed their contracts with the growers at practically the same prices as last year and there are no indications at present for any immediate change in quotations.

Pickles—Sour Mixed—		
8-ounce bottles, per doz.	....	2 45
10-oz. bottles, per doz.	....	2 80
14-oz. bottles, per doz.	....	....
18-oz. mason jar bottles, doz.	....	3 50
5-gal. keg	....	8 50
10-gal. keg	....	14 50
Sweet Mixed and Mustard—		
8-oz. bottles per doz.	....	2 85
10-oz. bottles	....	3 25
14-oz. bottles	....	....
18-oz. mason jars, per doz.	....	4 35
5-gal. kegs	....	11 00
10-gal. kegs	....	18 00

Rice Continues Easy

Toronto.

RICE.—There is little change in the rice situation, the market continues easy and unsettled. Canadian milled Japan rice, Mandarin brand, is offered at five cents per pound. Blue Rose is unchanged but it is intimated that a lower level would be reached.

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.	....	0 06½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	....	0 07

Two Pound Corn Syrup Lower

Toronto.

SYRUPS.—A reduction of 50 cents per case is announced on two-pound tins of white and yellow corn syrups. This reduction is only on the two-pound tins and does not affect the other sizes.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case	....	4 60
Cases, 5-lb. tins, white, 1 doz. in case	....	5 90
Cases, 10-lb. tins, white, ½ doz. in case	....	5 60
Cases 2-lb. tins, yellow, 2 doz. in case	....	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 30
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 00
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 50
Molasses—		
Fancy, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal	....	0 56
Do., half bbls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doze. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Spices Are Steady

Toronto.

SPICES.—Stocks are not large either in Canada or the United States and manufacturers state that if they were to get a sudden rush of business they would have difficulty in filling orders. The market is ruling fairly steady under a quiet demand.

Allspice	0 19	0 22
Cassia	....	0 26
Cinnamon	....	0 41
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Pastry	....	0 28
Pickling spices	....	0 19
Mace	..	0 75
Peppers, black	....	0 19
Do., white	....	0 31
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 35
Do., 80s	....	0 45
Do., ground	....	0 35
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Turmeric	....	0 30
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 45
American high-test, bulk	....	0 45
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Sugar Market Weak

Toronto.

SUGAR.—The raw sugar market continues in a weak condition with prices again lower. This condition is also reflected in lower levels beng reached on American refined but at the moment there are no price changes on Canadian, although some houses are offering sugar below refiners' list, apparently wishing to reduce their holdings.

St. Lawrence, extra granulated, cwt.	10 84
Atlantic, extra granulated	10 84
Acadia Sugar Refinery, extra granulated	10 84
Dom. Sugar Refinery, extra granulated	10 84
Canada Sugar Refinery, granulated	10 84

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c.

Tea Market Holds Firm

Toronto.

TEAS.—There have been no new developments materialize in the tea market. The situation continues strong in practically all markets with the exception of Calcutta, although this, too, has a firmer undertone especially on grades showing good cup quality. Shipments now arriving are costing the importers more money than at the beginning of the year but at the moment there is no change in quotations to the retail trade.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Tomatoes Are Lower

Toronto.

VEGETABLES.—Large shipments of Southern vegetables are arriving daily and prices generally tend easier. Tomatoes are down 50 cents per case, now quoted at $7.50 to $8 per case. Spinach declined to $1.75 per bushel hamper. Local asparagus is arriving and quoted at $3 to $3.50 per 11-quart basket containing about two dozen bunches. Leamington hot house cucumbers are offered in 11-quart baskets at $3.50. Florida cucumbers are easier at $6 per hamper. Wax and green beans are lower at $6 per hamper. In Canadian vegetables there is little change. Potatoes are steady but quiet at 70 cents to 85 cents per bag.

Cabbage, per case	4 75	5 50
Carrots, per 75-lb. bag	0 65	0 75
Turnips, per 75-lb. bag	0 50	0 75
Parsnips, bag	0 85	0 90
Onions, 75-lb. sack	....	1 00
Do., Spanish, large crate	....	5 00
Do., New Texas, crate	....	2 75
Potatoes, per bag	0 70	0 85
Mushrooms, 3-lb. crate	....	3 25
Cal. Head Lettuce, crate	....	7 00
Leaf Lettuce, doz.	0 35	0 40
Celery	6 75	7 50
Tomatoes, 6-bkt. crates	7 50	8 00
Pepper, per doz.	....	1 25
Parsley, per doz.	....	1 00
New beets, hamper	....	2 25
New carrots, hamper	....	2 25
New spinach, bushel	....	1 75
Asparagus, local 2 doz. bunches to basket	3 00	3 50
Green Peas, hamper	....	5 00
Wax and green beans, hamper	....	6 00
Cucumbers, hamper	....	6 00
Do., Hot House, 11-qt. bkt.	....	3 50
New Potatoes, Floridas, bl.	7 50	9 00
Green Onions, per dozen	0 30	0 35

Price Changes on Some Lines

Toronto.

MISCELLANEOUS.—Parowax is reduced to 14 cents per pound package. Goblin soap, cases of 50 cakes, is quoted at $3. Tip Top soap chips are reduced to $6.25 per case. Standard soap chips are down to $7. Economy soap flakes are now quoted at $3.30 per case. Sea Foam soap flakes are down to $4.75 per case. Dingman's Ideal blue has advanced to $2.50 per box. Dingman's borax is reduced to $3 per box. Comfort lye has advanced to $6.50 per case. Princess soap chips, boxes of 25 pounds, is quoted at 17 cents per pound and cases of 36 packages at $2.80.

WINNIPEG MARKETS

WINNIPEG, May 4.—The coffee market continues dull. Domestic sardines are being offered at lower quotations, while the demand for canned fruits and vegetables is showing an improvement. The heavy frost caused considerable damage to the fruit crop, but it is not thought it will cause any advance in price. The sugar market is easier. The spice market is firmer with the exception of black pepper. Teas on the primary market have advanced. All shelled nuts are showing firmer tone. The demand for fruits and vegetables is improving and lower prices are quoted.

Coffee Market Firm

Winnipeg.

COFFEE—Javas, Mochas and medellin Bogotas are scarce and firm in price. Good roasting grades of all lines, particularly Santos, are scarce as the present crop is practically cleaned up. Locally the demand is normal.

COFFEE—		
Rio, lb.	0 18½	0 19½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 27	0 29

Cereals Tend Easy

Winnipeg.

CEREALS—There are no changes in package cereals this week. The market is quiet and there is a slight tendency for easier prices on rolled oats, barley and buckwheat grits. The demand for Japan kootenashi beans has been active, due to lower quotations.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons..	4 75	6 00
Do., 36s, case, square pkts.....	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 65	4 00
Cornmeal, 2 doz. case, per case...	....	3 80
Puffed Wheat, 3 doz. case, case..	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Grape Nuts, 2 doz. case, per case	....	3 83
Package Peas, 3 doz. case, case..	....	3 75
Cream of Wheat, 3 doz. case. case.	....	9 00
BULK CEREALS		
Rolled Oats, 80s, per bag	....	2 35
Do., 40s, per bag	....	1 33
Do., 20s, per bag	....	0 70
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran., or stand., bag	....	3 50
Wheat Granules, 98s, per bag.	....	6 00
Do., 16-6s, per bale	....	6 75
Peas, whole, green, 100-lb. bag, per bush.	....	3 80
Do., split, yellow, 98s, per bag	....	7 90
Do., split, yellow, 49s, per bag	....	4 00
Do., 24s, per bag	....	0 76
Do., 10-10s, per bale	....	3 65
Buckwheat grits, whole, 98-lb. bags. per bag	8 25	8 75
Beans, 100-lb. bags, per bushel..	3 50	3 75
Lima Beans, 100-lb. bags, per lb.	0 10½	0 12

Canned Goods in Demand

Winnipeg.

CANNED GOODS—Domestic sardines declined 50 cents per case and are quoted at $5.70 per case of 100 tins. Other lines of canned fish are firm and in fair demand. The demand is increasing for both canned fruits and vegetables due partly to the season and partly to lower prices. Quotations vary on account of different brands being put up by packing concerns. There is no stability to the market and packers are using this method of cleaning up stocks.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.....	2 70	2 75
Finnan Haddie, 1s, 4 doz. case..	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz..	....	3 35
Do., ½s, 4 doz. case, doz.....	....	6 00
Do., 2s, 8 oz., 2 doz. case, case	....	7 60
Oysters, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case..	....	22 00
Do., ½s flat, 8 doz. in case..	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	15 75
Do., ½s, flat, 8 doz. case ...	....	16 25
Cohoe, 1s, tall, 4 doz. case....	....	18 00
Do., ½s, flat, 8 doz. case....	....	16 00
Pink, 1s, tall, 4 doz. case	....	9 50
Do., ½s, flat, 8 doz. case...	....	11 00
Humpback, 1s, tall, 4 doz. case	....	8 60
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case.	2 90	3 35
Blueberries, 2s, 2 doz. case.....	....	7 15
Cherries, 1s, 4 doz. case.....	8 25	9 00
Peaches, 2s, 2 doz. case.....	6 75	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	....	5 00
Do., Lombard, light syrup, 2s, 2 doz. case	....	4 65
Do., heavy syrup, 2s, 2 doz. case	....	5 95
Raspberries, 2s, 2 doz. case.....	10 25	10 75
Strawberries, 2s, 2 doz. case ...	9 00	9 75
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 65
Peaches, 2½s, 2 doz. case	....	12 60
Do., sliced, 1s, 4 doz. case ...	....	14 50
Do., halved, 1s, 4 doz. case ...	....	14 50
Do., 2s, 2 doz. case	....	9 75
Pears, 1s, 4 doz. case	....	16 25
Pineapples, sliced, 2s, 2 doz. case	....	8 00
CANNED VEGETABLES		
Asparagus, Tips, 1s, tins, 4 doz. case, per doz.	....	4 75
Beans, Golden Wax, 1s, doz. cs.	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corn, 2s, 2 doz. case	3 30	4 00
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2-½s, 2 doz. case	....	7 00
Pumpkins, 2-½s, 2 doz. case ...	....	3 00
Sauer Kraut, 2-½s, 2 doz. case .	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz, case.....	3 60	3 85
Spinach, 2-½s, 2 doz. case ...	6 75	7 25

No Change in Dried Fruits

Winnipeg.

DRIED FRUIT—Wholesalers report a better movement in dried fruits. Currants are firmer. Peaches are scarce and not selling rapidly. The California prune market is firmer and has advanced. The heavy frost which occurred throughout the fruit belt caused considerable damage to the new crop but from advices received there are large quantities of prunes still to be had, and it is not thought that prices will advance to any great extent. Apricots are moving freely at reduced prices. Evaporated apples are firmer. The recent advance in Ontario has not been reflected on the local market.

DRIED FRUIT		
Evaporated Apples, per lb.	0 12½	0 13
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz., pkgs., 6 doz. case. lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 20
Do., Tunis, bulk, lb.	....	0 26¾
Do., Package, 3 doz. case. lb..	....	0 15
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt. ...	....	0 35
Peaches, standard, per lb.	0 21	0 22
Do., choice, per lb.	0 24	0 25
Do., fancy, per lb.	0 28	0 29
Do., Cal., in cartons, per carton	....	1 25
Do., unpitted, per lb.	0 18	0 19
Pears, extra choice, per lb.	....	0 25
Do., Cal., cartons, per carton	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 19
40-50s, 25s, per lb.	....	0 17¼
50-60s, 25s, per lb.	....	0 14½
60-70s, 25s, per lb.	....	0 13
70-80s, 25s, per lb.	....	0 10¾
80-90s, 25s, per lb.	....	0 10
90-100s, 25s, per lb.	....	0 08¾
In 5-lb. cartons, per carton ..	....	0 80
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 25
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Cal., bulk, seeded, 25-lb. boxes	....	0 28
Do., pkt. seedless, 11 ozs., 3 doz. to case, per lb.	....	0 23½
Do., bulk, seedless, 25-lb. boxes, per lb.	....	0 27½
Pears, extra choice, per lb.....	....	0 30
Apricots, choice, 25s, lb.	....	0 32
Do., 10s, lb.	....	0 34
Do., Standard, 25s, lb.	....	0 28
Do.,, choice, 10s, lb.	....	0 30
Do., fancy, 25s, lb.	....	0 36
Do., fancy, 10s, lb.	....	0 38

Sugar Market Easier

Winnipeg.

SUGAR—The New York raw sugar market is weak and indications point to lower prices on Canadian refined. The trade at present are buying for present needs only, with a normal consumptive demand.

Extra granulated, bags, 100 lbs. .	....	12 00
Do., gunnies, 5/20 lbs.	....	12 40
Do., gunnies, 10/10 lbs.	....	12 50
Do., cartons, 20/5 lbs.	....	12 60
Do., cartons, 50/2 lbs.	....	12 75
Yellow, No. 1 light, bags, 100 lbs.	....	11 60
Do., golden, bags, 100 lbs. ...	....	11 50
Powdered Sugar, bbls.	....	12 35
Do., boxes, 50 lbs.	....	12 55
Do., boxes, 25 lbs.	....	12 75
Icing, barrels	....	12 45
Do., boxes, 50 lbs.	....	12 85
Do., boxes, 25 lbs.	....	12 85
LUMP SUGAR—		
Soft Lumps, boxes, 100 lbs. ...	....	12 75
Do., boxes, 50 lbs.	....	12 85
Do., 25 lbs.	....	13 05
Do., cases, 20 cartons	....	13 80
Do., cases, 40 half cartons..	....	14 55
Small Lump, boxes, 100 lbs. ...	....	12 65
Do., boxes, 50 lbs.	....	12 75
Do., boxes, 25 lbs.	....	12 95
Do., cartons, 50/2 lbs.	....	14 05
Hard Lump Sugar, barrels ...	....	12 95
Do., boxes, 100 lbs.	....	12 95
Do., boxes, 50 lbs.	....	12 60
Do., 25 lbs.	....	13 05

Spice Market Firm

Winnipeg.

SPICE—The primary spice market is firm, with the exception of black pepper, which declined one half cent per pound. Spot stocks of spices in the United States are low. Spice grinders are apparently buying on the hand to mouth basis. Cloves and Jamaica ginger have strengthened considerably while the larger sizes of nutmegs are scarce and high.

Allspice Jamaica, best quality, lb.	....	0 25
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica, No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb.	....	0 80
Nutmegs, extra large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 40
Do., med. brown, 110 to lb., lb.	....	0 38
Do., carton of six, per doz.	....	0 80
Pepper, black, Singapore ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb. pkg., per doz.	....	1 00
Do., bulk, No. 1, per lb.	....	0 28
GROUND SPICE		
Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb.	....	0 30
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 65
Do., 2 oz., cartons	....	1 45
Do., 4 oz. cartons	....	2 00

Tea Market Firm

Winnipeg.

TEA—Advices from primary markets show that teas of all grades have advanced 1 to 4 cents per pound. This advance applies to both Ceylon and India. There are no new developments on the local market, buying continuing from hand to mouth.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoes, first quality	0 40	0 48
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken Orange Pekoe, 1st qual.	0 50	0 60
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

Syrups Unchanged

Winnipeg.

SYRUPS—There are no changes in syrups or molasses, but tendencies are for lower prices on both cane and corn syrups. A shipment of New Orleans molasses arrived during the week.

CANE SYRUP—		
No. 2s	....	7 30
No. 5s	....	8 40
No. 10s	....	7 85
No. 20s	....	7 65
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	5 40
Cases, 5-lb. tins, white, 1 doz. in case	....	6 25
Cases, 10-lb. tins, white, ½ doz. in case	....	6 00
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 00
Cases, 2-lb. tins, yellow, 2 doz. in case	....	4 80
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 65
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 40
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	5 40
MAPLE SYRUP—		
Pure, 2½s, tins, case of 2 doz.	....	24 85
Pure, 5s, per case of 1 doz.	....	22 65
Pure, 10s, per case of ½ doz.	....	21 05
TABLE SYRUP—		
Maple flavor, 2½s, tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 30
3-lb. tins, 2 doz. case	....	11 70
5-lb. tins, 1 doz. case	....	9 50
10-lb. tins, ½ doz. case	....	9 20
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	4 80
2s, 4 doz. in case	....	4 40
2½s, 4 doz. in case	....	4 10
5s, 4 doz. in case	....	4 10
10s, 4 doz. in case	....	4 05

Starch Unchanged

Winnipeg.

STARCH—There is no change in the starch situation this week.

Cornstarch, 1-lb. pkgs., per lb.	....	0 09
Do., No. 1 quality, 1-lb. pkgs.	....	0 10½
Gloss, 1-lb. pkgs., per lb.	....	0 10¾
Celluloid, 1-lb. pkgs., per case.	....	4 30

Walnuts and Almonds Higher

Winnipeg.

NUTS—Prices on French shelled Bordeaux halved walnuts have advanced. French shippers state that their stocks are exhausted and the local market is bare. Shelled almonds are in a strong position and prices have advanced from 2 to 3 cents per pound. Prices on spot however are unchanged. Shelled pecans are high and scarce. Shelled brazils and filberts are showing a firmer tone. Spanish shelled peanuts are firmer with indications for higher prices.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, per lb.	....	0 12½
Pecans, per lb.	....	1 40
Walnuts, per lb.	....	0 68
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 25
Walnuts, per lb.	....	0 25
Almonds, per lb.	....	0 25
Brazils, per lb.	....	0 25
Pecans, per lb.	....	0 28
Cocoanuts, per doz.	....	1 50
Cocoanuts, per sack	....	11 00

Flour Market Advances

Winnipeg.

FLOUR—Flour advanced 25 cents and 98 pound sacks delivered to the city traders are quoted at $5.32½. The demand has shown no improvement.

FLOUR—		
98-lb. sacks	....	5 32½
Two 49-lb. sacks	....	5 40
Four 24-lb. sacks	....	5 50

Jams in Good Demand

Winnipeg.

JAMS—It is reported that jam manufacturers are forming an association with the object of stabilizing prices. Some brands, however, continue to be offered at varying prices and retailers are buying freely at prices quoted.

Eastern		
Strawberry, 4s, per tin	....	0 86
Black Currant, 4s, per tin	....	0 86
Raspberry, 4s, per tin	....	0 86
Apricots, 4s, per tin	....	0 80
Cherry, 4s, per tin	....	0 80
Peach, 4s, per tin	....	0 80
Compound (all flavors), 4s, tin.	0 53	0 58
Western.		
Strawberry, 4s, per tin	....	0 95
Black Currant, 4s, per tin	....	0 95
Raspberry, 4s, per tin	....	0 95
Apricot, 4s, per tin	....	0 90
Cherry, 4s, per tin	....	0 90
Peach, 4s, per tin	....	0 90

Rice Market Unsettled

Winnipeg.

RICE—There is no change in the rice market. The same unsettled conditions exist that have characterized this market for some months past. Southern rice is in good demand.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 07¾
Do., 50-lb. sacks, lb.	....	0 08
Siam, 100-lb. bags	0 05½	0 05¾
Do., 50-lb. bags	....	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 08¾
Do., in less quantities, lb.	....	0 09
Tapioca, pearl, per lb.	....	0 07¾

Tomatoes Are Lower

Winnipeg.

VEGETABLES — Mexican tomatoes declined $1 and are quoted at $8 per case. Rhubarb is in good demand. Asparagus has shown a decline and is quoted at $5.50 per case. New carrots, beets and parsnips are on the market and are selling freely at 6 cents per pound. Cucumbers are also reported lower and are quoted at $3.75 per dozen. Spinach declined 50 cents per case and is offered at $2.

Rhubarb—Walla Walla, per case	....	3 75
Asparagus, per case	....	5 50
Spinach, per case	....	2 00
Cabbage, by the crate, per lb.	....	0 05½
Do., broken lots, per lb.	....	0 06½
Head Lettuce, per case	....	7 50
Do., per dozen	....	2 00
Leaf Lettuce, per dozen	....	0 65
Radishes, per doz.	....	0 65
Green Onions, per doz.	....	0 60
Cucumbers, Davids' hoth'se, dz.	....	3 75
Tomatoes, Mexican, per lug.	....	8 00
Onions, Valencia, per case	....	6 50
Do., New Texas, Bermudas, crt.	....	3 00
Do., B.C., per sack	....	2 00
New Carrots, Beets and Parsnips, per lb.	....	0 06
Potatoes, per bushel	....	1 00
Do., 25 bush. lots, per bush.	....	0 90

Cherries Arrive

Winnipeg.

FRUITS—The first shipment of cherries has arrived on the market. Oranges and grapefruit are arriving daily with no change in price. Bananas are selling freely at 11½ cents per pound. Strawberries are lower in price, quarts being quoted at $10 per case. Small quantities of pineapples continue to arrive and prices remain high.

ORANGES, Navels—		
126s, per case	....	7 00
150s, per case	....	6 50
176s-200s, per case	....	6 00
216s, per case	....	5 50
250s, 288s, 324s, 260s, per case	....	5 00
Lemons, Cal., per case	....	5 75
Grape Fruit, Porto Rico—		
64s, 80s, per case	....	7 50
Do., Florida, 64s, 70s, 96s, case	....	8 00
Bananas, per lb.	....	0 11½
APPLES—		
Winesap, 138s and larger, case	....	4 50
153s, 163s, per case	....	4 00
173s, 188s, per case	....	3 50
216s, per case	....	2 75
Delicious, small sizes, per case	....	4 00
Pineapple, 30s, per case	....	11 00
Strawberries, qts., per case	....	10 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B.C., May 4.—Eggs are weak and are now quoted at 33 cents per dozen. Butter is selling at 46 cents and cheese is down to 31½ cents. Beef steer is quoted at 16 cents. Pure lard is quoted at 19 cents and compound at 13½ cents per pound. Cabbage is selling at 6½ cents per pound, cucumbers at $2.25 and head lettuce at $5.50. Okanagan onions are quoted at $1.00 and California at $2.50. Potatoes are selling at $1.25.

Alberta Markets

FROM CALGARY, BY WIRE

Calary, Alta., May 4.—Creamery butter declined seven cents per pound. One brand of corn flakes is down 30 cents per case. Pea mealed back bacon dropped five cents per pound. One local brand lye advanced $1.40 per case. Siam rice quoted $5.50 to $6.00. Carolina rice is selling at $7.25 to $7.50. Tomatoes are quoted at $4.15 to $4.35 per case. Ontario cheese is easier at 31½ to 32 cents and Alberta at 31 cents. Eggs are slightly lower at $8.75 per case. Corn syrup twos dropped 50 cents per case Gold Dust is 25 cents per case lower. One brand of laundry soap that was selling at $5.00 advanced to $6.00.

Beans, B.C., per hundred	5 00	5 50
Rolled oats, 80s	....	2 50
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Sugar, pure cane, gran., cwt.	....	12 77
Cheese, No. 1, Ont., large	0 31½	0 32
Alberta cheese, twins	....	0 30
Do., large	....	0 31
Butter, Creamery, lb.	....	0 45
Do., dairy, lb.	0 32	0 37
Lard, pure, 3s	....	12 60
Eggs, new laid, local case	....	8 75
Tomatoes, 2½s	4 15	4 35
Corn, 2s, case	3 50	3 85
Peas, 2s, standard, case	3 90	4 10
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 15½
Do., 25s, lb.	0 14½	0 16½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 08½
Do., 70-80s	0 08½	0 11
Do., 60-70s	0 12	0 12¾
Potatoes, local, ton	....	25 00

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N.S., May 4.—Business on the whole has been good and is showing bright prospects for the future. Prices during the week have been more steady. Cheese and butter show slight decreases. Creamery butter is quoted at 50 cents and dairy at 43 cents. Eggs are steady at 35 cents per doz. Cheese is easier at 30 to 32 cents. New shipments of oranges to arrive are expected to be higher.

Flour, No. 1 patents, bbl.	....	13 75
Cornmeal, bags	....	3 25
Rolled oats, per bag	....	3 95
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.	....	10 00
Sugar, standard, granulated	....	10 70
Do., No. 1, yellow	....	10 20
Molasses, gal.	....	0 73
Cheese, Ont., twins	0 30	0 32
Eggs, fresh, doz.	....	0 35
Lard, compound	....	0 13½
Do., pure, lb.	....	0 19
American clear pork, per bbl.	....	35 00
Tomatoes, 2½s, standard, doz.	....	1 90
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 38
Do., aver. 12-18 lbs.	....	0 38
Do., aver. 18-25 lbs.	....	0 37
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 50
Do., dairy	....	0 43
Raspberries, 2s, Ont., doz.	....	4 00
Peaches, 2s, standard, doz.	....	3 45
Corn, 2s, standard, doz.	....	1 65
Peas, standard, doz.	....	1 80
Strawberries, 2s, Ont., doz.	....	4 00
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 13½
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	1 25
Beans, white	....	3 65
Do., yellow eye	....	7 50
Bananas, lb.	0 09½	0 10½
Lemons, Cal.	....	6 00
Oranges, all sizes	6 00	7 00
Grapefruit, Florida, case	....	7 00
Do., Jamaica	....	5 00
Apples—		
Nonpareils, No. 1	....	7 50
Do., No. 3	....	4 50
Oats, per bush.	....	0 92

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N.B., May 4.—Prices on the local market were steadier this week than they have been for some time. There are only two changes noted. Rolled oats are down 25 cents, bringing the price to $8.50. American clear pork is reduced $1.00, now quoted at $33.00 to $35.00.

Cornmeal, gran., bags	....	3 50
Do., ordinary	....	2 45
Rolled oats	....	8 50
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	8 00	10 00
Molasses	0 70	0 75
Sugar—		
Standard, granulated	....	10 70
No. 1, yellow	....	10 20
Cheese, new, twins	0 29	0 30
Eggs, fresh, doz.	0 33	0 36
Lard, pure, lb.	0 17¾	0 18
Do., compound	0 13¾	0 14
American clear pork	33 00	35 00
Tomatoes, 2½s, standard case	....	3 80
Beef, corned, 1s	....	4 00
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	....	0 63
Do., dairy	0 56	0 60
Do., tub	0 52	0 54
Potatoes, per bbl.	1 75	2 25
Corn, 2s, standard, case	....	3 30
Peas, standard, case	....	3 60
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	6 00	6 50
Oranges, California	5 50	7 00
Bananas, lb.	0 10	0 11
Grapefruit, case	6 00	7 00

MAKING SMALL WINDOWS OF REAL VALUE

(Continued from page 122)

gestion of the window featuring these three kinds of fruit is for the making of marmalade. Consequently any other ingredients that the housewife requires might be added to the window as long as the symmetry is preserved. For instance, cartons or small gunnies of sugar may be arranged along the back of the window.

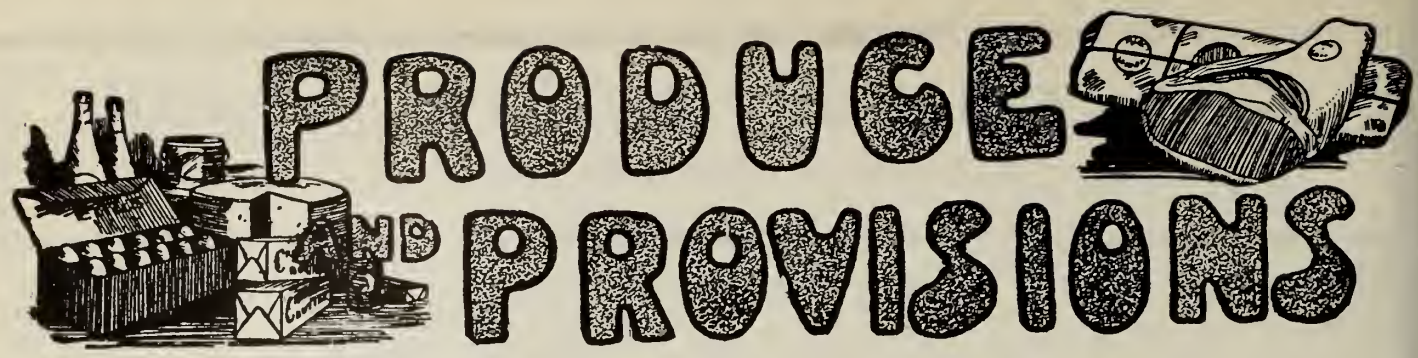
After all the attractivenesss of a window varies with the locality in which it is arranged. The time or season of the year should give more than a hint as to the proper display; it should dictate to the grocer. The success of the window is measured by two things, first, its general appearance, and, second, the results obtained. If one type doesn't bring results, try another type, but it is well to remember that to a great extent a store is judged by its window displays.

LOOKED TOO TEMPTING TO THIS HORSE

A runaway horse crashed through the large plate glass window of a retail grocer in a Western Ontario city, scattering the contents of the window. Inside of fifteen minutes the enterprising manager had hung above the ruins this sign: "Our display of picnic eatables looked so tempting he couldn't help it."

ADDING LIQUOR TO PICKLES

If there is a small shortage of liquor with sour pickles, replenish by using white distilled vinegar of ordinary table strength. When there is a considerable shortage, use diluted vinegar in the proportion of one gallon of water to each four gallons of vinegar, mixing same thoroughly before pouring over the pickles.



Sell Four Dozen Hams at Week-ends

V. R. Maylor, Forest, Ontario, Features Hams at Week-ends and Sales Have Always been a Success, one Week Usually Showing an Increase Over the Preceding One.

"THOSE are nice looking hams," said a customer in Maylor's Cash Store, Forest, Ont., pointing to a display of whole hams the other day, "weigh up that one, please," she added. The ham was weighed and, before it could be wrapped, another customer stepped up and said, "Those hams do look pretty nice. You can weigh up one for me, too."

Further down the counter another customer was giving her order to a clerk, and noticing what was doing at the other end she too became interested and said, "You might as well put a ham on my order." In five minutes three hams were sold without any apparent effort whatever. It looked to a Canadian Grocer representative, who was visiting the store on this Friday morning, that the Maylor store had a corner in hams.

Had to Increase Order

"What is the reason for all this rush in hams?" asked the Canadian Grocer man of V. R. Maylor.

"It occurred to me a couple of weeks ago that we could sell a bunch of hams if we went at it the right way," he replied. "We have always sold a considerable lot of bacon but mostly in pound and half-pound lots. Very rarely have we sold a side or even part of a side. Last week I ordered three dozen picnic hams for the week-end. They arrived on Friday morning, and by the middle of Saturday afternoon they were all sold. For this week I ordered four dozen, and with the start they have already taken I don't anticipate any difficulty in cleaning up the lot by tomorrow night."

"To what selling scheme do you attribute the success of your idea?" Mr. Maylor was asked.

"We sell these hams simply by talking about them to our customers who come into the store. We place a few on the counter. Then we introduce them to the customers. The attractive appearance and the price have something to do with it. Of course, in a small town such as this, nearly everyone knows each other, and when a store has something special, it does not take long for the news to spread around.

"It occurred to me a couple of weeks ago that we could sell a bunch of hams, if we went at it the right way. We have always sold a considerable lot of bacon, but mostly in pound and half-pound lots. Very rarely have we sold a side. Last week I ordered three dozen picnic hams for the week-end. They arrived on Friday morning, and by the middle of Saturday afternoon they were all sold. For this week I ordered four dozen, and I expect to clean them all up by Saturday night."—V. R. Maylor, to a Canadian Grocer representative.

"Simply by talking about them to the customers who come into the store," replied Mr. Maylor. "We place a few on the counter. Then we introduce them to the customers. The attractive appearance and the price have something to do with it. Of course, you are aware that in a small town nearly everyone knows each other, and when a store has something special it does not take long for the news to spread around. Picnic hams are not so expensive as the hams cut from the hind quarter, but the curing and flavor are just as good. About the only difference is, they are cut from the front quarter and perhaps have a little larger bone.

"Another reason why I chose picnic hams for my experiment," continued Mr. Maylor, "is the fact that this town's population is composed to a large extent of retired farmers and we also have a large clientele among farmers. This class, as a general rule, object to paying 45 or 50 cents a pound for a ham when they only get about 14 cents a pound for their live hogs. Picnic hams are cheaper and they are buying them, especially as the flavor is equally as good as the more expensive cuts.

A Good Trade Has Been Built up in Pieces of Bacon, Ends That Have Been Trimmed From the Side of Bacon Before it is Cured, and are Cured Separately.

Selling Pieces of Bacon

"Here is a piece of bacon, that we have also had a splendid sale of," said Mr. Maylor, picking up a piece of bacon about two pounds in weight. "This piece is the end that is trimmed from the side of bacon before it is cured. It is given the same cure as the regular bacon and we buy it at a less price than the regular side bacon that is nicely trimmed. We have a regular trade for them and sometimes a customer will ask to have it sliced, which we do readily on the machine."

The bacon sales in the Maylor store are not all confined to the cheaper cuts, as one might surmise from the above conversation. They sell also a large quantity of breakfast and boneless back bacon, but usually sliced on the machine.

CATCHING THE ELUSIVE NICKEL

J. B. Merrick, general merchant at Macgregor, Manitoba, has adopted a method of catching nickels and dimes that has rewarded him handsomely for some years. Briefly, the method is to place conspicuously on the counter where customers made their purchases a small glass show case containing three glass shelves for the display of chocolate bars, chewing gum, stick candy and samples of various other kinds of candy.

The "bait" is always ready, and so plentiful are the sales that the case is being constantly refilled. Women accompanied by children are especially prone to buy candies when the temptation is so coaxingly put before them.

Refrigerator Display Increases Sales

Much Greater Turnover in Cooked Meats is Reported by Merritt and Beeton, Vancouver, B.C., Since the Installation of a Refrigerator Counter—Products Are Kept in First-class Condition

By Staff Correspondent Canadian Grocer

VANCOUVER, B.C., May 2.—"Much greater sales of cooked meats have resulted since we installed our refrigerator counter," remarked Mr. Beeton, of Merritt and Beeton, this city, to the Pacific coast representative of Canadian Grocer. "All our delicatessen lines are adequately displayed, and at the same time are in first-class condition. It is surprising what it means in the way of sales, and keeping everything in the way of meats and perishables where people can see them is only possible with a refrigerator counter. Cooked meats particularly are very sensitive to quick changes of temperature, and the constant moving of them from an ice box to a counter is not good for them, and this is all avoided with a refrigerator counter."

Cleanliness Important

Merritt and Beeton believe in having all their stock kept free from contamination, and in that regard pay strict attention to cleanliness. Recently they have had constructed three galvanized compartments that fit into three deep shelves. The front of each bin is hinged at the top, and in these metal compartments are kept the cereals, meal and small sacks of flour. The larger sacks of flour and meal are kept neatly piled on a deal table, with a metal top that extends four inches beyond the legs. The shelving in the Merritt and Beeton store is quite deep, lending itself very readily to good arrangement.

Every Labor Saving Device

The Merritt and Beeton store is equipped with every labor saving device. Mr. Merritt spoke particularly of his credit system. "It gives me a great deal of satisfaction to have all my accounts in a fireproof place, and to know that our records are safe," he stated.

Few Eggs Being Sold in Regina For Cold Storage

Regina, Sask., May 6—A very unusual state of affairs is developing in the Saskatchewan egg market. Practically all the demand this spring is local and the result is that few eggs are being sold for cold storage purposes. As a result of this, the farmers are eating more eggs than ever. They do not consider it worth while marketing them at present prices. There is no demand from British Columbia this year, while last spring large orders were received. The new egg regulations governing candling are also having a considerable effect on the industry, some of the wholesalers not handling the "hen fruit" at all because their plants are not equipped for candling eggs in large quantities. Eggs are now selling in Regina wholesale at 25 cents a dozen. At this time last year they were selling for 47 cents.

NEW COMPANY WILL TAKE OVER PACKING PLANT AT LONDON

London, Ont.—Men in the trade here are much interested in a company which is being formed to take over and operate the old plant of the Canadian Packing Co. at London Junction. According to information given to Canadian Grocer a charter is being applied for by the Detroit and Windsor men and a new organization with $100,000 capital will take over the plant and carry on a general packing business. H. M. Todd, of Windsor, representing those interested, is in the city at the present time and is directing operations.

Window display of canned fish arranged by Merritt & Beeton, Vancouver, B.C. The outstanding feature of this window is the contents of the tins shown on plates which permits the possible purchaser to see the goods. The whole display is attractive and bound to catch the eye of the passerby.

Doubles Sales of Cooked Meats

Griffith Bros., Weston, Ont., Believe That a Refrigerator Counter With Its Advantages of Display Will Do Much to Stimulate Sales —Display An Important Feature in the Griffin Store

"THAT refrigerator counter just doubled our sales of cooked meats last summer," remarked Mr. Griffith, of Griffith Bros., Weston, Ont., to a representative of Canadian Grocer recently, in answer to a query as to the value of the same in his business. "It was only installed last spring," continued Mr. Griffith, "and in the period since then, it certainly has meant a great deal in the way of increased business. Last summer we sold as many as four cooked hams a day, the average per week being 20 large hams. In addition to the sales of boiled ham, our turnover in roast hams was about half as many as the boiled. Pressed meats and head cheese also showed an increase, and I believe the fact that we can show them to such fine advantage in a refrigerator counter is responsible for the gain in sales. We sold one brand of corned beef, and in spite of our large volume of business in other cooked lines, we sold from twenty-five to thirty cases of this particular corned beef. We kept it displayed all the time. A very attractive display sign, advertising this beef was used on the top of the counter, and I believe it was very effective in helping sales."

Heavy Sales of Sausages

Sales of sausages in the Griffith store are also very heavy, and total as high as five hundred pounds weekly. Griffith Bros. only handle one line of sausages, and as is indicated by their large turnover, they have built up a very great demand for them. Griffith Bros.' sales of sausages constitute a very gratifying aspect of their meat business.

"We had no trouble with meats all last summer," remarked Mr. Griffith. "We kept the counter at 35 degrees throughout the season. To get the best results from the refrigerator we were told when we purchased it, that we would have to use both salt and ice. We have just used ice, and have been able to maintain a uniform temperature."

Doubles Trade in Groceries

Griffith Bros. have a combination grocery and butcher business in Weston. On one side of the store is the meat section, and on the other is the grocery department. This firm first conducted a meat trade for many years, and it is only two years since they added their grocery department. The latter has been fitted with convenient equipment, such as patented bins, up-to-date counters, computing scales, etc. "I don't know how men in the grocery business get along without these bins," added Mr. Griffith when commenting on his department. "They are a great convenience."

"We went into the grocery business because so many people when giving orders for their meats wanted to give orders for groceries too. Our grocery business has more than doubled in the last year, and we certainly are well satisfied since starting this department. The two businesses can be conducted very well together, and the additional expense is not heavy."

Displays Increase Sales

Griffith Bros. are firmly convinced of the great help of display in the way of increasing sales. A visit to their store will soon convince one of this fact. A splendid feature in this connection is the long table down the centre of the store for fruits. Here are shown the oranges, lemons and grapefruit. It affords a splendid display, both on the top of the table, and the compartments underneath. "We sell from ten to twelve cases of oranges weekly, when the oranges are at their best. There is a period when oranges do not move so quickly, but in the winter and spring months they are good sellers. We always keep them well displayed on this table, and undoubtedly it means much to their sale. We usually handle the cases of 176's.

"We also keep our windows dressed all the time, and they are constantly being changed. One is used for meats and kindred lines, while in the other one are shown groceries."

Sell Only for Cash

Commencing the first of January, 1921, Griffith Bros. are doing an absolutely cash trade. It has been their policy in the past to give a certain amount of credit, but this they have decided to eliminate. They have been gradually cutting down on it, and believe that a wiser and a better policy, particularly at this time, is to sell for cash only. Every salesman in the Griffith store will be expected to exert every selling effort in the current year, and Mr. Griffith states that a big endeavor will be made to increase sales of particular lines from week to week. Griffith Bros. employ a staff of from four to six salesmen.

Sells all His Fish From the Basement of His Store

SHERBROOKE Que., May 3. —It may be interesting to the grocery trade to know how a Sherbrooke grocer, F. P. Houlahan, sells over three hundred pounds of fresh fish in two days of every week and still on the other four days there is no sign of fish in the store, nor would the casual observer see where or how the fish is sold. Nevertheless, the fish is sold regularly every week. The profit is made, and there is no sign of the fish trade or any odor of fish in the grocery store. In fact, the fish department consists of a part of the store that otherwise would not be used at all.

"Every Friday the clerks bear in mind it is 'fish day.' In fact Thursday is fish day as far as the sale is concerned, and on those two days every effort is put forward until all the fish is sold. When a new customer buys fish, the clerk makes a note of the fact and also of the name. The following week this customer is called up and notified that there is a good supply of fresh fish in stock. We endeavor to get the people in the habit of placing their orders for fish with us."

Stored in Vats

Every Thursday Mr. Houlahan gets a shipment of fresh sea fish, haddock, cod and halibut. He chooses to confine his trade to these three lines, yet every week he orders at least three hundred pounds of fish. This is kept in vats in the basement of the store, packed in ice until it is cut. That night one of the clerks cuts the halibut and cod into slices and steaks, leaving some of the cod in pieces large enough for boiling. It is then put back on the ice until the next morning.

Most of It on Order

Most of the fish is on order, so that the next morning the man in charge of the fish department weighs out the orders, wraps up the fish, and it is ready for early delivery on Friday. As there is a fish-table, scales and all equipment for handling fish in the basement of the store, practically the whole fish business

is carried on below the main grocery store. The man who looks after the fish department gives his whole attention to it during the two days it is in stock, and for that reason no taint of fish is carried to the other goods.

Building Up the Business

When asked by a representative of Canadian Grocer for an explanation of the system by which he is able to turn over three hundred pounds of fish every week without making any particular display of the fish, F. P. Houlahan said: "Naturally the explanation is that we have developed the trade in fish and cultivated a regular demand on which we may count. By far the biggest part of the fish is on order when it arrives. It only requires slicing, parcelling and delivering. The remaining part we slice up, and display it in the glass-fronted refrigerator in the store.

Getting New Customers

"Every Friday the clerks bear in mind the fact that it is 'fish day.' In fact, Thursday is fish day as far as the sale is concerned, and on these two days every effort is put forward until all the fish on hand is sold. When a new customer buys fish, the clerk makes a note of the fact, and if the name is known and is not on the regular list, the following week this customer is called up and notified that there is a good supply of fresh fish in stock. The result is that we have quite a list of customers who buy fish from us every week and on whose order we may count. They get the habit of buying the fish from us. Of course, this must always be backed up by the best quality of fish or our whole system would collapse.

Getting a Quick Turnover

"The reason so many grocers are prejudiced against handling fish is on account of the odor or taint that they believe fish gives to the rest of the store. We have overcome this by the mere fact that we have developed the business practically without taking the fish into our store. I can safely say that the whole business is carried on from the basement of the store. We never order any more than we are sure we can handle, yet we spare no effort to increase each week the sales of fish. When Friday night comes the last of the fish is gone. I cannot say that we have found it any harder to handle fish by our present system than any other line in the store, and as we have arranged carefully that there is no loss, we are amply repaid for every effort we put behind its sale.

Good Fish Increases Sales

"There is a big demand for fish in this province at all times of the year, yet by supplying the people with the choicest fish the demand may be surprisingly increased. People, perhaps, do not realize how tasty fresh fish is until they find that they can always procure the very best and have no doubt as to its quality. When that confidence is instilled into the customers it will greatly increase the demand for fish, which the grocer will find very regular, and as a result he will be able to adopt measures such as I have to carry on the business without interfering with the grocery store proper in the slightest degree."

Must Sell Oleo In the Original Packages Only

Merchants handling margarine will be interested in the following regulations in regard to the sale of margarine. It has been pointed out by an inspector of the department of agriculture that some grocers have been selling oleomargarine in quantities smaller than a pound, and in order to do so have cut up original packages. This is contrary to the law. It will be well to keep these regulations in mind when selling oleomargarine:

No person shall sell, offer, expose or have in possession for sale in Canada any oleomargarine manufactured wholly from vegetable oils unless it is so designated upon all labels, brands or other markings.

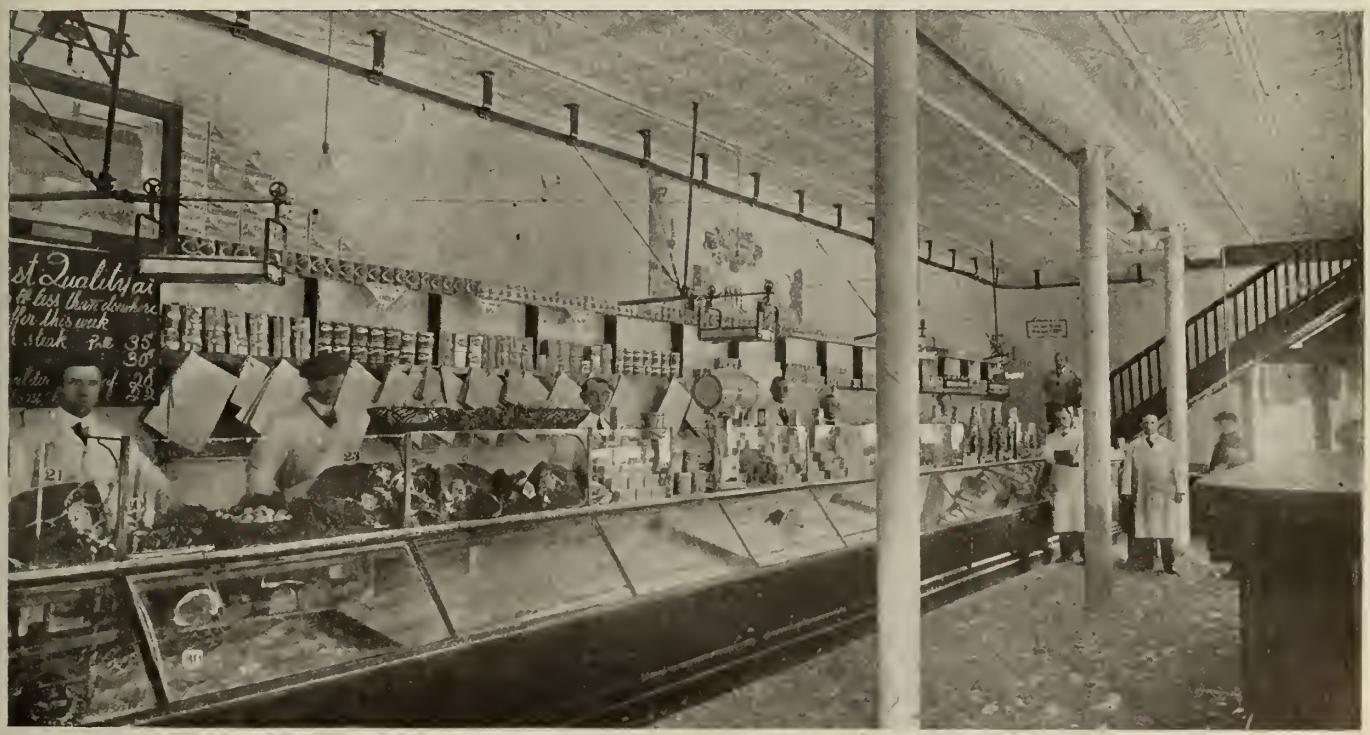
No person shall manufacture, import into Canada, or shall sell, offer, expose or have in possession for sale any oleomargarine unless the word "oleo" is stamped on the surface of the oleomargarine in capital block letters at least one and one-half inches high and of proportional width.

No person shall sell, offer, expose or have in possession for sale in Canada any oleomargarine unless it is contained in—

(a) The original package which shall bear the official inspection mark of the country of origin, together with the name and address of the manufacturer; or,

(b) A small package wrapped sepa-

Continued on page 148



Refrigerator counters pay returns in increased sales of meats, according to testimony of grocers who have them in their stores.

Advertising Helps Sales of Produce

R. McGregor, Ltd., Grocers in Ottawa, Ont., Believe That Newspaper Advertising is a Valuable Aid in Increasing Sales—Usually Confines Each Advertisement to the Discussion of One Line Only

R. McGREGOR, Ltd., grocers at 225 Bank Street, Ottawa, Ont., are firm believers in the use of advertising space in newspapers and have made it worth while in the development of their business. They use spaces ranging from five inches deep by three columns wide to small "white on black" cuts about an inch and a half deep and a column wide. An example of the larger spaces is found in the reproduction on this page.

Feature Produce Lines

Produce lines as well as groceries are featured. In bright, interesting style, it usually devotes each advertisement to some one subject, such as that on cheese, as reproduced here. Note the pointed, informative talk "about cheese." It is almost certain to attract attention, and, having attracted it, it is sufficiently interesting to hold it until the entire advertisement is read. No other article is discussed in this advertisement but cheese. The panel in the corner names the various kinds of cheese that are available. The price per pound is given in each instance and here a wide variety of selection is available, from as low as 15 cents per package up to $1.25 per pound.

Sales of Sausages Heavy

Sales of sausages are also on a large scale in the McGregor store and are frequently the subject in the daily advertisements. A reputation for sausages has long been established by the McGregor firm and sales of them each week run into big figures.

Another Advertisement

Another typical advertisement that is worthy of reference, but has not to do particularly with produce, reads like this:

"Don't forget the desserts!

"To maintain human life, a certain amount of food is necessary. The scientist sharps and dietitians will tell you that all that is necessary to sustain human life is a certain amount of proteins, carbohydrates, fats and liquids in proper proportions. These are all provided in the solid, substantial foods—all of which are a part of the list of McGregor's 'good things to eat.'

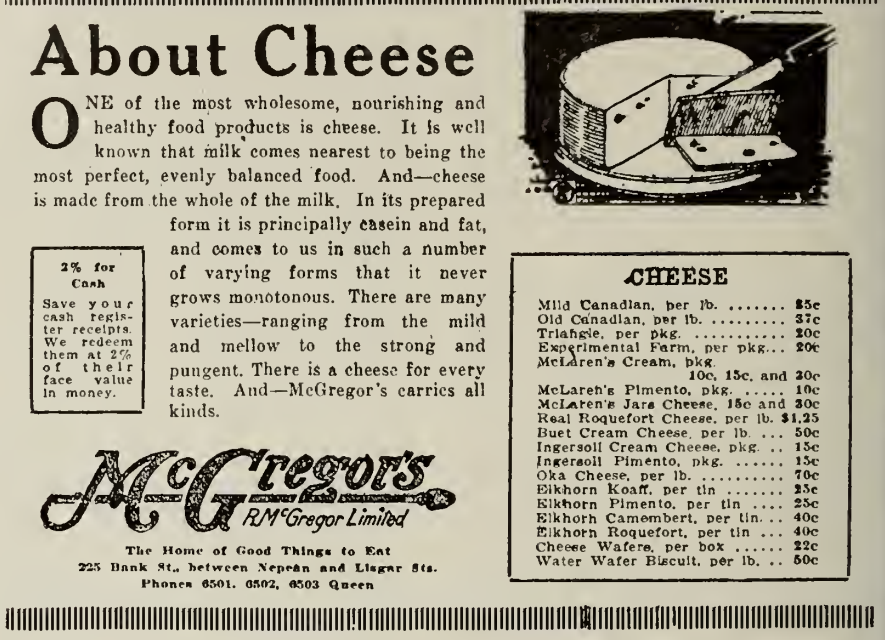
"But while getting these, don't forget the dainty desserts. These are the things that give zest to the ordinary meal and help finish off with complete satisfaction.

"Here are a few suggestions for desserts."

A List with Prices

Then follows a list, with prices. A "box" contains a reminder that the store pays 2 per cent. for cash, redeeming cash register receipts on this basis. The whole is brightened up and made attractive by an appropriate cut, located in a position to catch the eye and lead the reader right into the text of the ad.

This firm's contribution to the advancement of retail grocery advertising should be found of great interest to those who are studying modern merchandising methods.


About Cheese
ONE of the most wholesome, nourishing and healthy food products is cheese. It is well known that milk comes nearest to being the most perfect, evenly balanced food. And—cheese is made from the whole of the milk. In its prepared form it is principally casein and fat, and comes to us in such a number of varying forms that it never grows monotonous. There are many varieties—ranging from the mild and mellow to the strong and pungent. There is a cheese for every taste. And—McGregor's carries all kinds.
2% for Cash
Save your cash register receipts. We redeem them at 2% of their face value in money.
CHEESE
Mild Canadian, per lb. 25c
Old Canadian, per lb. 37c
Triangle, per pkg. 20c
Experimental Farm, per pkg... 20c
McLaren's Cream, pkg. 10c, 15c, and 30c
McLaren's Pimento, pkg. 10c
McLaren's Jars Cheese, 15c and 30c
Real Roquefort Cheese, per lb. $1.25
Buet Cream Cheese, per lb. ... 50c
Ingersoll Cream Cheese, pkg. .. 15c
Ingersoll Pimento, pkg. 15c
Oka Cheese, per lb. 70c
Elkhorn Koaff, per tin 25c
Elkhorn Pimento, per tin 25c
Elkhorn Camembert, per tin... 40c
Elkhorn Roquefort, per tin ... 40c
Cheese Wafers, per box 22c
Water Wafer Biscuit, per lb. .. 50c
McGregor's
R.M'Gregor Limited
The Home of Good Things to Eat
225 Bank St., between Nepean and Lisgar Sts.
Phones 6501, 6502, 6503 Queen

Distribution of Government Caught Fish Not Satisfactory

LAST summer the distribution and handling of government caught whitefish was not satisfactory to the retailer. As a rule, each wholesaler has his own list of customers who prefer to buy all their supplies from the one source. This is of course impossible when there is only one distributor for government caught fish in each city. Retailers today demand a certain amount of service which it is impossible for one distributor to give unless his staff and delivery are doubled, and to do this would eat all the profit out of his commission for the handling of the fish.

Last summer Lake Ontario fishermen made several attempts to have the government stop their operations, not because they were afraid of the competition so far as quality is concerned, but because they cannot accept the hazards of the weather and produce whitefish from Lake Ontario to compete with the government stock and make a living.

The government whitefish are taken from a few virgin lakes in Northern Ontario by a few favored fishermen who are in the government employ. They run no risks such as loss of nets and short hauls. These fish were produced in such quantities at a fixed price last summer that they became a regular glut on the market. They were shipped across the line to all parts and brought good prices, then again they were frozen for winter consumption, in fact almost anything possible was done for the purpose of getting rid of them but in doing this they certainly did not serve the purpose for which the government produced them and caused a hard winter for many of the fishermen around Lake Ontario.

This spring there has been a movement on foot and to which all fish dealers are favorably inclined, that is, to have these fish distributed through all the wholesalers, and by doing so both the retailer and consumer will get a better service and receive their fish in a fresher state.

Fresh trout and whitefish are arriving in large quantities and are readily taken

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 4.—The most striking feature of the produce market this week is the demoralized conditions of the butter market. About the middle of last week large supplies of new made butter reached the market and prices suddenly dropped as much as ten cents per pound. Cheese, however, is standing firm. The hog market has again declined on account of the bigger supplies offered with a smaller demand. There is no change in the market for smoked or cooked meats, both of which are experiencing an improved demand. Eggs have also declined in price with as big a supply as ever but a smaller demand since a number of buyers have ceased packing. Lard is still in an unsettled condition. The first supplies of fresh lake fish of any size are on the market. Haddock is offered in better supply. There is no change in barrelled meats.

Butter Drops 13 Cents

Montreal.

BUTTER—The butter market has been very erratic during the week and somewhat demoralized, which is attributed to the sudden increase in supplies of fresh made butter offered. Together with this there is a depressed condition of the market in the United States, which influence is felt on this side of the border. On Monday last the market showed stronger tendencies with an increase in the quotations but prices soon dropped to a level which showed a net decline for the week of from 13 to 14¾ cents per pound, which price is about 22 cents below the quotations of the same date last year. Prints of the best creamery butter are quoted at 42 cents a pound, a decline of 7 cents per pound on the quotations of a week ago.

BUTTER—		
Creamery prints, qual., new..	0 40	0 42
Do., solids, quality, new....	0 37¼	0 39¼
Do., prints, old	0 39	0 40

Cooked Meats Steady

Montreal.

COOKED MEATS—There is no change in the quotations on cooked meats. The demand shows an improvement with the warmer weather and the market has a steady feeling with sufficient supplies to meet the increased demand.

Pressed pork tongues	....	0 38
Pressed pressed beef, lb.	....	0 37
Ham and tongue, lb.	..	0 42
Veal	....	0 30
Hams, cooked	0 51	0 57
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 59
Head cheese, 6-lb. tins, per lb. ..	....	0 16
Do., 25-lb. tin pails, per lb....	....	0 15

Eggs Further Decline

Montreal.

EGGS—Owing to the continued heavy production of eggs and to the fact that many buyers have ceased purchasing for storage purposes, the egg market has weakened and there has been a decline of two cents per dozen during the week. The undertone to the market is weak and buyers are looking for a still lower price with every expectation that the production will continue as good as it has been. From 36 to 37 cents per dozen is quoted on fresh eggs this week.

EGGS—		
Fresh eggs, per doz.	0 38	0 39

Cheese Market Firm

Montreal.

CHEESE—There is no change in the cheese market as far as the local trade is concerned. There is a good demand for cheese for export and prices are steady. The opening of navigation has caused a new movement of cheese for export trade and a consequent call for supplies to replenish local stocks. This has tended to strengthen the market while other dairy lines show weakness.

CHEESE—		
Old, large, per lb.	0 30	0 31½
Twins, per lb.	0 30	0 31½
Triplets, per lb.	0 30	0 31½
Stilton, per lb.	....	0 42
Fancy, old cheese, per lb.....	0 35	0 37
Quebec	0 31	0 33

Fresh Lake Fish Offered

Montreal.

FROZEN FISH—There is no change in the fish market this week. Haddock is in a better supply and it is expected that it will continue to improve. The first supplies of fresh lake fish are offered on the market at 20 cents a pound. This price, however, is high and will with a better supply come down to a lower level.

FROZEN FISH		
Halibut, large and chicken	0 22	0 23
Haddock	0 10	0 12
Mackerel	0 15	0 16
Do., Western. medium	0 21	0 22
Steak Cod	0 7½	0 8½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11
Doree	0 12	0 13
Whitefish	0 16	0 17
Smelts	0 15	0 20
Fresh Lake Fish	....	0 20
SALTED FISH		
Codfish, large, bbls., 200 lbs.....	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20
SMOKED		
Chicken Haddies. 15-lb. box....	....	0 07
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box	....	0 17
Boneless Herring, per box	....	1 60
Smoked Herrings	....	0 21
Kippers, new, per box	....	2 75
Bloaters, new, per box	....	2 50
Smoked Salmon	....	0 35

Lark Market Weak

Montreal.

LARD—The lard market continues in a weak condition and prices still point toward a lower level due to the large offerings and the weakness of the hog market. There is no change in the quotations.

LARD—		
Tierces, 360 lbs.	0 17	0 18
Tubs, 60 lbs.	0 17½	0 18½
Pails, 20 lbs.	0 18	0 19
Bricks	0 22	0 23

Barrel Meats Unchanged

Montreal.

BARRELLED MEATS—There is no change in the quotations on barrelled meats. Prices are steady with a fair demand for supplies.

BARRELLED MEATS		
Barrel Pork—		
Canadian Short cut (bbl.), 30-40		
Clear fat backs (bbl.), 40-50 pieces	....	35 00
Heavy mess pork (bbl.).....	....	36 50
Plate beef	....	25 00

Smoked Meats Steady

Montreal.

SMOKED MEATS—A steady feeling prevails in the market for cured and smoked meats. There is a good demand for supplies from both the city and the country on account of the warmer weather and prices are holding with supplies sufficient to meet the demand.

BACON—		
Breakfast, best	0 38	0 43
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 33
Picnic Hams	....	0 23½
Wiltshire	0 34	0 39
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 35	0 37
Do., 14-20	....	0 35
Do., 20-25	....	0 33
Do., 25-35	....	0 31
Over 35 lbs.	....	0 30

Hogs 50 Cents Lower

Montreal.

FRESH MEATS—Live hogs weighed off cars show a decline of 50 cents per hundred on the price quoted one week ago. This is accounted for by the fact that there is an increased supply with a smaller demand. There is still a weak tendency to the market. Prices on dressed meat are unchanged and the beef market is steady.

FRESH MEATS		
Hogs, live (selected off cars)....	....	13 50
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 22½	0 23
Fresh Pork—		
Legs of pork (foot on)	....	0 30½
Loins (trimmed)	....	0 35
Bone trimmings	....	....
Trimmed shoulders	0 22	0 24
Untrimmed	....	0 24
Pork sausage (pure)	....	0 25
Fresh Beef—		

(Cows)			(Steers)	
$0 23	$0 27	..Hind quarters..	$0 25	$0 30
0 11	0 14	..Front quarters..	0 12	0 16
0 35	0 38	..... Loins	0 40	0 45

ONTARIO MARKETS

TORONTO, May 4.—The feature of the produce and provision markets is the drastic decline in butter which was recorded since we went to press last week. The butter market continues weak and further declines seem inevitable. Eggs are also in a weak position with quotations lower. Live hogs are lower with reductions on pork cuts. Butcher cattle are easier but dressed beef shows little change. Smoked bacon, dry salt meats and barrel meats all show declines. Smoked hams and cooked meats are unchanged. Shortening has a firmer tendency but lard is quoted lower with easier tendencies. Cheese is in an easy position with a tendency for lower prices. Margarine is quoted lower under a quiet demand. Fresh lake trout is marked lower under heavier shipments.

Butter Drops Ten Cents

Toronto.

BUTTER—A sensational drop of 10 cents per pound on butter was recorded since our last report. The butter market has been in a weak position for some weeks past but no such drastic decline as this was expected. Lower prices were expected but it was generally conceded that the decline would come gradually. The market continues weak and further declines seem possible. One butter man stated that he would not be surprised to see butter go as low as 30 cents per pound. Fresh made creamery is quoted at 50 cents and No. 2 grades range from 38 cents to 45 cents.

BUTTER—		
Creamery prints, No. 1	....	0 50
Do., No. 2	0 38	0 45

Cooked Meats Unchanged

Toronto.

COOKED MEATS—There are no changes in cooked meats. The market is steady under a fair demand.

Boiled hams, lb.	0 50	0 51
Do., square pressed	....	0 55
Boiled shoulders, lb.	....	0 45
Head cheese, 6s. lb.	....	0 15
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 56
Bologna	0 18	0 20

Above prices subject to daily fluctuations of the market.

Cheese Market Easy

Toronto.

CHEESE—The cheese market is weak and with the lower prices on cream and milk lower prices on cheese can be expected.

CHEESE—		
Large, old	0 33	0 35
Do., new	....	0 28
Stilton, per lb.	0 33	0 34

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Eggs Are Easier

Toronto.

EGGS—Quotations are reduced two cents per dozen. The market has the appearance of being weak and the tendencies are that lower prices will materialize.

EGGS—		
New laid	....	0 33
New laid in cartons	....	0 36

Prices shown are subject to daily fluctuations of the market.

Hog Market Down

Toronto.

FRESH MEATS—Prices on live hogs were again reduced 50 cents per hundred during the week under review. Receipts of hogs at the abattoirs have not been heavy but packers state that they have been sufficient to meet local demand, which appears to be practically the only demand at the present time as little export trade is being done. Butcher cattle have been in fairly heavy receipts and values are lower. Canadian lambs are rather scarce but heavy shipments have been arriving from the United States, with the market holding fairly steady. Fresh pork cuts are all down from one to two cents per pound but little change has occurred in other dressed meats.

Hogs—		
Dressed, 70-100 lbs., per cwt.	19 00	21 00
Live, off cars, per cwt.	....	12 00
Live, fed and watered, per cwt.	....	11 75
Live, f.o.b., per cwt.	....	10 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 30
Loins of pork, lb.	....	0 34
Fresh hams, lb.	....	0 31
Tenderloins, lb.	....	0 65
Spare ribs, lb.	....	0 16
Picnics, lb.	....	0 18
New York shoulders, lb.	....	0 21
Montreal shoulders, lb.	....	0 21
Boston butts, lb.	....	0 25
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 22	0 25
Front quarters, lb.	0 10	0 12½
Ribs, lb.	0 18	0 26
Chucks, lb.	0 10	0 12
Loins, whole, lb.	0 35	0 40
Hips, lb.	0 18	0 22

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 18	0 22
Spring lamb, each	12 00	15 00
Yearling lamb, lb.	0 25	0 30
Sheep, whole, lb.	0 12	0 15

Above prices subject to daily fluctuations of the market.

Fresh Trout Lower

Toronto.

FISH—Fish merchants report business as being rather active during the week but market conditions are practically unchanged. Fresh lake trout is arriving in better volume and quotations are reduced 3 cents per pound, bringing the price 18 to 19 cents per pound.

FRESH SEA AND LAKE FISH.		
Cod Steak, lb.	0 09	0 10
Do., market, lb.	....	0 09
Halibut, chicken	0 19	0 20
Do., medium	0 21	0 23
Fresh Whitefish	....	0 25
Fresh Herring	0 10	0 11
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 18	0 19
Fall Salmon	0 09	0 10
Haddock	0 10	0 12
FROZEN FISH		
Halibut, medium	0 22	0 23
Do., Qualla	0 09	0 12
Flounders	0 09	0 12
Pike, round	0 06	0 07
Do., headless and dressed	....	0 08
Salmon, Cohoe	....	....
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11
Smelts—		
No. 1, per lb.	....	0 17
No. 2, per lb.	....	0 11
SMOKED FISH		
Haddies, lb.	0 10	0 12
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	....	2 00
PICKLED FISH		
Salmon Snacks, lb.	....	0 24
Labrador Herrings, kegs, 100 lbs.	....	6 25
Do., bbls., 200 lbs.	....	11 75
Do., pails, 20 lbs.	....	2 00
Holland Herrings, Milchers	....	1 15
Do., mixed	....	1 00

Lard Prices Lower

Toronto.

LARD—In view of the lower hog market, lard has an easy tendency. Prices have also been reduced. On the tierce basis the average quotation is 14¾ cents per pound, but on one pound prints quotations vary. Some houses quote 17 cents while others are as high as 18½ cents per pound.

LARD—		
1-lb. prints	0 17	0 18½
1-lb. tierces, 400 lbs.	0 14¾	0 15

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Margarine Down One Cent

Toronto.

MARGARINE—Another drop of one cent per pound is registered on margarine. The market is easy with lower tendencies. No. 1 margarine is quoted at 27 cents and nut margarine at 25 cents per pound.

Bacon Prices Reduced

Toronto.

PROVISIONS—Smoked bacon is reduced 1½ cents per pound. This decline is attributed to the lower hog market. Hams, however, are unchanged and no change is expected as packers are trying to reserve their hams in anticipation of the heavy demand for cooked hams during the summer season. Dry salt meats are down one cent per pound and barrel meats are also reduced.

Hams—		
Small, 6 to 12 lbs.	....	0 38
Medium, 12 to 20 lbs.	....	0 37
Large, 20 to 35 lbs. each, lb.	0 31	0 34
Heavy, 35 lbs. and upwards	....	0 29
Backs—		
Boneless, per lb.	0 48	0 51
Rolled, per lb.	....	0 60½
Bacon—		
Breakfast, ordinary, per lb.	....	0 40
Do., special trim	....	0 51½
Roll, per lb.	....	0 26½
Cottage rolls	....	0 31½
Wiltshire (smoked sides), lb.	....	0 31½
Do., three-quarter cut	....	0 34½
Do., middle	....	0 37½
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 19
Do., av. 80-90 lbs.	....	0 17
Clear bellies, 15-30 lbs.	0 19	0 20
Fat backs, 10-12 lbs.	0 16	0 18

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork	....	33 00
Short cut backs, 200 lbs.	....	41 00
Pickled rolls, bbl., 200 lbs.—		
Lightweight	....	49 00
Heavy	....	42 00

Above prices subject to daily fluctuations of the market.

Some Broilers Arriving

Toronto.

POULTRY—There is little change in the poultry market. Receipts continue fairly light with prices holding steady.

The Pure Lard That Increases Trade—

EVERY dealer who handles Davies' Pure Lard is assured of having satisfied customers. This will bring a steady increase in business and a popularity to your store.

Davies' Pure Lard is absolutely pure—made under the supervision of Government inspectors. It contains nothing but pork fats, into which has been rendered the pure leaf of the hog.

This gives Davies' Pure Lard a quality which places it in very high esteem by everyone who uses it.

Order some to-day. Put up in tierces, tubs, pails, cases, 10's, 5's, 3's, also cartons.

THE WILLIAM DAVIES COMPANY LIMITED

Toronto

Montreal **Hamilton**

Some broilers have arrived but they are quite small and the demand is mostly from the big hotels and restaurants.

Prices Paid by Dealers.

	Live	Dressed
Turkeys	0 35- 0 45	0 45- 0 50
Chickens, spring	- 0 35	- 0 58
Roosters	- 0 25	- 0 28
Fowl, over 5 lbs.	- 0 34	- 0 34
Fowl, 4 to 5 lbs.	- 0 32	- 0 32
Fowl, under 4 lbs.	- 0 25	- 0 28
Ducklings	- 0 35	- 0 35
Guinea hens, pair	- 1 25	- 1 50
Chickens, live	0 25- 0 30	0 30- 0 38
Prices quoted to retail trade:		Dressed
Turkeys		0 60 0 63
Hens, heavy		0 35
Do., light		0 33
Ducklings	0 45	0 45

Shortening Firmer

Toronto.

SHORTENING — The market for shortening has developed a slightly firmer tone with quotations advanced ½ cent per pound.

SHORTENING—		
1-lb. prints	0 14	0 15
Tierces, 400 lbs.	0 11	0 11¾

In 60-lb. tubs, ½ cent higher than tierces, and in 30-l. pails, ¾ cent higher than tierces.

WINNIPEG MARKETS

WINNIPEG, May 4.—Lower prices are named on hogs and many fresh pork cuts. Butter is in an easy position and lower prices are expected. Lard and shortening are both reduced in price and the market continues to easy easy. Cheese is easy with lower quotations. Fresh fish is arriving with a fair demand. Poultry receipts are light.

Butter Market Easy

Winnipeg.

BUTTER—The butter market has an easier tone and creamery declined three cents per pound. Fresh made creamery is quoted at 57 cents per pound and solids at 54 cents.

BUTTER—		
Creamery, best table grade		0 57
Dairy, best table grade	0 24	0 26
Margarine	0 28	0 32

New Cheese Lower

Winnipeg.

CHEESE—The cheese market is easier and prices on the new make are lower, ranging around 30 cents per pound. Large quantities are arriving from the East but there is only a fair demand.

CHEESE—		
Ont., large, lb.		0 30
Ont., twins, lb.		0 30¼
Ont., triplets, lb.		0 30½
Stilton cheese, large, lb.		0 34

Cooked Meats Lower

Winnipeg.

COOKED MEATS—There are reductions on several lines of cooked meats. Roast shoulders are quoted at 41½ cents per pound. Jellied pork tongues are selling at 50 cents per pound. Luncheon cooked meats have dropped 2 cents per pound and are quoted at 23 cents. The demand is fair.

HAMS—		
Best quality, skinned, 8-13 lbs.		0 56
Do., 13-16 lbs.		0 53
Roast Ham, lb.		0 59
Roast shoulders, lb.		0 41½
Head Cheese, 1-lb. tins		0 17
Jellied Ox Tongues, lb.		0 60
Pork tongues, lb.		0 50
Luncheon Cooked Meats, lb.		0 23

Bacon Prices Unchanged

Winnipeg.

PROVISIONS—There is an active market for ham and bacon but prices are unchanged.

Hams—		
8 to 16 lbs., per lb.	0 44	0 45
16 to 20 lbs., per lb.		0 43
Boneless, 8-16 lbs., per lb.		0 49
Skinned, 14-18 lbs., per lb.		0 48
Skinned, 18-22 lbs., per lb.		0 44
Bacon—		
Sliced, 6 to 10 lbs., lb.		0 59
Cottage Rolls, boneless		0 33
Bellies, 6 to 10 lbs., per lb.		0 44

Egg Receipts Light

Winnipeg.

EGGS—Egg receipts are reported light and while eggs are quoted at low prices the demand is not showing any improvement.

Another Drop in Lard

Winnipeg.

LARD—The lard and shortening market has shown weaker tendencies with further declines in price. Pure lard is quoted at 18½ cents per pound and in 20-pound wooden pails $4.10. Shortening declined 1½ cents per pound and in tierces of 400 pounds is quoted at 12¼ cents, with 20-pound wooden pails bringing $2.85 per pail.

Pure lard, No. 1 quality, per lb. (in tierces of 400 pounds.)		0 18½
Do., wooden pails, 20-lb. pails		4 10
Shortening (wooden pails), 20-lb. pails), per pail		2 85
Shortening, tierces of 400 lbs.		0 12¼

Poultry Demand Improving

Winnipeg.

POULTRY—The demand for poultry is improving and storage stocks are low. No live poultry is arriving on the market.

D. P. Chickens, 3½ lbs. and under		0 36
Do., 3½ lbs. and over		0 39
D. P. Fowl, 3½ lbs. and under		0 32
Do., 3½ lbs. and over		0 34
Turkeys, mixed weights	0 48	0 50

Fish Market Unchanged

Winnipeg.

FISH—Fresh halibut and salmon are arriving in small quantities with a fair demand. Halibut is lower and is quoted at 20 cents per pound while salmon is higher and is selling at 33 cents per pound.

Hog Prices Lower

Winnipeg.

FRESH MEATS—Prices on live hogs show weaker tendencies and selected live hogs are quoted at $12.50 per cwt. Limited offerings on the cattle market found a ready outlet. Choice quality steers are selling from $8.50 to $9, while fair quality are ranging from $7 to $8.25. Good butcher heifers brought from $7 to $8.25. Only a few veal calves were available and these were offered from $7.50 to $10. Due to lack of receipts the sheep and lamb market was dull. Fresh pork cuts are marked lower.

Selected, live, cwt.		12 50
Heavies		9 50
Light		11 50
Sows		6 50
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 25	0 31
Spare ribs		0 16
Loins of pork, lb.		0 30
Fresh hams, lb.	0 20	0 35
Picnics, lb.		0 19
Shoulders	0 16	0 19
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 20
Front quarters, lb.	0 09	0 11
Whole carcass, good grade, lb.	0 12	0 16
Mutton—		
Choice, lb.		0 17
Choice long hinds (leg and loin)		0 26
Choice Stews		0 12½
Lambs—		
Choice, 30-45 lbs.		0 25
Veal—		
Good veal, 40 to 80 lbs., hind quarters		0 20

MUST SELL OLEO IN ORIGINAL PACKAGE

Continued from page 143

rately having on the label or wrapper the word "Oleomargarine" printed or marked so as to form the most conspicuous word on the label or wrapper, as well as bearing the official inspection mark of the country of origin, together with the name and address of the manufacturer.

No person shall sell, offer, expose or have in his possession for sale any oleomargarine moulded or cut into prints or blocks unless such prints or blocks are of full net weight of one-half pound or one pound.

Any person charged with the enforcement of the Oleomargarine Act, 1919, and an Act to amend the Oleomargarine Act, 1919, may with the consent of the Minister—

(1) Seize and confiscate any apparatus or materials used or intended to be used in the manufacture of oleomargarine in contravention of any of the provisions of the Oleomargarine Act, 1919, and an act to amend the Oleomargarine Act, 1919, or of any regulations made thereunder.

(2) Seize and confiscate any oleomargarine which contravenes any of the provisions of the Oleomargarine Act, 1919, and an Act to amend the Oleomargarine Act, 1919, or of any of the regulations made thereunder.

Any person who violates any of the provisions of the foregoing regulations or of any other regulation made under authority of the Oleomargarine Act, or of an Act to amend the Oleomargarine Act, shall upon summary conviction be liable to a penalty of not less than fifty dollars and not more than five hundred dollars, together with the costs of prosecution.

"Colman's"—"Keen's" Strong Sellers at All Seasons

The great majority of your customers find Mustard indispensable at all times as it gives the necessary additional zest to all Meats and Salad Dressings.

You can recommend Colman's and Keen's Brands as being THE most reliable on the market.

Canadian Agents:

Magor, Son & Co., Ltd.

191 St. Paul St. W. MONTREAL

30 Church St. TORONTO

DON'T WORRY JUST PUSH

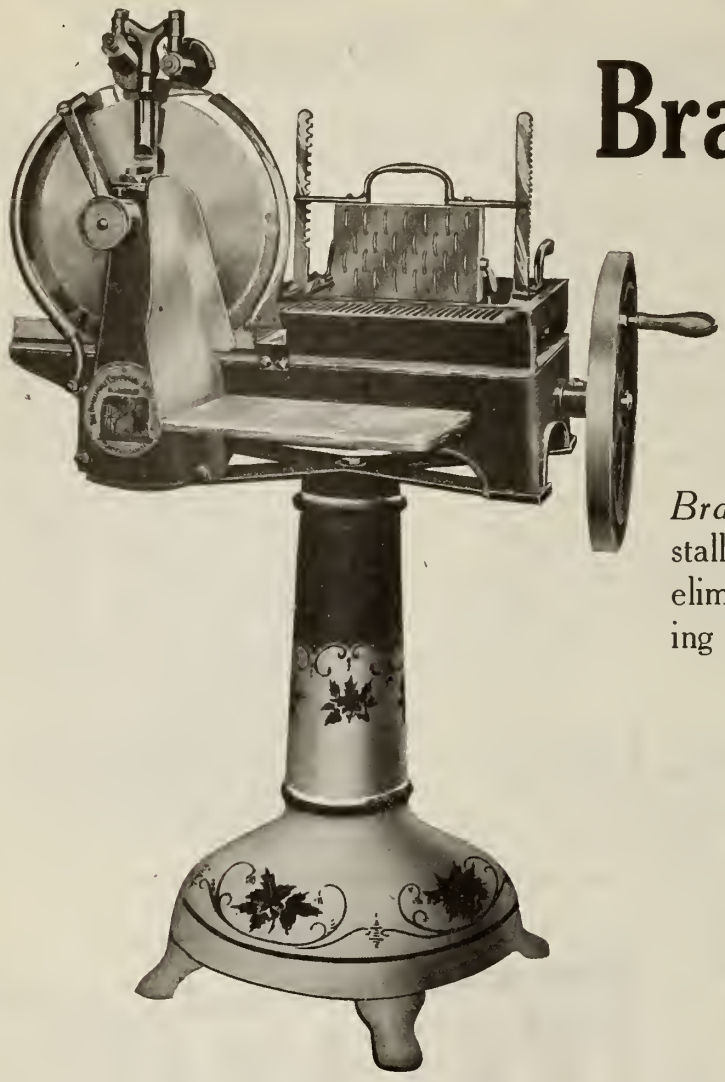
Holding big stocks will cause you worry
You need not hold big stocks of Salada!

Freights are high
You need not worry about freight costs, we pay them.

You need not worry about a drop in the market
We will relieve you at any time.

You may rest assured that the quality will always be maintained and that the sale will continuously increase.

SALADA TEA COMPANY OF CANADA, LIMITED



Brantford Scales and Slicers

Made in Canada by Canadian experts in an all-Canadian factory

Brantford Slicers soon pay for their installation by increasing sales, saving time, eliminating waste meat-ends and by making possible better and quicker service.

No. 17

Style 17—a graceful type Computing Scale totally enclosed to exclude dust and dirt from working parts, easily-adjusted agate bearing, and handsomely finished in gold, red, blue or white. Furnished with glass platter, deep pan or fish pan and with Computing range in 20 lb. capacity, 10c to $1.00; 30 lb. capacity, 8c to 60c.

Write for Illustrated Catalog on Scales and Slicers.

The Brantford Computing Scales, Limited

Brantford -- Ontario

BRANCHES AT:
Toronto Montreal Ottawa Winnipeg Regina
Calgary Vancouver St. John Halifax Sydney

A Tasty Assortment of

Schneider's Cooked Meats

and Sausages

will speed your Summer provision sales

A complete stock of SCHNEIDER'S Cooked Meats and Sausages prominently displayed in your provision department will bring you big, profitable returns. The tempting variety of Schneider's Cooked Meats offers your customers a wide selection in preparing wholesome, warm-weather meals that require no cooking over hot stoves.

The quality of these products is of the highest grade, and, like SCHNEIDER'S guaranteed Hams, Bacons, etc., they're guaranteed to make good, or we will.

J. M. SCHNEIDER & SON, LIMITED

KITCHENER, ONT.

Drop us a Card for Sausage and Smoked Meat Quotations

Satisfaction guaranteed on all mail orders

BACON

The

BEST BACON

is "STAR" BRAND
put up by

F. W. FEARMAN CO.
LIMITED
HAMILTON
Order Direct

There Is a *Style* and *Size* of

ARCTIC

REFRIGERATOR
to suit your store

The Arctic Catalogue illustrates the style of Refrigerator that you need. Write for a copy to-day and order your refrigerator before the hot weather spoils your stock.

John Hillock & Co., Limited
Office and Factory:
154 George Street, Toronto

AGENCIES.—A. Tilley, 54 McGill College Ave., Montreal; Geo. Cameron, Sparks St., Ottawa; J. McMillan, 280 Main Street, Winnipeg; Western Butchers' Supply Co., Regina, Sask.

Have No Hesitation
in choosing
'Bluenose' Butter

It always opens up in excellent shape, and its quality and flavor are remarkably fine. Taste "Bluenose" yourself! Then you'll feel more enthusiastic about it. Order from your grocer.

SOLE PACKERS
SMITH & PROCTOR HALIFAX, N.S.

SMITH AND PROCTOR
SOLE PACKERS
Halifax - N.S.

TEA LEAD
(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London.
A.B.C. Codes used, 4th & 5th Editions.

LIMEHOUSE, LONDON, E., England

Canadian Agents:
J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.
HUGH LAMBE & CO., TORONTO.

C. A. MANN COMPANY

Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry

Special Attention to Grocers' Orders.
Satisfaction Assured.

LONDON, ONTARIO
Phone 1577

The Greatest Seller of its Kind in the World

Quicker Sales!
More Sales!!
More Profits!!!

Marigold Oleomargarine

MORRIS & COMPANY, Chicago, U.S.A.

CANADIAN DISTRIBUTORS:

THE BOWES COMPANY, LTD.
Toronto and Ontario
Winnipeg and Manitoba

JAS. DALRYMPLE & SON
Montreal and
Province of Quebec

Century
Here are two satisfying Salt brands—satisfying in sales—satisfying in results to the consumer.
CENTURY TABLE SALT
THE DOMINION SALT CO LIMITED SARNIA ONTARIO
SIFTO SALT
Snappy, steady advertising in the big papers keeps them well to the front. Here are two Salt "winners" you cannot afford to overlook. Stock them both.
SIFTO TABLE SALT
DOMINION SALT CO LIMITED
SARNIA ONT

If your jobber cannot supply you we invite your inquiry, when price lists and full information will be promptly sent you

DOMINION SALT CO., Limited, SARNIA, Canada

Manufacturers and Shippers

Special Prices—This Week

on

Ice Cream Cones

Guaranteed sound and pure.

In lots of 5 M cones.

No. 7 Velvet Cake.....$5.25 per M.
No. 15 Sterling Cake 4.75 per M.
No. 18 Queen Quality 3.75 per M.
No. 17 Dandy Crisp .... 3.50 per M.

All F.O.B. Guelph.

Prices during the season will be higher. Stock up **Now** at these attractive prices.

Hugh Walker & Son, Ltd.

Established 1861

GUELPH ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.
180 St. Paul St. West, Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each, 48 cans	$11 50
Reindeer Brand, each 48 cans	11 00
Silver Cow, each 48 cans	10 60
Gold Seal, Purity, ea. 48 cans	10 45
Mayflower Brand, ea. 48 cans	10 45
Challenge Clover Brand, each 48 cans	9 85

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	$7 25
Jersey Brand, Hotel, each 48 cans	7 25
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 00
Jersey Brand, Family, each 48 cans	6 00
Peerless Brand, Family, each 48 cans	6 00
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 00
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	$4 80

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
4-lb. Canada Laundry	$0 08
100-lb. kegs, No. 1, white..	0 08½
200-lb. bbls., No. 1 white..	0 08½
Toronto, Ontario.	
40-lb. Edwardsburg Silver Gloss 1 lb. chromo pkgs.	0 10¼
Celluloid, 45 cartons, case..	4 15
Culinary Starch (Prices in Maritime Provinces 10c per case higher.)	
20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½
(20-lb. boxes ¼c higher, except potato flour.)	

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 10
40 lbs. Canada Corn Starch, 1 lb. packages, per lb..	0 08½
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 08½
40 lbs. Argo Corn Starch, 1 lb. packages	0 09
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., 1 lb. packages	0 08½
(20 lb. boxes ¼c higher, except Potato Flour.)	

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 10
5-lb. tins, 1 doz. in case	5 90
10-lb. tins, ½ doz. in case	5 60

KARO

24—2-lb. tins, per case	4 50
12—5-lb. tins, per case	5 30
6—10-lb. tins, per case	5 00

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	4 50
5-lb. tins, 1 doz. in case	5 30
10-lb. tins, ½ doz. in case	5 00
(5, 10, and 20-lb. tins have wire handles.)	

MAZOLA

	Per case
No. 1, 24 tins, 1 lb.	$ 6 75
No. 2, 12 tins, 2 lbs.	6 25
No. 4, 12 tins, 4 lbs.	11 75
No. 8, 6 tins, 8 lbs.	10 80

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 80

MAGOR, SON & CO., LTD.
INFANTS' FOOD

	Doz.
Robinson's Patent Barley—	
1-lb.	...
½-lb.	...
Robinson's Patent Groats—	
1-lb.	...
½-lb.	....

CANADIAN MILK PRODUCTS, LIMITED

Ontario Prices.

KLIM

8 oz. tins, 4 dozen per case	$11 25
16 oz. tins, 2 dozen per case	10 25
10 lb. tins, 6 tins per case	23 00

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tins
D.S.K., ¼ lb.	....
D.S.F., ½ lb.	....
D.C.F., 1 lb.	....
F.D., ¼ lb.	....
	Per jar
Durham, 1-lb. jar, each	....
Durham, 4-lb. jar, each	....

BLUE

Keen's Oxford, per lb.	0 27
In cases, 12 12-lb. bxs. to case	0 27

NUGGET POLISHES

	Doz
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1 25
White Cleaner (liquid)	$2 00
Card Outfits — Black, Tan, Toney Red, Dark Brown	4 80
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5 60

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1 20
Bobs, 12s	1 13
Currency, 12s	1 13
Stag Bar, 9s, boxes, 6 lb.	1 08
Pay Roll, thick bars	1 36
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1 26
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1 25
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1 36
Forest and Stream, tins, 9s, 2-lb. cartons	1 44
Forest and Stream, ¼s, ½s, and 1-lb. tins	1 50
Master Workman, 2 lbs.	1 25
Master Workman, 4 lbs.	1 26
Derby, 9s, 4-lb. boxes	1 30
Old Virginia, 12s	1 70
Old Kentucky (bars), 8s, boxes, 5 lbs.	1 95

If Your Customer's Bird Lives That Means More Sales for You

So, as a strictly business proposition, you should see that your customer's bird does live — and the easiest way to see that it lives is to make sure he gets nothing but Cottam's Bird Seed.

COTTAM'S BIRD SEED

has kept birds alive, well and singing for a generation. It is scientifically prepared by bird experts who know every need of the bird.

The canary colored Cottam carton is known in every household where a bird cage hangs.

BIRDLAND SOCIETY
LONDON, CANADA

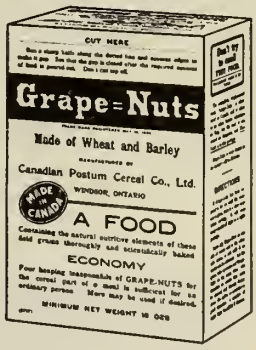
Constant Demand *for* Grape-Nuts

Twenty years of established recognition as an exceptional food—

Universal interest and appreciation which make **Grape-Nuts** a household word everywhere—

Persistent advertising direct to the consumer—

A liberal sales policy —



Insure profit for the grocer who keeps well-stocked on Grape-Nuts.

Canadian Postum Cereal Co., Ltd., Windsor, Ont., Canada

GROCERS OF CANADA

Some members of Parliament are trying to force through legislation in Ottawa to allow adulteration of Maple Products.

You are all aware of the struggle that those who are interested in trying to keep our Maple Products pure have had in the past.

Why should the Government allow unscrupulous manufacturers and dealers to spoil the good name that Canada enjoys in all parts of the world from its pure Maple Products?

Grocers of Canada, it is up to you to protect your own interests by writing to the Government at Ottawa protesting against such legislation, or interview your own local member and have him stand firm on this vital question. Parliament must stand firm on the quality of our Maple Products as quality remains long after price is forgotten. Do your duty—and do it now.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED

Manufacturers of "Pride of Canada"
Pure Maple Products

JOHN H. GRIMM, President

I am talking to you Mr. Grocer!

Figure it out for yourself. There's a demand—a big, growing demand—for a wholesome beverage in every home in Canada. Now it's up to you to get in on this.

Coca-Cola

TRADE MARK REGISTERED

by the case

will sell just as readily in your store as in hundreds of others.

And remember this—there's a mighty fine margin on every sale of Coca-Cola.

Try it now. The actual selling test will convince you.

Your jobber supplies it

THE COCA-COLA CO.
WINNIPEG

6T

Will you have it when they call?

Give It the Chance to Sell Itself

Make use of the Display Container in which each dozen bottles of Mapleine is packed.

Place it on your counter where the Mapleine will suggest itself to customers and you will profit in increased sales.

Mapleine

Set up your Mapleine Counter Display to-day.

Order Mapleine of your jobber.

FREDERICK E. ROBSON & CO.
7 Wellington St. W., Toronto M.758

Marsh's Grape Juice

Marsh's Grape Juice
Unfermented Port
Black Cherry Wine
Raspberry Vinegar
Marsh's Pure Apple Cider

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren Imperial Cheese Co. Limited
Toronto and Montreal

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office

Agents for Canada for the HOMCO Products, including:
Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

THE COWAN CO., LTD.

Sterling Road, Toronto, Ont.

COCOA AND CHOCOLAT COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz...	$5 60
Perfection, ¼-lb tins, doz. .	1 55
Perfection, ½-lb. tins, doz..	2 85
Perfection, 10s size, doz. ..	1 10
Perfection, 5-lb. tins, per lb.	0 41

UNSWEETENED CHOCOLATE

Supreme Chocolate, 6-lb. boxes, per lb.	0 40
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 00
Perfection Chocolate, 10c size, 2 doz. in box, per box....	1 80

SWEET CHOCOLATE

Eagle Chocolate, ½s, 6 lbs. in box, per lb.	0 32
Eagle Chocolate, 10c size, 2 doz in box, per box.....	1 80
Diamond Chocolate, 10c size, 2 doz. in box, per box	1 80
Diamond Chocolate, 5c cakes, 20 cakes in box, per box..	0 75

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb...	0 42
Milk Croquettes, 5-lb. boxes.	0 40
No. 1 Milk Wafers, 5-lb boxes, 30 boxes in case, per lb. ...	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 39
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.....	0 39
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 39
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 39
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb ..	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	$2 15
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 00
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 40

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.....	5 75
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	3 15
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	6 00
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 25
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 00
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	1 90
Triumpb Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	1 90
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	1 90
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 10
20—1c Milk Chocolate Sticks,	

BRODIE & HARVIE, Ltd.

14 Bleury St., Montreal.

XXX Self-Raising Flour, 6-lb. packages, doz.	$5 60
Do., 3 lbs.	2 85
Superb Self-Raising Flour, 6 lbs.	5 40
Do., 3 lbs.	2 75
Crescent Self-Raising Flour, 6 lbs.	5 50
Do., 3 lbs.	2 80
Buckwheat, Self-Raising, 1½ lbs.	1 50
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1 50

SMALL'S LIMITED, MONTREAL

FOREST CREAM MAPLE SYRUP

Price Delivered	F.o.b. Factory	Ont. & Marit.
36—10 ozs., bottles..	$ 8 10	$ 9 85
24—16 ozs., bottles..	7 75	8 55
12—32 ozs., bottles...	6 95	7 85
24—28 ozs., tins	9 90	10 60
12—80 ozs., tins	14 25	15 25
6—160 ozs., tins ...	13 85	14 90
1—5 gall. tins	13 50	14 55
In barrels, per gal. .	1 50	2 70

FOREST CREAM PURE SYRUP

36—10 ozs., bottles...	$ 6 65	$ 7 40
24—16 ozs., bottles..	6 15	6 95
12—32 ozs., bottles..	5 35	6 05
24—28 ozs., tins	7 10	7 80
12—80 ozs., tins	10 30	11 30
6—160 ozs., tins ...	9 80	10 80
1—5 gal. tin	9 50	10 55
In barrel, per gal. ..	1 70	1 90

STANDARD SUGAR SYRUP

36—10 ozs., bottles..	$ 5 75	$ 6 50
24—16 ozs., bottles..	5 25	6 05
12—32 ozs., bottles..	4 45	5 15
24—28 ozs., tins	5 45	6 15
12—80 ozs., tins	7 95	8 95
6—160 ozs., tins....	7 50	8 50
1—5 gal. tin	7 05	8 10
In barrel, per gal. ..	1 20	1 40

FOREST CREAM MAPLE BUTTER

24—13½ ozs., tins ..	$ 4 65	$ 4 75
24—2½ lbs,. tins	11 75	12 80
1—30 lbs., pail	4 80	...
2—30 lbs., pails ...	9 80	10 85
In barrel, per lb. ...	0 14	0 15½

FOREST CREAM AMBER HONEY

48—No. 1 Tumblers..	$ 6 40	$ 6 85
24—No. 3 Tumblers..	6 90	7 40
24—2½ lbs., tins ...	19 75	20 85

FOREST CREAM PEANUT BUTTER

48—No. 1 Tumblers..	$ 5 30	$ 5 75
24—No. 3 Tumblers..	4 75	5 25
24—2 lbs., tins	11 80	12 65
1—24 lbs., pail	4 55	....
2—24 lbs., pails ...	9 75	10 60
In barrel, per lb....	0 17½	0 19

FOREST CREAM SALTED PEANUTS

1—15 lbs., pail ...	$ 2 75	$ ....
2—15 lbs., pails ..	6 05	6 60
In bags of 85 lbs...	13 15	14 50
In barrel, per lb. ...	0 16¼	0 18

FOREST CREAM PEANUTS MAPLE SUGAR COATED

72—5c packages	$ 2 40	$ 2 55
48—No. 1 Tumblers..	4 95	5 30
24—No. 3 Tumblers..	4 45	4 85
24—1 lb., tins	8 45	8 90
1—12 lbs., pail	3 85	....
2—12 lbs., pails ...	8 20	8 65

FOREST CREAM SALTED PEANUTS (BLANCHED)

72—5c packages ...	$ 2 40	$ 2 55
48—No. 1 Tumblers..	4 40	4 75
24—No. 3 Tumblers..	3 60	4 00
24—1¼ lbs., tins ...	8 50	9 05
1—15 lbs., pail	3 10	....
2—15 lbs., pails....	6 50	7 00

PURITY FLOUR

ALWAYS BE PREPARED TO MEET THE DEMAND FOR PURITY FLOUR THAT THE LARGE AND EVER INCREASING CIRCULATION OF THE PURITY FLOUR COOK BOOK IS CREATING.

Western Canada Flour Mills Co., Limited

TORONTO WINNIPEG

ICE CREAM CONES

If it is quality you want ask your Jobber for

ST. LAWRENCE CAKE CONES

Made in a Sunshine Factory from Pure Materials

ASK US FOR SAMPLES AND QUOTATIONS

ST. LAWRENCE BAKING CO., LIMITED

Offices: 23 St. Francis Xavier. *Factory:* 255 St. Paul St. West, MONTREAL

"The Spectre"

By Guy Morton

"LONGREEN was not a quibbler.

"'I am sorry, Grimley' — he came straight to the point—'but we are compelled to dispense with your services at the end of the month. Turner's for the past six months has been having a terrible pull. We got overstocked on the rising market and now, with the market falling every day and getting more and more into the customers' hands, we have to retrench or crash. We have chosen to retrench. Every stick of decorative employment is being cut out of the store. . . .'"

What Spectre? The Spectre of Unemployment—a spectre which all too many have encountered during the past few months. If you have not personally encountered this spectre, so graphically described in its causes and consequences by Guy Morton, you may count yourself amongst the fortunate, but there will be no doubt as to your interest in his story. If you have encountered it, nothing can stop you, once you start this story, from reading it to its unusual and constructive conclusion.

It is a great piece of fiction, told by the same author who wrote "Personality Plus" in the March 15th MacLean's.

Review of Reviews

Social Revolution in England — Sir Philip Gibbs

Can Germany Pay?...Stephane Lauzanne

Lighter Side of Diplomacy — Maurice Francis Egan

The African Lung Fish — Scientific American Monthly

Shock Cures Shock.....A Psycho-Analyst

Ten and a Half Dollar Novels — George Moore

Soil Subsidence in England....Daily Mail

Ten Others

"The Drama of our Great Forests": Life and Love Return— *By Arthur Heming*

This is the seventh installment in Mr. Heming's wonderful account of life in our northern forests and pictures the fascination of real romance in the wilds.

"Have Faith in Our Nationals"— *By Agnes C. Laut*

There is no use always knocking, says Miss Laut. By a constructive policy of immigration and settlement, some of these deficits can be vastly reduced.

"Conversation vs. Closure"— *By J. K. Munro*

Premier Meighen is struggling against great odds to carry through some constructive legislation. According to Mr. Munro, they are really not getting anything done at Ottawa—and he tells how they do it in his masterly, pungent, pithy, witty fashion.

"She Wasn't a 'Type' So She Became a Directress"— *By Edith M. Cuppage*

The story of a B.C. woman who wanted to get into the movies—and got there, despite everything, in the administrative side.

"Heads Million Dollar Corporation"— *By Dorothy G. Bell*

The story of a Canadian girl who went to the States with an idea that she might become a dancer, but has made for herself a niche as head of a million dollar financial corporation.

"Our Own Mediterranean"— *By Elton Johnson*

What's what at the present time in regard to the movement which is on foot to make ocean ports of our Great Lake ports.

"Making Good on Four Ambitions"— *By Sinclair Laird*

The story of W. S. Bullock, a member of the Provincial Legislature of Quebec Province, who did not know his multiplication table at 19 and is now a leading educationalist.

"Pawned"— *By Frank L. Packard*

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MAY 1st ISSUE 20c.

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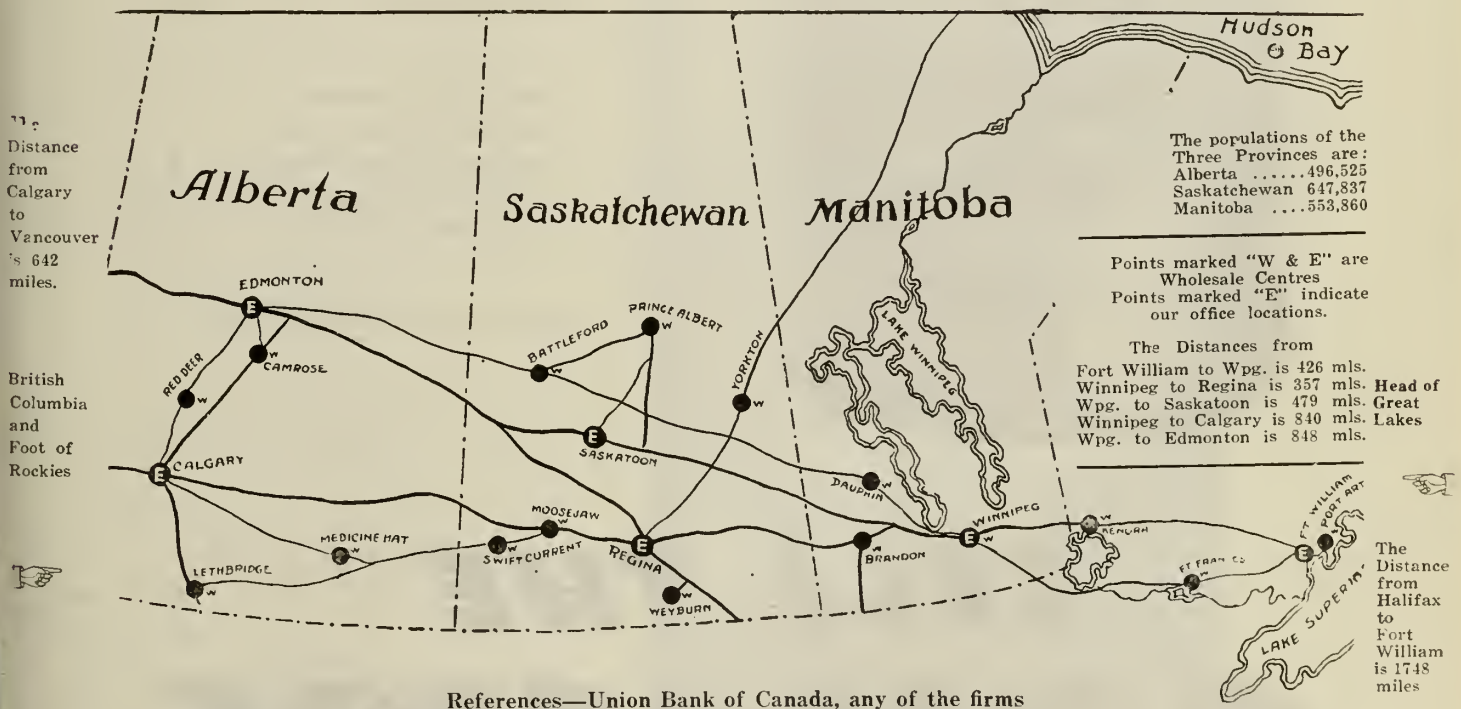
We have resident sales managers at every jobbing centre who are in daily touch with the wholesale trade. Our detail salesmen reach every retailer from Port Arthur to Edmonton. And our six large warehouses insure ample storage facilities.



References—Union Bank of Canada, any of the firms whom we represent and the Wholesale Grocery Trade. Write us for further particulars, to-day.

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½ million buyers see an advertisement similar to this every week. Display the Tea.
The Codville Company Ltd.

5

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This Week's Offer

To Wholesalers and Manufacturers

Due to arrive direct from the British West Indies on or about May 2nd, 1921

New crop Barbados, St. Lucia, and St. Vincent Molasses
In puncheons and tierces.

Pure Trinidad Hòney in cases of 112 lbs. Net.
Two Tins to the case.

We can also quote on

Trinidad and Venezuelan Cocoa, Coffee, Cocoanuts, Oranges, Grapefruit, Nutmegs, Ginger and other Spices, also Dyewoods, Native Timbers, etc.

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"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such service at his call it would surely lessen the losses of many of these people."

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Take advantage of our Service
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Grocery Brokers and Manufacturers' Agents
WINNIPEG: CALGARY: VANCOUVER

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have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

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Service coupled with Reliability brings Results
We want your business. Write us.

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McRae Building, Winnipeg.
Wholesale Brokers and Commission Merchants.
We represent Rayner & Co., Ltd., of London, England.
Extract—Sauces—Potted Meats
and are open to represent a few more "Quality" Lines.

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HIGHEST CASH PRICES
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EGGS — POULTRY — HIDES
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Successors to
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WE COVER LOGGIE, SONS & CO. CANADA
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TORONTO
Established 1885
SUGARS FRUITS

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J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
Correspondence Solicited Agencies Wanted
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Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

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Superintend the successful merchandising of your lines in Kingston and district.

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Satisfactory Representation Guaranteed

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Fruits of One Quality Only—THE BEST

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Tomatoes Lettuce New Potatoes Southern Vegetables
Oranges Lemons Pines Strawberries Bananas

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GUELPH *The House of Quality* ONTARIO

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Preserving Time is Here

Quality at its best
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PLACE ORDERS NOW

Fancy Large Graded
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Onion Setts

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ENO's FRUIT SALT

Prepared only by
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SELL
Thompson's Salted Peanuts
And Have Satisfied Customers

The original drum-shaped package, filled with the finest salted peanuts, roasted and salted to perfection.

Packed in attractive display cartons of 40 packages each.

ORDER FROM YOUR JOBBER TO-DAY
BULK PEANUTS
Salted Peanuts in Pails, 30lb. Cartons, Barrels.
TRY "NIFTY BRAND"
Whole Blanched Jumbos in 5lb. tins with envelopes, also in bulk as above.
Packed in Canada by
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Delicious, Wholesome Fruit Drinks

ORANGE Kist and LEMON Kist

Tens of thousands of people everywhere from coast to coast now know Orange Kist and Lemon Kist as drinks of character and enjoyable goodness.

The mere fact that bottlers in every section of Canada have arranged for bottling rights is pretty fair proof that the quality and flavor of Orange Kist and Lemon Kist is right.

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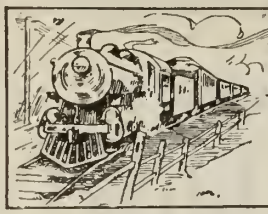
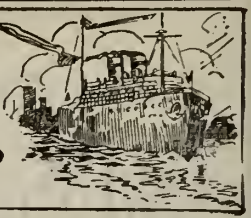


BUYERS' MARKET GUIDE
Latest Editorial Market News



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608 and 609 Temple Bldg.
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Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

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WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
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OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St John's, Nfld.

Order from your Jobber to-day
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
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Montreal Agents:—Vigneault & MacGillivary 7 Bonsecours St., Montreal. Que.
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From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

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We can keep you posted with all daily news and business Tips.
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COFFEE LOOKS HIGHER

An importer of coffee stated to Canadian Grocer: "Those buying coffee now at to-day's levels cannot fail to experience a market reaction that will be to their benefit before the year is out. Prices are lower than justified. When we consider that consumption is increasing both on this continent and Europe, and that production has decreased by reason of the weak producers succumbing to hard financial stresses, one cannot conclude other than that coffee will be higher. A large element of speculation is always present in the coffee market and to-day's prices for futures are very attractive buying to the speculator. More operators will speculate in coffee from now on and the more who do, the surer we ing to hard financial will prevail."

PREDICTS NO DECLINE IN RAISINS

Chaddock & Co., of Fresno, Calif., one of the independent raisin packers, say: "In talking with officials of the California Associated Raisin Company, we are firmly convinced that it is going to be their policy to hold present prices until about the time the new crop is ready for shipment to the markets. Some of the trade feared a reduction in prices by the Association, but with a tremendous shortening of the crop we feel convinced that they have made up their minds to hold firm on their prices and that no concessions will be made."

BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
Before Burning
After Shaping on Burner
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R. M. Moore & Co., Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

TANGLEFOOT PRODUCTS
STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH AND ANT POWDER.
THE O. & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

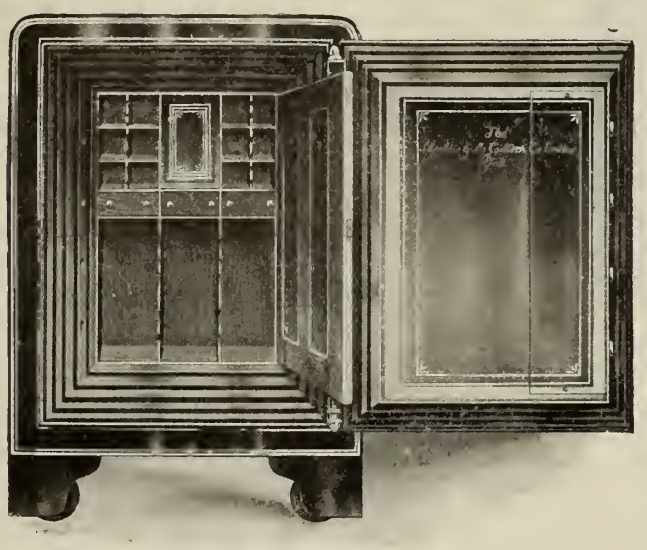
Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

G. & McC. Safes



The G. & McC. Safe is a fixture that it will pay every merchant to instal.

It keeps your records safe from fire, thus eliminating a great deal of worry.

It is strongly built to resist the work of burglars.

It adds a definite distinction to your store.

There is a size and price that will suit your needs.

THE GOLDIE & McCULLOCH CO., LIMITED

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248 McDermott Ave.
Winnipeg, Man.

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400 St. James St., Montreal, Que.

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A Superior Separated Milk Powder

Every wholesale grocer stocks it
Good grocers sell it in yellow tins

Phone College 2040

The Drimilk Co., Limited
Courtland, Ont.

Donald H. Bain Co., Winnipeg,
Western Distributors

Executive Offices : Spadina Crescent, Toronto
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There's always an excellent profit selling

CHAMBERLAIN'S FAMILY REMEDIES

Chamberlain's Dependable Remedies have won wide popularity from coast to coast through their efficiency and curative properties. You can recommend them with absolute assurance that they will win the confidence of your customers and steady repeat orders. All Chamberlain Remedies are guaranteed to be absolutely free from injurious or habit-forming drugs. You'll find them a most profitable line to handle. Write for the Chamberlain price list to-day.

Chamberlain Medicine Co., Limited
TORONTO

Wanted

ARTICLES WANTED

WANTED—SECOND-HAND CASH REGISTER, Grocer's Computing Scale, Cheese Cutter, Meat Slicer and Electric Coffee Mill. Must be in good condition. Apply Box 22, Canadian Grocer, 153 University Ave., Toronto, Ont.

BUSINESS WANTED

WANTED—SMALL GROCERY IN DISTRICT where Alsike and other clovers are grown extensively. Have $1,000.00 to invest in grocery end of business. Write Box 24, Canadian Grocer, 153 University Ave., Toronto, Canada.

AGENCIES WANTED

SALESMAN DESIRES TO REPRESENT strong competitive house for Northern Ontario. A firm which desires this trade and which favors a branch in the territory are the people advertiser wants to link up with. Box 26, Canadian Grocer, 153 University Ave., Toronto, Ont.

OPPORTUNITIES ARE OFFERED EVERY ISSUE ON THIS PAGE

Watch Them!

Your Wants are many here below. Use the Want Ad. page and get rid of a few of them.

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—GROCERY AND BAKERY BUSINESS. Dwelling red brick. All conveniences; barn, etc. Apply Box 10, Canadian Grocer, 153 University Ave., Toronto, Ont.

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited

Montreal, Can. Dorchester, Mass.

Established 1780

FOR SALE—A FEW CARS POTATOES. WRITE for prices. W. T. Riddell, Auburn, Ont.

CHOICE YELLOW DUTCH SETTS FOR SALE. 5c lb. F.o.b. Hensall. Bags extra at 20c. Melick & Braun, Zurich, Ont.

FOR SALE—SHERER-GILLETT GROCERY DISplay Counter, 12 ft., used eight months. Bargain. $150. Apply Box 10, Bloomfield Station, N.B.

FOR SALE — HIGH GRADE STORE AND stand close to Crystal Beach. Stock, dry goods, $9,000; groceries, $2,750; hardware, $1,750; fixtures, $1,000. Will lease building, which is in splendid condition, for five years. Seven living rooms, all conveniences, hardwood, bath, etc. Derive splendid summer tourist trade from May till October. Box 20, Canadian Grocer, 153 University Ave., Toronto, Ont.

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FOR SALE—SOLID BRICK BUILDING, 35 FT. by 100 ft., in the centre of Mount Joli. One of the best equipped stores in the province. A great opportunity for a smart man with capital. Could make one hundred thousand dollars of business easily. It is situated in a rich agricultural centre and a town of over three thousand population. Would sell on account of poor health. Box 136, Mount Joli, P.Q.

FOR SALE—NO. 1 YELLOW DUTCH SETTS at 5 cents per lb. F.o.b. Hensall Station. Not less than 50 lbs. to one address. J. Gascho & Son, Zurich, Ont.

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EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV. TORONTO, MAY 6, 1921 No. 18

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UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway, Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401, Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $5 a year; single copies, 25 cents. Invariably in advance.

VICHY WATER
AND
VICHY LEMONADE

From St. Yorre, Bassin de Vichy, France

"NEPTUNE" VICHY WATER

"LA SAVOUREUSE" VICHY LEMONADE

TWO PRODUCTS of the HIGHEST QUALITY

1° They are bottled at the Spring — under careful and sanitary conditions.

2° They are approved by the highest authorities as to their medicinal value.

3° They are agreeable to the taste and healthful for the body.

4° They are well advertised—We sell our specialties for you—you act as our distributors only.

5° They cost you less than other similar products.

6° They give you a large margin of profit.

"Neptune" Vichy Water will appeal to those who like a mineral water or to those who must take it under their doctor's directions.

"La Savoureuse" Vichy Lemonade will be appreciated by your female customers, especially those with children. It is the most refreshing and healthful drink for them.

PRICES AND SAMPLES ON DEMAND

We Sell Our Specialties For You. Ask For Our Plan.

LAPORTE MARTIN LIMITEE

Wholesale Grocers and Specialties Importers

Established 1870

584 ST. PAUL, MONTREAL

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You can't offer your customers a better flour than

Brodie's XXX

Self-Raising

The perfect results that *Brodie's Self-Raising Flour* makes possible in all baking operations never fail to win steady repeat sales. For making light, wholesome muffins, cakes, pancakes, etc., it is unequalled. and more and more each day Canadian women are realizing this fact.

You can recommend *Brodie's* with every assurance, that it will always make good, and judging from the steadily increasing orders we are receiving, Canadian grocers are finding it a rapid, popular seller. Ask your wholesaler to send you a trial order.

Ontario Agents:
Chadwick & Wright
28 Duke St., Toronto

Brodie & Harvie
Limited
MONTREAL

Quebec Agents:
J. B. Renaud, Inc.
Quebec

Clark's Prepared Foods

CANNED MEATS, SOUPS, PORK and BEANS and other good things

HIGHEST QUALITY *ATTRACTIVE PACKAGES* *POPULAR PRICES*

Look for this CANADA EST 24 APPROVED *on the label*

The Government guarantee of purity

W. CLARK, LIMITED MONTREAL, HARROW AND ST. REMI **CANADA**

CANADIAN GROCER

Member of The Associated Business Papers Only Weekly Grocery Paper Published in Canada

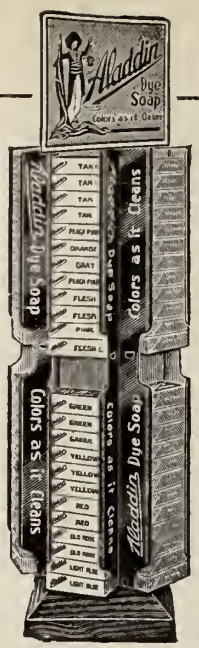
THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV. PUBLICATION OFFICE: TORONTO, MAY 13, 1921 No. 19

Borden's
Pure Country Milk
"with the Cream left in."
Summertime
—the big Borden
Selling Season
For the Summer cottager, the camper, the picnicker or for general household use, BORDEN'S MILK PRODUCTS are an absolute necessity, always making possible a fresh supply of rich, creamy milk and completely solving the inevitable Summer sour milk problem with the greatest economy.
Feature them in your summer displays. Their convenience and reputation will do the rest.
The Borden Co. Limited
Montreal Vancouver
BORDEN COMPANY LIMITED
EAGLE BRAND
GAIL BORDEN
EAGLE BRAND
THE BORDEN COMPANY LIMITED
MONTREAL, CANADA
Borden's
Borden's
ST. CHARLES
EVAPORATED MILK

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

Selling Simplified



Selling Aladdin Dye Soap is simplicity itself. The handsome revolving Display Stand deserves part of the credit for this. It attracts the customer's attention to the striking array of Aladdin's 18 beautiful colors. It arouses interest—in many cases it really makes the sale.

An extensive Advertising Campaign (of Posters, Street Car Cards, and Window Cards) keeps Aladdin constantly before the public, ensuring a steady demand, quick turnover and good profit for all who stock it.

(The Display Stand is free with a one-gross order of Aladdin Dye Soap.

CHANNELL LIMITED - TORONTO

Manufacturers of O-Cedar Products

CASCADE'S Exquisite Flavour

Sound commonsense will dictate to you, Sir, that this is no time or season to flirt with indifferent quality. The housewife knows "CASCADE" for a Safe brand because of its uniform and exquisite flavour. Every can is filled with selected Pink Salmon. Stay with the brand your customer likes best. Here's a good one:

SALMON CROQUETTES

One can pink Cascade Salmon, one-half cup of milk, one tablespoonful of flour, one egg; come to a boil until thick; a little lemon juice; roll in crumbs and fry in hot lard.

The recognized nutritive food value of "CASCADE" and its relative cheapness, have made it most popular in every province in the Dominion. Show the Housewife the above recipe.

She will like it.

In Every Can the Quality is Assured

by

B. C. Fishing & Packing Co., Limited

Vancouver, B.C.

CLARK'S
Pork and Beans

A pleased customer, Mr. Grocer, means a steady customer, and steady customers are the backbone of Success.

The best way to make pleased customers is to give them

QUALITY

When you give them Clark's you are sure they are getting only the very finest hand-picked Beans and choice tender pork combined with the purest and most delicious Sauces, all cooked to the point where they are most appetizing, digestible and nourishing.

Furthermore

This legend CANADA EST 24 APPROVED ***on the label***

is the Government guarantee of purity

W. CLARK, LIMITED MONTREAL

Appearances Count Mightily

The successful dealer is the one who makes his store a shining example of neatness. He is every bit as jealous of the appearance of his goods as of their quality.

Imperial Floor Dressing aids the tidy storekeeper. It keeps down 90% of the atmospheric dust which is directly responsible for that undesirable, shop-worn appearance that repels the buying public.

Imperial Floor Dressing does more than reduce dust. It brightens floors and fixtures and gives them a like-new appearance that sells goods. It is the ideal cleaner and preservative for wood, linoleum or oil cloth.

One gallon of Imperial Floor Dressing is sufficient for treating upwards of 700 square feet. It does not gum or evaporate, consequently one application will last for weeks.

You will appreciate the sanitary, dust-killing qualities of Imperial Floor Dressing in your own place of business. It is also a profitable line for the dealer to stock.

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans, and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

IMPERIAL
FLOOR DRESSING

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

And Now—
Toronto Printers May Strike

THE present agreement between printers in book and job offices and employers in Toronto expires May 31. The minimum wage paid is $35.20 per week (increased voluntarily a year ago by the employers from $32.00, although the agreement had a year then to run). This wage covers a 48-hour week.

The International Union is demanding a week of 44 hours as the basis for all wage scales, and the Toronto unions are demanding a wage of $44.00 per week of 44 hours, $8.80 more per week for 4 hours less work.

This means an increase from 73 cents per hour to $1.00 per hour, or over 36%.

Publishers and other employing printers feel that under present conditions of business and the admitted decreasing cost of living, the increased wages and shorter hours demanded by the International Union are unreasonable.

This is acknowledged by many of the thoughtful, loyal printers employed in the Toronto offices, who believe that the International Union has blundered in its demand that local unions shall not sign new agreements except on the basis of the 44-hour week.

The position, however, may be that these local men may not be able to make the International officers in Indianapolis see that to force a strike now on these unreasonable demands would be an act of folly—and a strike may be called on June 1st.

The facts of the case are presented here, for the information of the sections of the public—subscriber and advertiser—reached by this publication.

The attitude of the employing printers is shown by their voluntary action in giving a 10 per cent. increase last year while the agreement calling for the minimum wage of $32.00 a week had still a year to run.

They feel strongly now, however, that this is not a time when an increase of 36 per cent. in the labor cost of production should be permitted.

If publishers are forced to pay $44.00 a week instead of $35.20 and get only 44 hours of work instead of 48, it is inevitable that subscription and advertising rates must advance. No business can stand an increase in its wage bill of 36 per cent. and absorb that increase. The extra cost will have to be added to the sale price of the product.

Publishers sincerely hope that the great body of sane opinion among the local printers may prevail and that the Indianapolis officials will be induced to withdraw their unreasonable demands so that Toronto printers may continue to find well-paid, congenial employment.

If this sane, thoughtful opinion does not prevail, a strike seems inevitable, with its equally inevitable result of loss to the printers and publishers, and inconvenience and loss to the public.

An expression of the opinion of readers of this paper on the Union's proposals, involving an increase of 36% in the labor cost of printed matter, is asked. Will you not write a letter to the editor (not for publication) telling him your view of the situation?

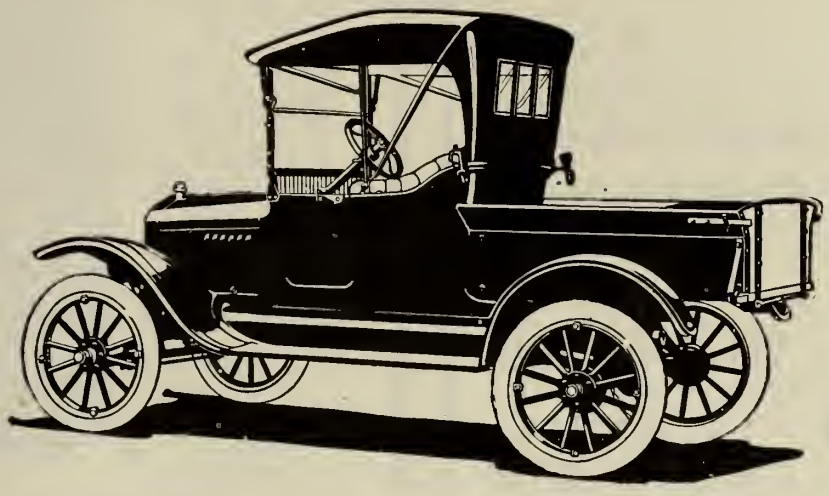
This statement is published by and has received the endorsation of the Toronto publishers who are members of the

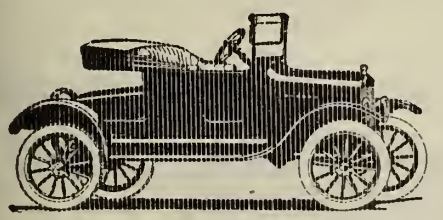
Canadian National Newspapers and Periodicals Association

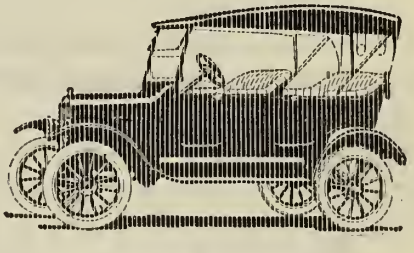
Including CANADIAN GROCER

Ford
THE UNIVERSAL CAR

A New Addition to the Ford Family

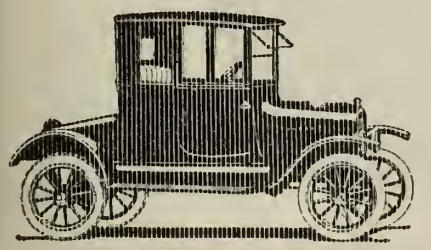


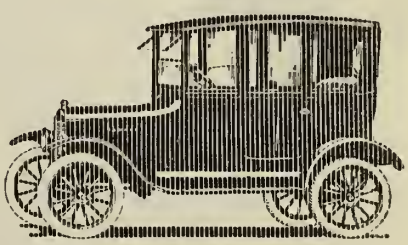




Ford Light Delivery Runabout

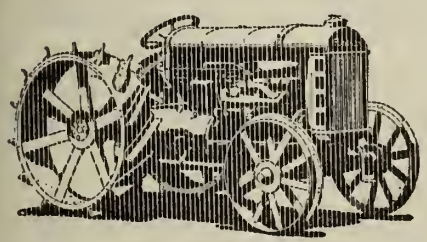
TO fill a growing need among grocers, butchers, plumbers, public utility corporations and others for a light delivery car—a new Light Delivery Runabout, simple in design and of the usual Ford high quality, can now be secured through Ford dealers.

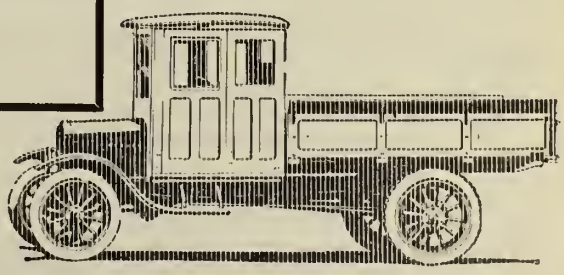




Ford Motor Company of Canada, Limited

Ford, Ontario





WHY EXPERIMENT

When the improved

"BRITELITE"

a commercial lighting unit of unequalled efficiency, is guaranteed to give satisfaction by the makers?

More Light — Better Light

"THE BRITELITE"

★ ★ ★ ★

Its remarkable light-diffusing qualities have made it the

BUSINESS MAN'S FAVORITE

★ ★ ★ ★

This is for YOU

J. H. EDMUNDS COMPANY, LIMITED

Manufacturers of Electrical Fixtures.

221-227 Richmond St. W.
Toronto
Phones Adel. 6731-6732

For Less Service— A Lower Rate

Heretofore, when you asked the long distance operator to connect you with a distant telephone, even though you said to her, "*Anyone at that number will do,*" you paid the same rate as if you had specified *a particular person.*

Now, a rate is in effect for this type of call ("Station-to-Station" service), which is lower than for calls where *a particular person* is wanted. The operating cost and use of circuits involved in handling a call for *a particular person* are much greater than for a message where the calling party will talk with *anyone who answers the distant* telephone.

It is a real economy, when placing long distance calls, to say whenever possible, "*Anyone at that number will do.*"

Every Bell Telephone is a Long Distance Station.

THE BELL TELEPHONE COMPANY OF CANADA

THE BELL TELEPHONE COMPANY OF CANADA — LONG DISTANCE TELEPHONE

For Insect Pests

KEATING'S

The World-Wide Insecticide

Private houses and public buildings are equally sure to be troubled with insect pests during the summer months, and Keating's will be in demand. Keep a good supply of Keating's on hand.

Used for generations for the extermination of

FLIES, FLEAS, MOSQUITOES, ANTS, WASPS, BEETLES, BUGS, ROACHES, MOTHS, etc.

Keating's is harmless to human life.

Careful housekeepers, the medical profession, and progressive dealers everywhere recommend Keating's.

Are YOU getting your share of this steady, profitable business?

MADE BY
THOMAS KEATING
LONDON, ENGLAND
Established 1788

Sole Agents for Canada:

Harold F. Ritchie & Co., Limited
10 McCaul Street TORONTO

Feature "King Oscar" Sardines during the social season and suggest them for making delicious, appetizing, dainty sandwiches for afternoon teas, etc. It will pay you well.

KING OSCAR SARDINES

The finest flavored, highest grade sardines on the market. They are packed in pure olive oil from the best, selected bristlings caught in the cool waters of Norway.

You can highly recommend them to your better class of trade and know that their tempting, wholesome flavor and quality will always insure repeat orders.

YOUR DEALER CAN SUPPLY YOU

Canadian Agents:

John W. Bickle & Greening
Hamilton, Ontario

Eureka Refrigeration Equipment

This is the time of the year when you, Mr. Merchant, should make enquiries from us regarding your refrigeration requirements for next Spring.

Your letter to us will place you under no obligation to purchase, but it will bring you a whole lot of useful information. Why not write us and talk it over with us now?

Our service department is at your disposal.

Eureka Refrigerator Co., Ltd.
Head Office and Factories:
OWEN SOUND, ONTARIO

It's Commonsense
To Sell Sun-Maid

Take the word of thousands of grocers who sell Sun-Maid constantly. They know it pays—they re-order Sun-Maid constantly because they want its constant profit.

Order Sun-Maid from your jobber to-day. Supply is limited.

Three Varieties:

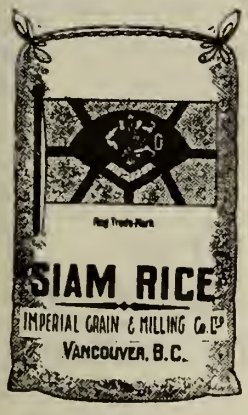
Sun-Maid Seeded
(Seeds removed)

Sun-Maid Seedless
(Grown without seeds)

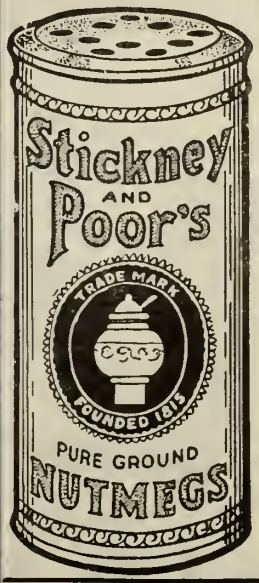
Sun-Maid Clusters
(On the stem)

California Associated Raisin Co.
Membership 10,000 Growers
Fresno California

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.



Stickney & Poor's
Pure Ground
NUTMEGS

are put up in the handy sifter-top packages. They sell readily. Always sure to satisfy, too, because under our process of grinding they retain their natural full strength and flavor. Give your customers S. & P. Nutmeg—and you'll make a friend.

Your co-operating servant,
MUSTARDPOT.

Stickney & Poor Quality is Dependable

STICKNEY & POOR SPICE COMPANY
1815 Century old Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

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Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

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Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

When Writing to Advertisers Kindly Mention this Paper

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

LE 75 French Cigarette Papers

Finest Quality

A White Gummed Paper That Will Satisfy Your Trade

This cut is a facsimile

of the actual package

100 Leaves to Book
Automatic Doubles
50 Books to Box

Order to-day from your jobber

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Wholesale Commission Merchants, Brokers and Importers
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H.P. PENNOCK & CO., LTD.

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Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

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STORAGE
DISTRIBUTION

WALLACE'S HERRINGS

Like Wallace's Salmon and Pilchards, Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

Send For Your Copy To-day

Because of an unusually well balanced and complete editorial service, The Financial Post of Canada is carefully read by Canada's foremost business executives—financial directors—salesmanagers and investors. It contains business and financial information valuable to any forward-looking business men.

One evening spent with it in the quiet of your own home will answer all your questions about The Financial Post.

The Financial Post

143 University Avenue, Toronto

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE
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Branches with Resident Sales Managers at
Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
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Water-Glass
Castor Oil
Glycerine
Sewing Machine Oil
Carbolic Acid (10%)
Ink, Mucilage

Order from your jobber or write us

RELIANCE INK CO., LTD., WINNIPEG

Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6

The
CROWN
Trade-Mark

on a bag of white beans is a guarantee of their uniform size and choice quality.

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

C. A. MANN COMPANY

Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry

Special Attention to Grocers' Orders.

Satisfaction Assured.

LONDON, ONTARIO
Phone 1577

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Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley, LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.
Concentrated representation within the Province of Ontario

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

BERT T. WAY & CO.
Brokers and Manufacturers' Agents
Room 211 Royal Bank Bldg. London, Ont.
We want manufacturers who are not selling their products in this vicinity to write us.

JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
REPRESENTING
J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
Correspondence Solicited Agencies Wanted
LAING BUILDING, WINDSOR, ONT.

H. C. BRENNAN
Grocery Broker and Manufacturers' Agent
Booth Bldg. Ottawa, Canada

LAING & WATERS
Manufacturers' Agents and Commission Merchants
28 Wellington St. E., Toronto
We invite enquiries and guarantee satisfactory service.
Telephone Main 840

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
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Halifax, N.S.; Winnipeg, Man.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

GALT'S
Quality
TEAS and COFFEES
"Satisfaction or Money Back"

So Thoroughly Good!

The quality of Galt's bulk Teas and Coffees will appeal to your fastidious customers. The low prices now ruling should interest you.

SAMPLES AND PRICES ON REQUEST

D. A. GALT
107 Front St. E. Toronto, Ont.

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA.

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections.
18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 Place Royale, Montreal
Established 1876
Telephone Main 1581

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Importer and Exporter
We are open to represent Manufacturers of Food Products in the Province of Quebec.
References, Bank Nationale
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PEAS WANTED
Good boiling peas, either carloads or less. Send samples advising quantity you have and price wanted.
Canada Produce Co., Limited
171 St. Paul Street E.
Montreal, Que.

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

Your Dollar is worth One Hundred Cents with Us
WEST INDIA PRODUCTS
Direct
COFFEE, COCOA, GINGER, RAW SUGAR, MOLASSES, SPICES, ETC.
Specialty: BLUE MOUNTAIN VALLEY COFFEE
Special Quotations in Quantities
MORSE, HUNTER & SMITH
244 Lemoine St. MONTREAL

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office
Agents for Canada for the HOMCO Products, including:
Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.
ENQUIRIES INVITED

Maple
OTTAWA - 1900 - PARIS

"Highest awards in all countries for past 90 years including 1919"
"Your Syrup is superior to anything I have seen."
M. Mockford, Charlmond Road, London, England.
"The name SMALL is standard for Maple quality, and price past 90 years. Advertised in street cars and leading farm and home papers. Stocked by jobbers world over."

Buchanan & Ahern
P.O. Box 637, Quebec, P.Q.
Wholesale Commission Merchants
Groceries Flour
Grain Provisions

When Writing to Advertisers Kindly Mention This Paper

PROTECTED

The popularity of Minto Tea will encourage imitations, but any dealer knows he is playing safe when he sells the original. Minto is the original tea with a spoon in every pound package—a fork in every 2-lb. package—a knife (plated 6 dwt.) in every 3-lb. package. Minto Tea repeats so often because the quality is always maintained.

1 lb. 2 lb. 3 lb.

Each size packed in cartons of 30 lbs.

Freight paid on 90 pounds.

MINTO BROS.

284 Church Street Toronto, Can.

Serve

SOFT DRINKS

This Summer

—and make more money

No big outlay!
—no expensive equipment!
—no extra help!

Hundreds of Retail Grocers are finding the handling of Soft Drinks a real money-making proposition since they started to use—

Used by 75% of the soda fountains in Canada

Vortex Service

DAINTY WHITE PAPER CUPS
with SILVER-PLATED HOLDERS

Small Expense — Just order half a dozen Vortex Silver-Plated Holders and a package of Vortex White Paper Cups to begin with.

Quick Profits — Then—your **PROFIT** begins! You can serve an unlimited number of customers—and never have to stop to wash up. No breakages of glassware—no extra wages to pay for hired help when the crowds come.

Daintier Service and Nicer Drinks — Best of all—a soft drink in a dainty white paper cup looks **bigger** and actually tastes **better!** A washed glass is often warm and spoils a cold drink. Vortex Cups enable you to serve drinks that are really ice cold. These crisp, white cups, always clean and fresh, will appeal to your patrons—save you money, time and trouble—and help you to do a quick, profitable business.

One leading grocer, who has been using this Service for the past two years, says:—
"WE COULD NOT BE WITHOUT IT IN OUR BUSINESS."

Drop us a line to-day!

Vortex Division

Canadian Wm. A. Rogers Limited

570 King St. West, Toronto

More Money in Macdonald's

DEALERS are making more money on Macdonald's now than ever before—because more Macdonald's is being sold than ever before.

The quality and value which have made Macdonald's Canada's standard tobacco since 1858, and one of the most extensive tobacco advertising campaigns ever placed in Canada are uniting to still further increase the demand for the tobacco with a heart.

A greater demand, bringing a quicker turnover, can result in only one thing—a **larger profit** for the dealer who carries Macdonald's Tobacco. Does that include you?

The Tobacco with a heart

MACDONALD'S

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXV. TORONTO, MAY 13, 1921 No. 19

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Farmers' Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, The Canadian Motor, Tractor and Implement Trade Journal.

Cable Address: Macpubco, Toronto; Atabek, London, Eng.

ESTABLISHED 1886.

CANADIAN GROCER

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UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway, Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401, Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year; United States, $4.50 a year; other countries, $5 a year; single copies, 25 cents. Invariably in advance.

704,583

MORE POUNDS

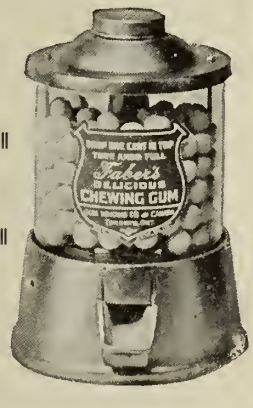
of "SALADA" Tea were sold during the first four months of 1921 than in the corresponding four months of last year.

An increase of 350 tons of Tea sold in 17 weeks.

The only inducement we offer the public is the *Quality* of our goods. Wherever "SALADA" is sold the consumer can rely upon the same unique flavour—that is why the public has bought "SALADA" in ever increasing quantities since 1892 and why they continue to demand it increasingly.

"SALADA"

BALL GUM



SILENT SALESMAN

We have purchased the patent rights for Canada and the assets of the Faber Ball Gum Vending Machine and now have a good supply of machines and Ball Gum for distribution. The Ball Gum is in assorted colors and flavors—and with 2,000 balls gum at $15.00 we give you the vending machine free. This little machine collects all the stray coppers and works silently on the counter. Some dealers sell 2,000 balls per month. If you have a machine and want more Gum, write us for price.

Selling Agents wanted in all parts of Canada.

The Harry Horne Co.
LIMITED
TORONTO, ONT.

What's Wanted

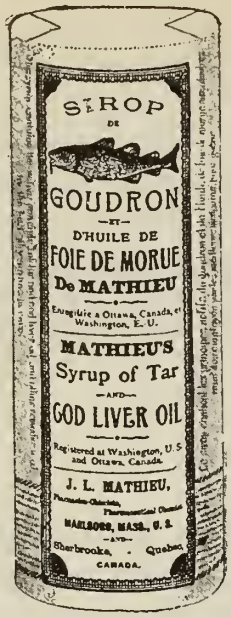
Almost every week you want something which you could quite easily secure by consulting with your fellow Grocers.

Perhaps you need a clerk. The best of them read Canadian Grocer and watch the "Wanted" page for new opportunities.

Possibly you want to buy or sell a grocery business. Canadian Grocer's subscribers are the best prospects in Canada. Talk to them through our columns with a want ad.

Or do you want to sell or exchange some surplus stock? Here again the Want Advertisement can help you.

Cost: 3 cents per word for first insertion; 2 cents per word for subsequent insertions of the same ad. Box Number 5 cents extra.



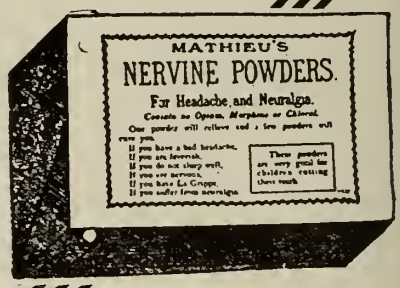
Mathieu's Syrup of Tar and Cod Liver Oil---a splendid body builder.

You'll get Splendid results from a display of

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

MATHIEU'S NERVINE POWDERS

There will be few of your customers this spring who will not need a good, dependable cough remedy or a reliable nerve powder like Mathieu's. Keep these nationally known lines well displayed during the warm weather months. Their curative powers will please your customers and the profit margin is good.



J. L. Mathieu Co.

Proprietors

SHERBROOKE - - QUEBEC

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

Money-Saving Information

"The most useful information contained in any paper I get"—so a Western banker writes in to-day's mail, renewing his subscription for FINANCIAL POST.

"Very often," his letter goes on to say, "I am called on to suggest investments for small amounts, sometimes as low as a few hundreds, and I find your Investors' Inquiry Service a reliable partner to consult. If every investor knew there was such service at his call it would surely lessen the losses of many of these people."

The Investors' Inquiry Service fills just that need. Unless you are perfectly sure of your investments write us before you buy.

It costs FINANCIAL POST subscribers nothing to be sure before placing hard-earned savings in stocks that may never have a chance of paying dividends. Trained service men will give you the benefit of keen analysis based on the facts behind the securities you are considering. This is one of many features enjoyed by our readers.

THE FINANCIAL POST 143 University Avenue, TORONTO, CANADA

Send me for one year (52 issues) The Financial Post. I attached $5.00—commence at once.

Get a Bit of Your Own Back!

How much money do you suppose the tea pedlar has invested in his business compared with you? Yet he travels up and down your district, taking away a business you spent years to establish.

Did it ever occur to you that you unconsciously help him, in many ways, in selling bulk teas, for instance? This is one of the pedlar's best talking points with your customers; that he sells them the same bulk tea as you do, and often cheaper at that. Just now, when so many people are complaining that the bulk tea they are getting is poor quality, don't you think it is the very time to sell your customers a different tea—a tea that they know to be good?

You know RED ROSE TEA is a good tea, none better. You can win out against the pedlar if you will sell RED ROSE TEA.

Wouldn't it be a good plan to consider these points? Talk them over with our traveler the next time he calls.

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Displays of Eddy Products are always timely and always productive of good results.

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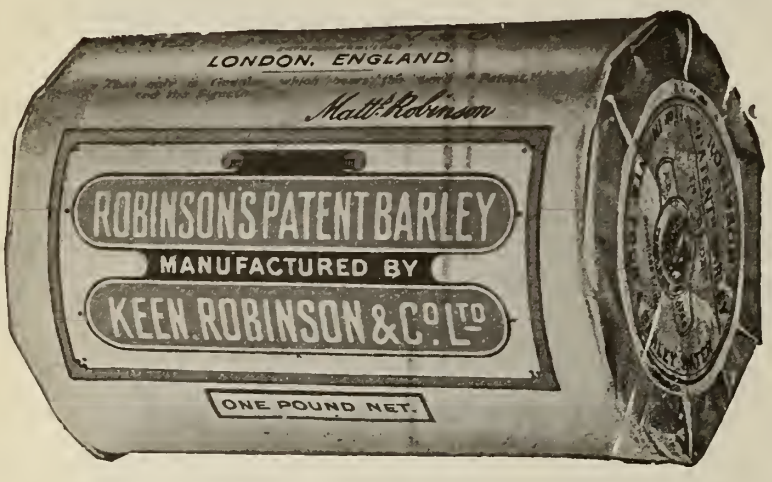

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Hand-Packed Pilchards
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Herrings in Tomato Sauce
Kippered Herrings
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Order a Full Line To-day

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Vancouver, B.C.

CANADIAN GROCER

VOL. XXXV. TORONTO, MAY 13, 1921 No. 19

Sales Tax is Increased 50 Per Cent

Sir Henry Drayton Brings Down His New Budget—Business Profits Tax and Balance of Luxury Taxes Are Abolished—Important Changes in Customs Regulations

ACCORDING to the budget just brought down in the Dominion Parliament by Finance Minister Sir Henry Drayton, the sales tax that has been in operation now for the past year is increased, but still confined to sales by manufacturers, wholesalers, jobbers and importers. It is increased from 1 and 2 per cent, on domestic transactions to 1½ and 3 per cent., and on imports from 1½ and 3 per cent. to 2 and 4 per cent.

The luxury tax is now entirely abolished, the remaining tax of 10 per cent. on confectionery being wiped out.

The business profits tax is also done away with.

The features in the budget announcement are the changes made in the Customs Act. The act heretofore provided "that the value shall be the fair market value, when sold for home consumption, in the principal markets of the country whence and at the time when the goods were exported directly to Canada." The amendment will add to this "such value in no case to be lower than the wholesale price thereof at such time and place," and in addition provides that the value for duty shall not be less than the actual cost of production of similar goods at date of shipment direct to Canada, plus a reasonable profit thereon.

The other amendment relates to the valuation for customs purposes of foreign currencies. The present Customs practice is to convert the foreign depreciated currency into Canadian, on the basis of existing exchange rates. It is proposed that no reduction in excess of 50 per cent. of the standard or proclaimed value will be allowed, no matter what the exchange rate is. Where the rate of exchange is adverse to Canada, the value for duty will be computed at the rate of exchange existing at the date of the shipment of the goods.

Every imported article must have the country of origin plainly stamped upon it.

Several articles of food that previously were exempt from the sales tax are now subject to the tax of 1½ per cent. Wholesale grocers will add this tax on flour in packages containing up to 48 pounds. Quantities over that amount are still exempt. Oatmeal in packages of similar amounts is affected in the same way.

All canned goods, including condensed and evaporated milk are now taxable, under the new scheme, being subject to the 1½ per cent.

Other lines affected in this levying of 1½ per cent. tax by the wholesaler, and which were previously exempt are coffee, corn starch, dried and evaporated fruits, klim, macaroni, vermicelli, maple products, rice, sago, tapioca, salt, starch, soups, syrups, teas, jams, marmalade, jellies, yeast, smoked, pickled and dried meats.

Sugar is still exempt from any tax, as are all foodstuffs in their natural state, initial sales of farm produce by the farmer of his own production, and the first products of fisheries.

According to J. H. Bertram, Collector of Customs for the port of Toronto, the amendment providing for a depreciation on foreign moneys is chiefly aimed at Germany, and the shutting out of German-made goods.

Such an amendment practically means that German goods would be prohibitive on this market, C. B. Watt, of Watt & Scott, importers, Front Street East, Toronto, told a representative of Canadian Grocer.

Citing an example, Mr. Watt showed how the duty on German goods will be many times what it has previously been. An article costing one hundred marks in Germany would have previously cost in Canadian money $1.75, the German mark being worth at the present time 1¾ cents. But the par value of the German mark is 23½ cents. Consequently under the new amendment, the Government levies 50 per cent. or 11¼ cents for every German mark. Thus this article worth 100 marks in Germany would now cost $11.25 laid down in Canada.

Goods from Italy are also affected but not to the same extent as from Germany, Mr. Watt pointed out. The Italian lire is to-day worth only 5¾ cents in Canadian currency, whereas its par value is 19.30. It is easily apparent that it is under 50 per cent. of its par value, the value for duty being 9.65.

Similarly goods from France and Bel-

WILL NOT GO INTO EFFECT IMMEDIATELY

Ottawa, May 10—(Special)—It being understood that in some parts of Canada certain Customs officials have interpreted the declaration of Sir Henry Drayton, in the Budget address with regard to the method of determining the exchange value of foreign currencies for Customs purposes, as going into effect immediately, it is well to make it plain that this is not the case.

A bill will have to be introduced into the House of Commons by the Finance Minister, and the new method of determining the value of currency for duty purposes will not go into effect until after that passes or on the date set by it. The same thing is true of provisions introduced to make the anti-dumping law more effective, though in this regard the bill will only state definitely what has been for many years the interpretation of Customs officials of existing law.

On September 1 all imported goods must bear the name of country of origin plainly marked.

These are the exceptions to the tax provisions which went into effect immediately.

gium will also be taxed, but not to the same extent as these other countries mentioned. At to-day's figure the French franc, with a par value of 19.30 cents, is worth 8.15 cents in Canada, but the lowest values the Customs department would place on it would be 50 per cent. of the par value or 9.65—a difference of only 1.5 cents, as compared with a difference of 11.25 cents in the case of German marks.

Belgian francs with a par value of 19.30 cents are now worth 8.28. For duty purposes they would be valued at 9.65, an advance of 1.37 cents.

A point well to be remembered in this new amendment affecting exchange is that the duty is so levied, only where the basis is ad valorem. Mr. Watt and other large importers in Toronto interpret it to mean only on the value of goods and not where there is a specific duty.

A large number of the imported foodstuffs are subject to a specific duty, that is the duty is reckoned at so much per pound, or at so much per gallon. Quantity is the basis and not the value.

Some grocery lines that are subject to an ad valorem duty are biscuits, certain polishing soaps, breakfast foods, brooms of all kinds, candy, glaced fruits such as cherries, and chewing gum.

Such imported lines as canned goods, raisins, walnuts, in fact all kinds of nuts, currants, are subject to a specific duty and additional duty on exchange is not affixed.

As far as imports from Great Britain are concerned, the amendment will have no effect since exchange value of the English pound is far above 50 per cent. of its par value.

Of course from now on the duty on goods coming from the United States will be figured on the actual par value in the United States plus the exchange on the day of shipment. For instance, goods valued at $100 in the States will cost laid down here $111, at the current rate of exchange, and the duty will now be reckoned on $111 instead of on $100 as in the past.

A duty of one cent per pound is levied on grapefruit, with the exception of fruit grown in the British West Indies, upon which there is a preferential tariff of 50 cents per hundred pounds. This tariff will increase the price of grapefruit 75 to 80 cents per case, imported from Florida, California and Cuba, and on the West India variety 40 cents per case.

"The placing of the tariff on grapefruit will have a tendency to curtail the consumption," stated W. H. Despard, of White & Co., Ltd., Toronto. "We get practically no grapefruit from the West Indies. I understand some arrives in Halifax, but none of it appears as far inland as Ontario. High freight rates, cost of refrigeration, duty and exchange will make grapefruit a rather expensive article, and I have no doubt but that the consumption will be considerably reduced."

"The changes in the tariff on cocoa should result in more cocoa being consumed in this country," Wm. Robertson, of Robertson Bros., chocolate manufacturers, Toronto, told Canadian Grocer. Cocoa beans, not roasted, crushed or ground, are admitted free from British possessions, while a duty of $1.50 per hundred pounds is imposed on imports from other countries.

"This will encourage buying in British countries," Mr. Robertson stated. "It practically forces Canadian manufacturers to buy only in British possessions, and is a decided advantage too for the confectioner. Cocoanuts also, when imported from British countries are admitted free. Cocoanut dessicated, sweetened or not, has a British preferential tariff of five cents per pound, as compared with six cents on shipments from other countries."

Preparations of cocoa or chocolate in powder form from Great Britain have a duty of 27½ per cent., as against 35 per cent. on shipments from other countries.

Merchants who import direct will have practically no advantage over the merchant who purchases through the wholesale. The tax merchants importing direct have to pay is a straight 4 per cent., but wholesalers are required to pay 2½ per cent. to the customs and then add another 1½ per cent. to the invoice when the goods are sold to the retail merchant. As an example: A merchant imports direct a bill of goods to the value of $40.00, to this is added 4 per cent. sales tax or $1.60. Buying through the wholesaler the same bill of goods, the wholesaler pays the customs 2½ per cent. and adds another 1½ per cent. when reselling to the retail mer-

Both Retailers' and Wholesalers' Associations Approve of Budget

"It is in Accordance With the Representations We Have Made," say Both W. C. Miller, of Retail Merchants' Association, and A. C. Pyke, of Canadian Wholesale Grocers' Association

"FROM the retailers' standpoint the budget announcement complies with our requests to the Finance Minister," W. C. Miller, secretary of the Retail Merchants' Association told a representative of Canadian Grocer. "We have nothing to kick about, now that the luxury tax has been done away with, and with the removal of the ten per cent. tax on confectionery, it is entirely eliminated. I think the increasing of the sales tax is a good thing, and the fact that it is being collected at the source is wiping out the stigma of a tax, unpleasant to the retailer, and rendering it difficult for him to do business. The tax will now be absorbed where it always should have been, and the Retail Merchants' Association is delighted that its representations have been considered. The government in this present method will raise as much revenue, and considerably more economically. The retailers as a whole view this change in the method of taxation with approval and believe that it will work out for the good of all."

Wholesalers, Too, Approve

A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association, speaking for the wholesalers, had no complaint to make against the budget. "It is heartily in accord with the ideas of the wholesale grocers," he told Canadian Grocer. "It is what we have all along advocated, and we believe that it will work out to the best possible advantage. The wholesaler will now have to pay 1½ per cent. on Canadian manufactured goods, and 2½ per cent. on imported goods. In the case of retailers and consumers buying direct they must pay two per cent. on Canadian goods, and four per cent. on imported goods. Under the present method the tax will be collected more economically, and more easily than any general turnover tax. Placing the tax at the source, as has been done, finds unanimous approval among the wholesale grocery trade."

chant, which makes a total tax of $1.62. This shows that the merchant who imports direct will have a slight advantage over the merchant who buys his import articles through the wholesaler, but the advantage is really negligible.

The sales tax shall not apply to sales or importations of: bread; flour and oatmeal, when in packages weighing not less than 8 pounds each; animals living; live poultry; meats and poultry, fresh; milk, including buttermilk; cream; butter; cheese; oleomargarine, margarine, butterine and other substitutes for butter; lard, lard compound and similar substances made from animal or vegetable stearine or oils; eggs; vegetables, fruits, grains and seeds in their natural state; hay; straw; hops; nursery stock; chicory, raw or green; bees; honey; sugar; molasses; other farm produce sold by the individual farmer of his own production; ice; fish and products thereof not canned or medicated; materials for use solely in the manufacture of oleomargarine or any substitute for butter or lard or for the production of cottolene.

"The method of collecting the Sales Tax is certainly very fair," stated George Gibbon, of Campbell & Gibbon, Port Arthur. "It simplifies matters a great deal and will permit the retailer to apply the tax to the cost of the goods. The wholesaler can, if he desires, absorb the tax and just charge the retailer so much for the goods. This is a better method because the retailer, just having one price before him, is in the better position to add the tax to the cost of the goods. There is one thing that the merchant will have to watch, and that is in getting quotations to make sure whether the price quoted includes the tax or not, as some wholesalers will very likely continue to use the old method of making a separate item on the invoice of the Sales Tax."

"The sales tax is really the basis on which taxation will affect the consumer the least," remarked an official of the Canadian Manufacturers' Association. "The manufacturer does not absorb it, and by showing it separately on his invoice no advance is added to it. The sales tax is working very satisfactorily indeed, and its continuation will be satisfactory to wholesaler and manufacturer. The change in connection with the dumping clause is only fair to the Canadian manufacturer, and will prevent a lot of goods being dumped here at less than cost of manufacture in the country of origin. The new clause will also prevent slaughter or distress prices on imported goods, a most desirable effect."

"It is certainly going to add to the cost of foodstuffs subject to the sales tax," George Barrons, of Barrons, Ltd., Yonge street, Toronto, told Canadian Grocer. "If we have to pay three per cent. on goods we buy direct from the Canadian manufacturer and four per cent. on goods imported we certainly are going to add it to the cost of the article and the consumer will have to pay it. Our prices have not been changed any as yet. We are a little at sea in regard to this tax as yet, and haven't really got down to the study of it. However, if there is an increase in the sales tax it certainly will have to be added to the prices of goods."

G. T. Wolfe, manager of the grocery department of the T. Eaton Co., Toronto, stated that no changes had been made in prices in their department as yet because of the increase in the tax. "We buy a good deal of goods direct and now must pay three per cent. on Canadian-made goods and four per cent. on imports. That certainly will mean higher prices on lines affected. I haven't gone into the matter carefully as yet, but certainly the tax will have to go on to the cost of the goods, and in turn to the consumer."

Hugh Blain, president of the Canadian Wholesale Grocers' Association, stated that the increase in the sales tax was about what he had expected and that, in his opinion, it would work out all right. Personally, he would prefer the imposition of one tax on the manufacturer at the point of production, but, in the absence of this, he believed the Government had adopted the next best thing.

"The tax must, of necessity, stiffen prices a little," said Mr. Blain, "but with values dropping as they have been, the consumer will not feel this as he would on a rising market. I don't know of any fairer way to impose the tax, apart from the one I have mentioned, and I consider the results should be quite satisfactory."

Mr. Blain added, however, that he didn't quite see why the tax on imported goods should be raised more than on domestic goods. It would mean giving a little more protection to home goods, but the effect would not be pronounced. Prices of groceries, he pointed out, will be little affected by the changes as, being food products, there are a great many free of the tax.

"Removal of Luxury Tax Will Mean a Revival of Trade"

William Robertson, of Robertson Bros., Toronto, Believes That the Elimination of the Ten Per Cent. Tax on Candy Will Help Business—Prices Are Already Lower

"OF course there is only one opinion in regard to the removal of the ten per cent. luxury tax on confectionery," C. J. Bodley, secretary of the Confectioners' Association, told a representative of Canadian Grocer. "That is an opinion of general approval."

"Do you look for any decline in the price of candy?" Canadian Grocer asked.

"Of course the one-cent and five-cent lines have not been affected by the luxury tax and any change in the price of them is not looked for, but in the bulk chocolates and box candy the removal of the ten per cent. tax should result in lower prices to that extent. Manufacturers have been adding that ten per cent. to their higher priced lines and of course now that it has been done away with the public should immediately benefit."

Confectionery manufacturers look upon the changes in the sales tax regulations favorably and believe that the present method of collection will be much more satisfactory. The imposition of the ten per cent. luxury tax was strenuously opposed by confectionery men.

"We look for a revival of trade in confectionery now that the luxury tax is off," William Robertson, of Robertson Bros., Queen Street East, told Canadian Grocer. "We have already lowered our prices to the extent of this ten per cent."

Some manufacturers of confections claim that the increasing of the sales tax to three per cent. on sales direct to the retail trade is an unfair advantage to the wholesaler or jobber, but Mr. Robertson believes that while it may appear to be an advantage, it could not be worked out otherwise. The tendency of a great many jobbers was to absorb this tax and not to show it all on the invoice. It was not compulsory to show it, but it was the intention of Mr. Robertson's firm to show this tax on all invoices.

Would Like Canned Goods Exempt

Montreal Dealers Seek Specific Ruling on Canned Goods But Present Indications Point to Canned Goods Being Subject to the Sales Tax—Will Stabilize the Sugar Market

By Staff Correspondent Canadian Grocer

MONTREAL, May 11.—(Special)—The new government budget has created some surprise among the grocery trade. As it did a year ago it has caused bewilderment to manufacturers, wholesalers and jobbers in this city as to the scope of the new ruling. Two instances, vital to the grocery trade, stand out where the new legislation is both unexpected and indefinite. The first of these is with regard to the sales tax on canned vegetables, and the second is the tax on canned and prepared fish. Fish and all by-products of fish and canned vegetables were on the exemption list last year. According to the present reading of the budget it appears that it is the intention of the government to tax both of these lines.

Report Incomplete

J. H. Magor, managing director of Magor, Son & Co., asked for his opinion regarding the ruling of the new budget on canned vegetables, said to Canadian Grocer representative: "Last year canned vegetables and infant's food were on the exemption list. It was never expected that the government would revise this list and tax canned vegetables, but this is evidently the case if the early reports of the budget are correct. We have been trying to get an accurate statement in this regard from the government and from the local officials, but so far have been unable to get a more definite ruling than appeared in the early reports. While we hope that it is the intention of the government to exempt canned vegetables, personally I cannot help but feel that it is their intention to levy the tax on this line.

United States Goods Cost More

"Another feature of the budget is that not only is the tax on imported lines from the United States increased, but it is to be levied in such a way that the importers will be paying the tax on the value, not in American dollars, but Canadian dollars. This will materially increase the cost of imported lines from the United States.

Exemptions List Incomplete

"The reports of the budget and its rulings as they have appeared in the press cannot be absolutely complete since the scope of the budget is so large that it is almost impossible to believe that these reports could be completely sent by wire and there has not been time to have them delivered by mail. Even officials here have no more definite data on the budget than appeared in the press. There is therefore reason to believe that some of the exemption lists are incomplete and canned vegetables may yet be included on that list."

Canned Fish Likely Taxed

With regard to the appearance of canned fish on the list of taxed foodstuffs A. H. Brittain, president of the Maritime Fisheries, said it seemed to him that it is the intention of the government to put the sales tax on canned and prepared fish, not because the budget stipulates that it shall be taxed, but because it does not appear on the exemption list as it did last year. "Previously," he said, "all fish and fish products were exempted. It may be that the list is incomplete and as yet we have not had time to get an answer to our enquiries. It is to be hoped, however, that it will be exempt. As we learned last year, early reports are confusing and may be changed or be incomplete. In a few days the trade will get accurate information as to the exact ruling of the budget."

Sugar Market Stabilized

To Canadian Grocer representative, Armand Chaput, managing director of Chaput, Fils & Cie, wholesale grocers, said: "I can but read the press reports of the budget and form my personal opinion, which is no more authentic than the interpretation given it by any other business man. To me it appears that the government needs the money, they have seen fit to abolish some of the taxation and have had to increase other and perhaps expand the taxable list of goods to obtain the revenue. If the list as it appears in the press is complete, then one cannot but understand the canned vegetables, canned fish, and perhaps some other lines which we do not at first think of will be switched from the exempted list to the taxable list. Personally I believe that the two lines mentioned will be taxed. One good feature to the budget that appeals to me is the fact that Canada is going to give more protection to her sugar refineries. To me it seems that the anti-dumping clause will stabilize the sugar market. It is the duty of every citizen to shoulder the burden that the government sees fit to lay before us in order that our debt may be speedily cut down."

Confections Cheaper

"A twenty per cent. drop in the price of all confections should result from the abolition of the luxury tax on confections," said E. Littler, manager of the W. M. Lowney Co., Ltd. "The new budget removes all remaining luxury taxes, and, as the luxury tax on confections was not removed as some others were in December, 1920, it now comes off, making a probable drop of 20 per cent. The tax is only ten per cent., but by the time the retailer has figured out his cost, including the tax and consequent selling price to the consumer, now that the luxury tax is gone, there should be at least a twenty per cent. difference. As the budget has only just been made public the manufacturers are not yet in a position to make any definite statements, but the trade will hear more from the confectionery manufacturers."

Refiners At Sea

The new budget has strengthened up the position of Canadian sugar refineries as far as the stock market is concerned, but the refiners themselves claim to be at sea as to how it will affect them. The manager of one of the refineries said to Canadian Grocer representative that he could not see how, as far as sugar is concerned, the working of the budget will affect the retailer. "We are at sea to understand its scope, that is as regards the anti-dumping clause, and we are trying hard to get a definite ruling from Ottawa. So far, we have nothing new and cannot make any statements."

THE WEEKLY HALF HOLIDAY

IN many cities, towns and villages throughout the Dominion, merchants will be closing one afternoon each week and as in other years Canadian Grocer will again publish a list of the municipalities wherein there is a half holiday each week. It is important that this list be accurate and that every locality be represented as business houses have found this list a valuable one in assisting them to plan the trips of their representatives.

We therefore request merchants to fill in this coupon and return at their earliest convenience.

Name of city, town or village.....

On what day do stores close?.....

Beginning .....Ending.....

Daylight Saving, beginning.....Ending.....

Name and address.....

.....

The Real Wastes in Distribution

How to Prevent Speculative Losses Between the Merchant, Wholesaler, Manufacturer and Consumer—Reductions in Price Brought About by Curtailment of Service Require to be Closely Scanned

By FREDERICK W. NASH, Manager, Food Department, General Chemical Company, in System

WE speak of the process of getting the product from the manufacturer to the ultimate consumer as "distribution," and we rarely stop to consider what, at the present day, this exceedingly wasteful process consists of.

We all agree that it is wasteful, but popular attention is usually directed to surface practices, and, somehow, it is thought that the big wastes are in the last stage of the selling—in the services which the retailer renders to the individual purchaser. Twenty years in the marketing of a number of now rather well-known trade-marked commodities have convinced me that the smallest waste is between the retailer and his customer. The big wastes, the really important wastes, occur between the retailer and the manufacturer.

Let us take some of the more apparent wastes. My experience has been largely with food products, but they are in no case different from any other products which are sold through jobbers and retailers and not directly to the retailer or to the trade. Take, for instance, the question of delivery. One hears everywhere the announcement, as though it were a settled fact, that "cash and carry"—the elimination of the overhead of delivery service and the withdrawal of credit facilities—would result in a drastic cutting of retail prices. This opinion is the result of viewing price only in its nearest aspect.

Can Practice Be Justified?

Take a community with 500 homes, located within an average distance of half a mile from the trading centre. In a "cash and carry" system, we take up the time of those 500 individuals by causing them to travel an aggregate of 500 miles a day in order to save a cost of, at the most, three or four delivery wagons. Such a practice can be justified only on the ground that the time of individuals engaged in housekeeping is absolutely worthless, and that the only price to consider in cost saving is the price at the door of the store, and not the price at the point of use.

Under this theory it would be cheaper for a purchaser to buy an article of furniture at $50, hire his own wagon and transport the article to his home at a cost of $2 rather than to pay $50.50 for the article in the store and then have it delivered without further charge!

I recently saw a dispatch from Rome which said that the Government, in order to reduce the high cost of living, had introduced distributing stations to which people might go for food. And it was stated that, disregarding the purchasers' time in transit, it took an average of seven hours of waiting at the distribution point before a purchase could be made. In the sales of army stores held in and about New York, the average time to make a purchase, excluding the time spent in travelling and excluding the inconveniences of transporting heavy packages, is about two hours. In the case of a sale of army blankets, the average time taken to make the purchase was approximately estimated at a minimum of ten hours. The purchase of these blankets involved the standing in a queue for some hours to give the order, and then a trip to a widely distant point on the next day, and another standing in line, to receive the purchase. The Government was selling only one article and, even if they had perfected their arrangements so that the blankets might have been sold and delivered as quickly as tickets at a movie show—which is not at all an impossible arrangement — the purchasers, in order adequately to estimate the actual price that they paid for the blankets, would have had to count in the value of their time and transportation.

Although it is no part of my thought, in this present article, to criticize the Government's methods, yet the impression has gone abroad that, because the Government disposed of these stocks arbitrarily at prices somewhat lower than the market, the Government can always sell below the market. There is very little comprehension that these goods are being sold for less than was paid for them and that, really, the whole operation is in the nature of a "fire sale," and is in no way a business operation.

The Cash System

Or, take the cash system. The corporation which discounts bills—that is, which pays cash—usually does so because it can borrow from a bank. It finds it profitable to shift creditors. The average individual is in more or less the same position; that is, his receipts cannot be expected always to come to him in advance of his absolutely necessary expenditures for household necessities, and he may not be able to accumulate a reserve sufficient to tide over the intervals. Therefore, he, too, has to have recourse to a banker; but his banker is either his grocer with whom he has established his credit or the loan shark or pawnbroker. The average credit loss in a retail grocery business, according to figures collated by this magazine, amounts to only three-tenths of one per cent. of the volume of business done. To save this three-tenths of one per cent. on the price of the article, as purchased, the poor man is compelled to pay a pawnbroker or a loan shark anywhere from 6 per cent. up to 60 per cent., unless he can depend upon credit at his grocers.

Filling an Economic Need

However, the growth of the chain grocery store operating on the consumer self-service plan undoubtedly indicates the fulfilling of an economic need, especially in large industrial centres, as well as in some smaller towns where a certain portion of the population find it more satisfactory or economical to serve themselves on all the elements that enter into the service grocer's business rather than to be served. Therefore, in fairness to this somewhat new system of grocery distribution, it is only proper to say that such of these institutions as are building their business on a firm foundation of economic usefulness and, with due regard to the rights of others in the trade should receive the exact amount of commendation and consideration to which they are entitled upon their merits as economical or efficient distributors of merchandise.

But reductions in price brought about by the curtailment of service are to be most closely scanned—a large number of them are on a par with the office building which would lower its rent by abolishing the elevator service. And the healthfulness of having an office staff walk up ten or twenty flights of stairs several times a day would probably not be so impressive as the loss in time.

The real loss in distribution comes between the retailer and the manufacturer and is caused by the introduction of the speculative element as the greatest factor in the business of each of them. This results in distracting the merchants' attention from strict merchandising and the economies and profits to be realized from rapidity of turnover, and from the public service of buying and selling only dependable and easily moved lines.

Two Ways of Merchandising

There are two ways of merchandising:

(1) To buy and sell only a trade-marked article of known and guaranteed content, at a price determined by the manufacturer of that article—that is, at a fixed margin of profit. In this case the manufacturer underwrites all the speculation of buying, and the retailer, taking a fixed profit per article, depends for his net profit upon the skill with which he manages his business.

(2) The merchandising of buying cheaply and selling dearly with the ever-present factor with both the jobber and the retailer, that what is thought to be a cheap purchase may turn out to be an expensive one, and the article may have to be sold, on account of a drop in the market, for less than was paid for it.

The element of speculation enters much more largely than anyone imagines into the cost of living. It is a fact that the average jobber does not make his profit at all as a distributor, but as an intermediate speculator. And his prices from day to day are not governed by the ultimate economic factors, but by the exigencies of the local market. If that local market happens to have a nervous temperament (and most of them do) the prices may vary without any regard whatsoever to the real condition. The mere rumor of a shortage sends prices up, the mere rumor of a surplus sends them down. (Although it is human nature more readily to believe the rumors of a shortage and to put up prices, rather than to believe the rumors of a surplus and depress them; the nervous temperament does not work perfectly in both directions.)

Price Rather Than Quality

The inevitable consequence of this practice is that the main inquiry of the buyer must be to price rather than to quality—that is, to immediate rather than to ultimate cost. And the temptation—which varies, of course, according to the nature of the trade served—is to buy a cheap article, regardless of the quality, in the hope that it can be sold as something better than really it is. Speculation is a necessary part of business, but the point to be decided is whether the skill in buying and money power is not so disproportioned as generally to keep prices above, rather than at, the normal level.

For it is the least skilful, and not the most skilful, buyers who make the market. The profit of skill comes from doing business at less cost than the unskilled.

The most marked example of this is in the meat packing industry, in which skill has been very highly developed—developed to such a degree that prices of about all of the packers, the "Big Five" or "independents," are practically the same. This is generally taken by the uninformed as evidence of unlawful combination; yet it is an inevitable result, as must be self-evident, of concentrated skill. The criticism, of course, is that such concentration leads to market control and the arbitrary fixing of prices. This is not true, and for two important reasons. The first is that the raising of a price, even of a necessity, arbitrarily and without regard to conditions—that is, increasing the profit by raising the price—always narrows the market, and more than absorbs the increase in price by the slackening of the rate of turnover. And, second, the world is so big, and in normal times transportation is so efficient, that increasing prices to any considerable degree quickly tap an outside source of supply. No one yet has ever succeeded in cornering a market on an important food stuff without being sharply pinched, or, indeed, ruined in the course of the operation.

The inevitable consequence of this practice of speculation is that the main inquiry of the buyer must be to price rather than to quality—to immediate rather than to ultimate cost. And the temptation—which varies according to the nature of the trade served—is to buy a cheap article, regardless of the quality, in the hope that it may be sold as something better than it really is. Speculation is a necessary part of business, but the point to be decided is whether the skill in buying and money power is not so disproportioned as generally to keep prices above rather than at the normal level.

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The Controlled System

The opposite of the competitive system in marketing is the controlled system in which the manufacturer trade marks his product, guarantees its quality, builds the good will, and then sends it out with a proper selling price stamped on the package, and arranges for fixed prices or standards of compensation in the intermediate stages of distribution for the jobber and for the retailer. The speculative risks are then assumed by the manufacturer, and exactly what he earns, and what everyone else along the line earns, is open to public investigation. Instead of hundreds of thousands of speculators, we reduce the number to thousands and, thereby, minimize the opportunity for gouging and increase the facilities for governmental supervision.

Because the prices of all raw materials and labor must fluctuate, the prices, as fixed by the manufacturer, cannot be settled for all time. But, they can be settled as an average over a period. And, because a change of price is cumbersome, involving new labels and all that, it is the last and not the first thought of the price marking manufacturer. A price intelligently fixed can never be as low as the "sacrifice price"—when goods are sold for less than they cost. But, again, it can never be as high as the highest speculative price.

Fixed Price Lower

A degree of intelligence being used the average fixed price will be lower to the consumer than the average price under the speculative system. But, what is more important than this, the price changes down the line will necessarily be infrequent; and, as everyone in business knows, it is not high or low price levels that make business cautious, but the constant fluttering of prices.

The immediate reaction to the policy of limiting competition on trade-marked products to the manufacturers is the statement that the public will not gain the benefit of price-cutting. This presupposes that the public does gain by price-cutting, that the public gains by having a distributor sell at a loss.

If a human being could be conceived who possessed the inherent ingenuity and resourcefulness always to buy only the goods on which prices were cut, then that individual would surely gain by price-cutting, but he does not exist and could not exist.

The retailer or the jobber who cuts one price must make up by raising another price, so that his general average profit will be about normal.

But here again human nature steps in, and exactly the same motive which leads deliberately to charging less than cost for one article, leads to charging considerably more than a fair price for some other article. If such a plan is not followed and an undue proportion of goods is consistently sold at lower than cost, then that merchant must eventually fail and the consuming public will in the end have to pay in the goods they buy for the bills that merchant did not pay.

Deception in Price Cutting

There is the further objection that price-cutting always gets around to selling on price, regardless of quality, which as a policy must lead to deception and substitution. I am always suspicious of the inherent honesty of any concern which advertises that it is selling anything at less than cost. For such is not the object of business and either they are misrepresenting the price, which is bad enough, or they are misrepresenting the goods, which is still worse. Usually they misrepresent both.

The Federal Trade Commission has

discussed this very point. They say: "The consuming public does not enjoy benefits by unfair price-cutting to compensate it for the injuries following demoralization caused by price-cutting. This for the reason that, in the long run, unrestrained price-cutting tends to impair, if not to destroy, the production and distribution of articles desirable to the public.

"There must be a common ground wherein the rights of producer, purveyor and consumer may each be fully secured and equity done to all."

I have always believed that the fairest value is given through putting the emphasis upon quality, trade-marking that quality, and then seeing that the quality never varies. Some years ago, I put a brand of coffee on the market. The company had been known for many years as large producers of cheaper coffee and sugar, but they had not been particularly known for "quality" coffee. There are many, many brands of coffee on the market and the problem at once arose as to whether it would be better to attempt to sell on price or to take the very best coffee which could be had, tell the public all about it and then market that not on price but on quality. My position was that the market was already glutted with cheap coffee, that there was very little room for competition and almost no selling point there, but that the market was always open for something better. For some years the members of the firm had imported a special coffee for their own use. I took that coffee and then marketed on the line of giving something better for the money. The policy has been proved by success.

The Case of Baking Powder

With my present product, which is a baking powder, practically the same question arose. Baking powder is not an important division of a retail grocer's profit. It is something which he has to carry, but it is not something which his customers consume in any very large quantity. It is very easy for him to overbuy and take six months instead of sixty days to turn over his stock. Comparatively speaking, few brands are on the market, for it is an expensive product to introduce and nearly all of the brands sold vary considerably in quality. The prices vary as much as the quality; one will even find the same brand selling at very different prices in the stores of a single district.

We found out these points by extensive investigations. We spent six months simply in investigation before we decided upon any policy. We had 36 women out in New York, Connecticut and New Jersey and they called upon over a hundred thousand housewives and retail grocers to get information on what people expect to find in a baking powder, what influence controlled their purchases—that is whether, among other things, any kind of a premium or odd selling device was as influential as quality of product; whether they were better satisfied to buy a thing always at the same price with that price stamped on the label or whether they preferred to take their chances with bargains. We investigated the grocers' views on these same points, what they thought of price-cutting, where they made their money. In the course of all this we also tried to find out what sort of reading matter would most appeal to the class we wanted to reach.

Policy Formed from Answers

Out of the answers we formulated our policy, the essence of which is to stamp the retail sales price upon the package, to standardize the price to the jobber and his price to the retailer. The absolute right of the manufacturer so to standardize prices is, we believe, established, but that is a point which is scarcely proper to discuss in this article.

Then we advertised the baking powder. There are two ways of advertising—one is to advertise the thing itself and the other to advertise what it will do, and, although we did advertise the thing itself, we gave our attention more particularly to advertising the service. This is, I think, the more logical procedure, because advertising the product may lead to admiration which would possibly develop a desire for acquisition, but advertising the use, if successful at all, can only lead to the desire to buy.

Big Reason Was Fixed Price

We distributed more than 2,000,000 expensive cook books, filled with recipes, each one of which required baking powder. We extensively went into the subject of the amount of baking powder required, which was a very interesting investigation, because naturally the amount required depends upon the uniformity of the product, and it was a selling point to standardize these amounts with our own product.

But that which we found of greatest value and the one most appreciated by the consumer, by the retailer and by the jobber was the settlement upon a fixed, fair distributive price.

And it seems to me that it is along this line of co-operation that the best results in distribution are eventually to be obtained. For essentially this is only a venture in co-operation—the forming of a co-operative chain from the manufacturer to the consumer with the manufacturer standing behind the price as well as behind the quality of his product.

The speculative plan of marketing goods is a matter of tradition and it has hung on in spite of the fact that the

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Take the cash system. The corporation which discounts bills—that is, which pays cash—usually does so because it can borrow from a bank. It finds it profitable to shift creditors. The average individual is in more or less the same position, that is, his receipts cannot be expected always to come to him in advance of his absolutely necessary expenditures for household necessities, and he may not be able to accumulate a reserve sufficient to tide over the intervals. He, too, must go to the banker, and in his case his banker is usually the grocer or the loan shark, or pawnbroker. The average credit loss in a retail grocery business is estimated to be only three-tenths of one per cent. of the volume of business done. To save this three-tenths of one per cent. on the price of the article, as purchased, the poor man is compelled to pay a pawnbroker or a loan shark anywhere from six per cent. up to 60 per cent. unless he can depend upon credit from his grocer.

If a human being could be conceived who possessed the inherent ingenuity and resourcefulness always to buy only the goods on which prices were cut, then that individual would surely gain by price-cutting but he does not exist and could not exist.

The retailer or jobber who cuts one price must make up by raising another price, so that his general average profit will be about normal.

But here again human nature steps in and exactly the same motive which leads deliberately to charging less than cost for one article leads to charging considerably more than a fair price for some other article. If such a plan is not followed, and an undue proportion of goods is consistently sold at lower than cost, then that merchant must fail, and the consuming public will in the end have to pay in the goods they buy for the bills that merchant did not pay.

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Bitter For The Retailer

THE sales tax as imposed under the Budget appears to be very satisfactory to all concerned. Wholesalers were at first desirous to have the tax on sales placed at the source of manufacture or importation, thus having the tax collected at one point instead of at two points. However, wholesale grocers have expressed themselves as satisfied with the changes.

As far as the collection of the tax is concerned, the law stands in the same position as before, with an additional 50 per cent. added to the old rate. The manufacturer collects from the wholesaler and the wholesaler collects from the retailer, who simply adds it to the cost of the merchandise.

This is a fair way to dispose of this tax, as viewed from the retailers' angle, as it insures the tax being placed on all merchandise that is taxable and eliminates the confusion and costly collection from hundreds of thousands of retail merchants who—were it passed to the retailer to collect—would be required to make returns instead of the few thousands of manufacturers and wholesalers who are now levying the sales tax.

Inventory Twice Yearly

A GROCER in the West saved himself disaster by taking an inventory twice last year, and merchants generally would no doubt profit by so doing. It proved a good practice in this instance and there is no reason that others should not be benefited by a stock-taking every six months. This merchant in taking stock at the beginning of July last year, as is pointed out in an article in this issue, found that in spite of the fact that his business ran along about $10,000 a month, he had suffered a loss of $2,400 for the six months.

This actual loss of $2,400 awakened him to the fact that he had too much stock. He started to reduce it. He went over it in the most minute detail, seeking items whereon the margin was too narrow, and priced many things higher than they had been before. He realized that he could mark time awaiting a better season, but that he could not afford to go backward. He bought no futures, with the result that as the market declined, he bought and sold in short lines, very rapidly, and made money all the way down to the readjusted basis of to-day. He ended the year with a gain of $3,300 for the second period of six months, showing earnings of only $900 for the year. It is little enough, but how vastly better than the story of many a man who went behind, particularly in the latter period of 1920.

This was the result of the semi-annual inventory, plus watchfulness. Many a grocer might inaugurate the custom of an inventory twice a year, to the advantage of his business.

Courtesy Always Pays

COURTESY to customers always pays returns in the way of increased business, and discourtesy has in some instances, that have come to the attention of Canadian Grocer not only meant the loss of one customer but of additional ones, friends of the woman who had been the recipient of the unfair treatment.

The other day a member of the Canadian Grocer staff was told of a grocer who had not failed in conducting himself as a gentleman, but by his lack of tact and sufficient diplomacy, lost for himself, the trade of at least three customers, who were in the habit of leaving fair sized orders with him from week to week. A woman went to this man's store to purchase a certain article, but, not having the money at the time, did not pay for it. Some days later, on making other purchases she was reminded by the grocer that she owed for her previous purchase. She proffered forgetfulness as the reason for her neglect, at which the merchant replied. "Oh, you have some forgetter."

The woman, who was a regular customer at the store, resented the remark, and straightway informed the merchant that she would not buy anything more in his store. It is also more than likely that she has told several other women in the neighborhood of the incident, and aroused their indignation against this tactless grocer.

In all circumstances, it pays to act as courteously as possible. It will create a reputation for you that will redound to your benefit, and will bring customers to your store more times than you yourself can estimate.

Editorials in Brief

NO MAN is so big that he can afford to get the ill-will of his subordinates. The giant of the forest must depend upon its roots for its strength.

* * *

HAPPY salesmen make happy customers; happy customers make liberal patrons; liberal patrons make bigger business; bigger business means a lower cost; a lower cost means increased profits; increased profits means satisfaction; satisfaction means success.

* * *

NOW IS the time when the retailer can do the decent thing by the manufacturer who stood by him when prices were soaring, the men who played fair with him in the allotment of goods when they were scarce, the firm that did not increase its prices unduly. When manufacturers of this kind are asking only for reasonable orders and when these orders, in the aggregate, mean so much to them, past favors should certainly be remembered.

Revelations of a Mid-Year Inventory

How One Grocer Profited by Stocktaking at the End of July as Well as at the End of the Year—Saved Himself Disaster by Careful Watching

By HENRY JOHNSON, Jr.

THOMPSON & SON are grocers in a Western town, the store being run by the junior Thompson, who is an alert young man, active and awake to anything that may affect his business. The firm had made money right along during the years not only of war but when prices rocketed after the war. But Thompson was watchful of events and when he read warnings that values were certain to react he began to pull in his lines and curtail stocks somewhat.

He has one valuable habit. He inventories twice yearly. The first half of 1920 ran along at about $10,000 a month. Despite the fact that meats advanced in wholesale cost in greater ratio than it was possible to advance the retail prices, he thought they were realizing a little money. But the inventory, with its revealing enlightenment, showed him a loss of $2,400 for the six months!

You see, people were tightening up a bit in the early months of 1920. Mines were even then running short handed, and money was scarce. A big chunk—some 40 per cent.—of Thompson's business is in fresh meats, and cost thereon advanced to unprecedented heights that year. What with tight money, customers' earnings down near to nothing and competition bidding for trade through the familiar pressure of low prices, Thompson felt that he must choose between losing volume or curtailing earnings; and he chose to keep up the volume, hoping for better times and lower costs later on.

The Awakening Bump

But the actual, tangible loss of $2,400 awakened him with great suddenness and he knew something must be done. He found $8,500 of stock on hand. That, figuring sales of $125,000 at an average spread of 25 per cent., which is nearly actual in this town, showed average turnover of something over eleven times. But the meat makes up 40 per cent. of the sales and meat is turned about every two days, so practically no meat stock showed up in the inventory and, if the $8,500 stock be figured against 60 per cent. of the sales, the turnover of the grocery stock is seen to be only 7.61 times plus.

"Too much stock!" said Thompson, getting the idea he had read of all of a sudden with great force, and he started to reduce it. But he did something else. He went over it in the most minute detail, seeking items whereon the margin was too narrow, and priced many things higher than they had been before. For he felt that he could mark time awaiting a better season, but he could not afford to go backward.

As he stopped buying anything except fill-ins, he cut stocks down rapidly. He bought no futures whatever. Result was that, as the market declined, he bought and sold, in short lines, very rapidly, and made money all the way down to the readjusted basis of to-day. So he ended the year with $4,400 stock, thus showing around thirteen turns on his sales of $56,250 of groceries a year.

Meantime, wholesale prices of meats declined. The tide turned and he was able, by holding back on his retail prices, to recoup his former losses and maintain his volume of trade. So he ended the year with a gain of $3,300 for the second period of six months. That shows earnings of only $900 for the year—less than ¾ per cent. on sales for the year. It is little enough, we shall all agree, but how vastly better is it than the record of many a man who ran away behind in 1920? And this result was achieved because of the semi-annual inventory habit, plus watchfulness!

No Self-Deception Here

Moreover, Thompson does not guess—he knows. I asked him how he knew he had come out with some earnings, and he said he took all depreciation rigidly. I said: "Don't believe in fooling yourself much, eh?" His answer was interesting.

"No," he said. "We take account of every shrinkage we can find and put in a little more for good, conservative measure. We realize that nobody but ourselves will pay the penalty of any fooling that we do with our figures—so we play safe! That $900 net is net. It is there. It is little, and far from satisfactory, but it is ours and we know it has been earned."

What a wonderful change would be wrought in the grocery business if a few other merchants could bring themselves to watch their affairs as closely as Thompson does, and make sure of their facts twice a year! For if you will notice carefully, you will see that it was the July 1st inventory that saved Thompson from real loss.

Getting "All Het Up" About Little

One writes me his troubles thusly:

Have a proposition we can't solve ourselves. We had a cut rate grocery spring up about the time when the slump came and he took the credit by telling the people that he was the cause of the decline in prices. He hung a big banner in front of his store: "This is the Store that Brought Down the High Cost of Living." He accused us grocerymen of holding the public up, said he did not belong to a combine, etc. We were not in a combine and never were, but he has the people believing it.

He has not a dollar of his own, but there is someone behind him and we can't find out for sure who it is. About a year ago another bank started here and said it was going to see that there would be two of everything in town, as we business men divide our business between the two banks. It is someone with plenty of money who is backing him as he is buying very reckless. He is in a dwelling house on the main street owned by said bank who made a stall that they had sold him the building as he wanted more room and felt the necessity of building to it. No transfer has ever been made that anyone has seen. What we want to know is how to find out for sure who is behind him, and the best method of advertising to get some of the customers back whom we have lost. He has hurt all of us, but I don't think he will last long, but it makes it mean while he is here.

I have been thinking of private letters, as the newspaper ads make a target for him to shoot at.

Yours truly, ———

All such excitement tends to make me tired. It is so useless, so uncalled for, so unnecessary to any merchant who ever has rendered any real service to his community. Of course, if my correspondent has been one of those who have been taking all they could get while the taking was good and have been inclined to sneer, perhaps, at the complaining customer, then probably the shoe offered by the newcomer pinches because he has felt the need to put it on. It simmers down to this:

Is the accusation true? Then the only way to do is reform and take the time needful to live down the evil reputation. Is it not true? Then pursue your way in dignified silence, except to keep up your work of serving your customers as you have always done.

As for finding out who is behind this newcomer. First, maybe he is behind himself. I find everywhere grocers who say a successful neighbor is owned by a given jobbing house, and investigation shows that not only he owns his store, but his competition hurts because it is good, strong competition. In such cases the slander-monger merely hurts himself, because of the time and atten-

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CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

ST. JOHN, N.B., GROCER GETS $10,000 BEQUEST

St. John, N.B., May 5 (Special).—Walter Gilbert, retail grocer of this city, has received a bequest of about $10,000 following the probating of the will of his aunt, Mrs. Elizabeth Wilson, who died here recently. She left an estate valued at $225,000, of which $13,000 was left to public and church institutions and the balance to relatives. Of the total $220,000 was personal property.

QUEBEC

Geo. A. Macdonald, sales manager of the Quaker Oats Co., Ltd., Peterborough, Ont., was in Montreal last week on business.

H. R. Gray, general manager of the Montreal branch of Gunn & Langlois, Ltd., was in Toronto on business during the early part of this week.

Chevalier & Marchesseault, wholesale grocers, Drummondville, have dissolved partnership. J. H. Marchesseault has formed a new partnership with Ernest and Arthur Pinard, and they will carry on the same business under the name of Marchesseault & Pinard.

J. H. Chevalier, formerly of Chevalier & Marchesseault, Drummondville, Que., is moving to Three Rivers, Que., where he is to open a wholesale grocery business with his sons. They are now erecting their new warehouses, which will be ready by July 1.

G. G. Short, advertising manager of Acadia Sugar Refineries, Montreal, returned on Friday of this week from Toronto, where he has been for some time looking after the company's business in that city.

ONTARIO

E. Fitzpatrick has commenced business at 71 Preston Street, Ottawa.

R. W. Porteous has opened up a first-class store at 881 Somerset Street, Ottawa.

J. T. Lawson, of Holbrooks, Ltd., Toronto, is on a business trip to Winnipeg. He will go as far west as British Columbia and Seattle.

The death occurred a few days ago of Robt. B. Park, inspector of retail stores for the Wm. Davies Co., Ltd., at his late residence, Winchester Street, Toronto. He was 47 years of age and is survived by his mother. He had been ill only a short time.

The merchants of Brockville, Ont., have decided to initiate a measure of daylight saving themselves, and as an association have agreed unanimously to close their stores daily at 5.30 p.m. in addition to taking a Wednesday half-holiday for three months commencing June 1.

George Gibbon, of Campbell & Gibbon, grocers, Port Arthur, Ont., was in Toronto this week attending a Children's Aid convention. Mrs. Gibbon accompanied him.

J. B. Lewery's grocery store at Frankford was broken into the other night and robbed of a number of articles. Several places in Madoc were also entered about the same time.

In a fire that swept the business section of the town of Maxville, Ont., destroying property to the extent of $500,000, Campbell's general store and Hugh Christie's general store were wiped out.

Sainsbury Bros., Ltd., with offices in Toronto, Montreal, Halifax, St. John, N.B., Winnipeg, Calgary and Vancouver, have been appointed selling agents for Canada for the California Almond Growers Exchange, San Francisco, Calif.

The Retail Merchants' Association of Stratford have endorsed the bill before the Dominion Parliament to legalize the manufacture of oleomargarine in Ontario, which at the present time is just a war measure.

Arthur H. Webb, who has been in the grocery business in Walkerville, Ont., for the past nine years, has sold to A. B. Ford & Son, of Wilkie, Sask. Mr. Webb has taken over the manufacture of "sapoline," a washing fluid. This article has only been sold in the border cities but it is the intention of the new manufacturer to ship it to outside points.

Another Use for Starch

Editor Canadian Grocer:

We are making a good thing from a small thing. We accidentally discovered that one of our customers was using ordinary laundry starch for wall paper paste. We tried it in our own home and we found it does the work better than the flour paste and at no more cost. Also there is no danger of the paste becoming lumpy. Another thing the starch paste will not mark the paper. In preparing the starch for paste it is done in the same manner as for the laundry.

Yours truly
Ralph D. Munro.

Auburn, Ont., April 29.

New Goods

The Armstrong Tea Company, To ronto, have placed on the market a ne package . tea under brand name "Luxura." It is packed in one-pou packets. There is a teaspoon in ea package as a premium. The colors the package are blue and yellow.

Catalogues and Booklets

The California Associated Raisin C of Fresno, California, have issued interesting booklet on the growth, pic ing, drying, etc., of the raisin. It illustrated with views from the vin yards in California showing how vin are pruned, how the vineyards are ir gated, how the grapes grow on t vines, method of drying in the sun, e Other pages deal with the Californ raisin industry, the purpose of the ganization of the California Associat Raisin Co. and the food value of t raisin.

DISPLAY WILL SELL GOODS A THE TIME

During the summer months, when t preserving season is at its height, w dow displays can be arranged with pa ages of sugar, ranging in size from two-pound package to the one hundr pound bag in the store of French & at London, Ont. And at the same ti the other window is dressed with the p ticular fruit or fruits that happen to in season. In other seasons French Co. did not handle fruit jars, but t year they are launching out in the business and have already received th shipment.

Another new departure in the Fre store is the installation of an elect nut roaster, which is placed in one the windows. So far this has bee satisfactory investment and the firm looking for big sales during the su mer months.

Would be Better for the Grocer

Bread Manufacturer Thinks it is Better to Wait for a Return of More Stabilized Conditions, To Urge the Wrapping of all Bread by Bakers—What Health Officers Say

"CERTAINLY if we had to wrap bread it would be better for the grocer," Mark Bredin, of the Canada Bread Co., told a representative of Canadian Grocer this week. "If we wrap it, we will charge a cent per loaf extra for it, and the merchant will have his profit, without any cost of paper and string. The day is coming when we will have to wrap all the bread we put out, but the present I do not think is an opportune time to start. Let us wait until we get back to normal. Too many men are out of work just now to increase the price of bread a cent a loaf, and if it is wrapped the consumer will have to pay for it."

Grocer Pays for Wrapping

"But the grocer has to pay for the wrapping now, and loses that much out of his profit, doesn't he?" the Grocer representative asked.

"Some grocers figure in the cost of paper and twine in selling their bread, but of course there are a great many who lose that out of the profit allowed," Mr. Bredin replied. "We installed machines for wrapping bread, but only sell about one per cent. of our output wrapped. The consumer will not pay the extra to have it delivered to them in the wax paper, and, of course, at the present time, I would oppose any effort to compel the wrapping of bread, for the reason that too many people cannot afford to pay more for it than they are now paying."

"What percentage of bread is sold through the grocery trade in the city of Toronto?" Mr. Bredin was asked.

"Between 30 and 40 per cent. of the bread sold in Toronto is sold through grocers," he replied. Mr. Bredin was of the opinion that bread was not delivered in such an unsanitary condition that some people thought. More care was being taken than ever before to insure bread reaching the consumer in perfect condition. "However," he added, "it would be better for the grocer if bread was wrapped."

Time Is Not Opportune

W. C. Miller, secretary of the Ontario Retail Merchants' Association, expressed himself thoroughly in accord with the idea of having all bread wrapped by the bakers, and thus making it unnecessary for the grocer to wrap it, but he did not believe the present was an opportune time to reopen a question that had been vigorously threshed out a few years ago. There was an effort put forth to have bread wrapped early in the war period, but on account of conditions the matter was dropped. Similar conditions prevail today. There would be some objection to any increase in the price of bread and manufacturers declare that they could not wrap the bread without adding a cent to the present price. Therefore he thinks any agitation to make bread wrapping compulsory just now would be ill-timed.

Public Do Not Approve

Dr. Hastings, medical health officer of the city of Toronto, declared that the public did not want their bread wrapped, and until such time as they showed some desire for a law of this kind he was not disposed to do anything further in the matter. He told a representative of Canadian Grocer of the efforts that had been made a few years ago to bring into effect a by-law in the city of Toronto compelling bakers to wrap their bread, but it had not met with anything like the approval that it merited. One manufacturer went to the trouble of installing machinery for wrapping bread, but only a very few people buy their bread this way.

"It is hard to prove to people," he stated, "that dangers to health lurk in the way bread is at present delivered. There is no doubt about it that dust contaminates it, and it is not protected in the same way as when the bread is carefully wrapped. However, the people do not seem anxious to have bread wrapped, so there is nothing more to be said."

James Roberts, medical health officer of Hamilton, Ont., believes that the wrapping of bread would be very desirable, as from the sanitary standpoint many benefits would accrue to the public.

HIS NAME IS SAMUEL MILLER

In the two-page advertisement of Marland, Woolnough Co., of Niagara Falls, Ont., in the annual spring and summer number last week, an error appeared in the list of representatives of the firm. The name "Charles Miller" should have been "Samuel Miller." The trade in the Niagara peninsula on whom Mr. Miller calls no doubt recognized the error and will continue to name him "Sam" as in the past.

WHOLESALE GROCERS' CONVENTION WILL BE HELD NEXT MONTH

The third annual convention of the Canadian Wholesale Grocers' Association will be held at the Chateau Frontenac, Quebec, on Monday and Tuesday, the thirteenth and fourteenth of June. It is expected that a very large number will attend. The program will be published in next week's issue.

The Menace of the Pedlar

First of a series by A.B.C.

"PEDLARS out through the country are to-day doing 50 per cent. more business than they did in 1914," was the statement made recently by a man prominently connected with one of Canada's large food stuff institutions.

What is the cause of it, and having found the cause what is the remedy?

It may be that pedlars' licenses are not sufficiently high. They sell in districts where they pay little or no tax or license and take the business from retail merchants who have to maintain their overhead expenses in addition to paying their taxes and helping to build up their community.

But apart from this there must be some other remedy.

One merchant has pretty nearly hit the nail on the head when he stated his view of the cause:

"Pedlars are taking away the trade of the legitimate merchant by selling to consumers from house to house goods similar to those merchants are selling, but at a lower price.

"The pedlar can do this because he has little overhead to take care of—little or no equipment, light, heat, clerk's wages, etc., etc."

If the cause lies in the fact that the pedlar is selling similar goods at a lower price, then isn't it up to the merchant to sell goods that the pedlar cannot duplicate?

Think this over. A series of articles will appear in Canadian Grocer discussing this important question. In the next article further facts will be given on the "Menace of the Pedlar."

NEWS FROM WESTERN CANADA

WESTERN

A new bakery is being opened in Yorkton, Sask., by Waterfield & Kew.

Geo. Fussell has purchased from G. H. Johnson the grocery business at 3840 Main Street, Vancouver, B.C.

Rapid City, Man., will observe Thursday half-holidays during the months of May, June, July and August.

Harry Hall & Co., Ltd., have moved their office to the Winch Building, 739 Hastings Street West, Vancouver, B.C.

F. K. Keogh, of Hills Bros. Co., New York, while in Winnipeg called upon his firm's representatives, Donald H. Bain & Co.

The grocery store of Wilton Stores, Ltd., and also Holthan's grocery, in Jenner, Alta., were destroyed by fire that swept the business section of the town, resulting in damage of $40,000.

H. M. Metcalfe, general manager of the Grimsby Fruit Growers, Ltd., of Grimsby, Ont., was a visitor to Winnipeg last week, visiting their Western representatives, Stroyan, Dunwoody Co., Ltd.

The committee on law amendments in the Manitoba legislature has approved of an amendment to the Provincial Corporation Taxation Act providing for the levying of a two per cent. tax on the net profits of any business for the last business year ending with the six months before or after December 31, 1920. Hon. Edward Brown, Provincial Treasurer, intimated that this was but a temporary measure, applicable to this year only.

Will Market 70 Per Cent. of B.C. Fruits This Year

Nelson, B.C., May 2.—Delegates attending the tenth annual meeting of the Kootenay Fruit Growers' Union held here a few days ago were enthusiastic over the prospects of this year's crops. Dr. N. Wolverton presided. Directors and officers were appointed and it was decided to erect a new warehouse for the assembling and sorting of fruits.

Directors Re-elected

The retiring directors were all re-elected with the exception of J. T. Bealby, who replaces James Johnstone. The new directorate consists of Dr. N. Wolverton, J. A. McDonald, C. W. Busk, J. T. Bealby, O. B. Appleton, J. C. Harris and A. D. Emory. After the general meeting, the directors met and appointed C. W. Busk president and E. Norman manager. C. E. Barnes, of Vernon, manager of the Okanagan United Growers, submitted a proposal that the union co-operate with the organization he represented, the selling agency of the Okanagan United Growers. The proposal was unanimously accepted. Those present were Mayor C. F. McHardy, J. A. McDonald, H. H. Hoyle, J. T. Bealby, E. Norman, Dr. N. Wolverton, Commander Halleck and E. Gansner.

Realized Good Prices

Manager E. Norman, in his report on last year's activities, stated that the small crop of the district had been low in bulk, but had realized good prices. The apple crop was the largest experienced in years. The returns had not been so satisfactory, however, owing to a disrupted market.

The shipment totalled 9,026 packages, which realized $16,000 at an average commission of 8.66 per cent. Number 3 grade apples had totalled 49.6 per cent. of the entire shipments. The total commission amounted to $1,383. Mr. Norman's report also stated that the prospects of a very large crop, probably in the neighborhood of 350 carloads for the district, exclusive of Grand Forks, made it necessary for the union to have a warehouse for assembling.

Co-operation in Marketing

In outlining his co-operative proposals C. E. Barnes stated that the Okanagan United Growers' organization was trying to extend its selling plans all through the province along the line that had made the famous California fruit selling organizations so successful. The aim was to make it a British Columbia fruit selling association. This year it would handle 70 per cent. of the fruit crop of the province, possibly more, which in view of the fact that it was estimated the entire fruit crop would be 40 per cent. in excess of that of 1919, made the effort towards co-operation doubly important. British Columbia's fruit crop, he stated, was fast outgrowing its markets within both the province and the prairie markets, and the factor in extending the markets must be taken care of to prevent overlapping, and added competition in selling, with its consequent fall in prices.

Opens New Branch Plant of Orange Crush Bottling Co.

Vancouver.—The Orange Crush Bottling Co., Ltd., has opened a new branch plant at 136 Water Street, Vancouver. The plant is said to have cost one hundred thousand dollars and to be capable of a production of 30,000 bottles per day. The beverages being made are orange crush, lemon crush and lime crush.

—Stiffens—Colmer Studio.

R. J. NEVILLE,
now manager of the Orange Crush Bottling Co., Ltd., at Vancouver, B.C.

The Vancouver manager is R. J. Neville. Mr. Neville was for eleven years in the drug business in Fort William, Ont.

Box Manufacturers' Section of C.M.A. Elect Officers

R. B. Sharpe, Pacific Box Co., Ltd., Vancouver, has been re-elected chairman of the box manufacturers' section, British Columbia branch, C.M.A. of Canada, with P. J. McMurphy as vice-chairman. A. M. Sharpe, British Columbia Box Co., Ltd., is convener of committee on domestic business and H. C. Airth, New Westminster Shook Mills, convener of export committee.

A WINDOW OF PEANUTS

Recently a window display of peanuts was put in by a Western merchant. The entire floor of the upper deck of the window was covered to a depth of two feet with peanuts and were built up around the roaster in the back of the window, giving the effect of waves breaking over the machine. The peanuts were displayed in the bottom compartment of the window to make room for the display of Easter chocolate eggs on the upper deck.

"Goodwill and Co-operation" is Slogan

Retail Merchants of Saskatchewan at Eighth Annual Convention Next Month Will Discuss Many Matters of Vital Importance to the Retail Trade—Trade Section Meetings Will Be Held

THE eighth annual convention of the Saskatchewan board, the Retail Merchants' Association, which is to be held in Saskatoon on the three days of June 7, 8 and 9, promises to be notable on account of the special effort which will be made to bring the various branches of the producing and distributing sections of industry closer together. The keynote of the convention may be expressed in the slogan, "Good-will and Co-operation between the Manufacturing and Distributing Branches of Trade."

A Sightseeing Drive

After the preliminary session in the morning of Tuesday, June 7, at which the opening function and the officers' reports will be disposed of, the first item on the programme is a sightseeing automobile drive, including visits to the numerous points of interest around the beautiful city of Saskatoon. All the visiting delegates will be guests of the United Commercial Travellers' Association.

The object of this drive, together with the joint banquet which is scheduled for the evening, is to bring about a better understanding between the merchant and the commercial representatives of the distributing houses, and overcome that little feeling which has not been absent in the past on the part of the retailer that the traveller's visit was somewhat of an encroachment on his time, and, on the commercial man's part that the retailer failed to appreciate the value of his time, causing a good deal of unnecessary expense and delay in his schedule.

Trade Section Meetings

The second day of the convention is to be given over altogether to trade section meetings, to which the representatives of the supply houses operating in Saskatchewan are cordially invited, with a view to taking part in the discussions and giving the retailers the benefit of their point of view. The subjects up for discussion will be opened by well-known and representative men who are specialists in their line, and they are all subjects to which the wholesalers' and manufacturers' representatives can make a valuable contribution. A new feature in the conduct of Saskatchewan R.M.A. conventions is the demonstration and display of goods in which those manufacturers and jobbing houses which are co-operating with the association in the way of taking advertising space in the programme have been invited to take part. The convention hall is large and roomy, and the display booths will be ranged around a portion of the hall open for inspection during the whole period while the actual convention is not in session.

Some Timely Topics

Matters which are exercising the minds of all Saskatchewan merchants at the present time, such as the Income Tax, the respective merits of a cash and credit business, and mutual fire insurance, are all on the programme.

The Income Tax will be explained by Bert R. Masecar, B.Acc., who is the official auditor to the Saskatchewan Board, and is thoroughly acquainted with its requirements. The debate on cash and credit will be led by two representative country merchants, who are keen protagonists of the side each proposes to champion. Mutual fire insurance will be advocated by F. J. Martin, president of the Northwestern Mutual Fire Association of Seattle, the organization which is working with the nine provincial boards of the association with a view to giving the retail merchants of Canada cheaper fire protection.

Rural Service Departments

Most of the large business institutions operating in Western Canada have found that, in order to improve their relations with the farming community, it has been necessary to organize practical rural service departments to assist in improving farming conditions. Of all commercial endeavor, that of retail merchandising carries with it the most intimate relations with agriculture. It is, therefore, important that the retailer should offer his contributions to this basic industry. With this in mind, W. J. Rutherford, dean of the College of Agriculture, University of Saskatchewan, has been asked to bring the question of agricultural service before the convention on Thursday morning, when he will speak on "A New Line of Endeavor for the Retail Merchant."

Other noted speakers will be Professor W. W. Swanson, who will deal with the economics of retailing and other kindred subjects, and Hon. C. A. Dunning, Provincial Treasurer, whose subject will be "The Natural Resources of Saskatchewan."

The Department of Trade and Commerce has also been drawn upon for some interesting films showing the national industries of Canada. These will be shown on the second and third evenings of the convention, completing a series of meetings which promise to be most profitable to the visiting delegates.

THE REAL WASTE IN DISTRIBUTION

Continued from page 27

caveat emptor principle upon which it is and must be founded has been wholly condemned in recent years. Co-operative merchandising is the real conservation of time and energy as opposed to the false conservation, for it is more economical for the consumer to be able to buy without the trouble and risk of close examination. The housewife faring forth with her market basket and buying here and there at odd places and at very low prices is indeed a delightful picture, but I never heard anyone express enthusiasm about the weight of the basket on the way home, or discuss what some particularly canny merchant fooled her on, or what she did with the children while she was away.

Goods of Quality

The trade-marking, that is the guaranteeing of quality, is inherently opposed to the speculative principle, but there are a certain number of commodities which cannot well be marketed under trade marks. The ideal retailing policy, to my mind, is one in which the retailer would select only goods of established reputation and price and then plan his business facilities and service to attain an increasingly rapid rate of turnover. This is perhaps the counsel of perfection, but an approximation may be attained through planning that a certain proportion of the business shall be so handled.

Progress of Distribution

My programme as a merchant distributor, dividing the business into thirds, would be something after this fashion:

1—Trade-marked goods in direct co-operation with the manufacturer at a fixed price.

2—The sale of unmarked goods on a strictly competitive basis, figuring the profit here approximately so as to make a small profit—frankly buying and selling this character of merchandise as a trader and speculator.

3—Individual specialties brought out and fostered by the retailer himself, which should be sold purely on quality and not on competition.

I think that under this arrangement, which narrowly confines speculation, not only a better average profit might be had, but that a lower average price might be given to the consumer. All would gain.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

FURTHER declines are noted in the market for raw sugars with a small buying movement. A large quantity of unsold sugar is arriving in the Port of New York and is being placed in warehouses or on lighters awaiting a better demand and market conditions. The Sugar Finance Committee during part of the week quoted Cuban sugars at 3 3/8 cents c. & f. but later in the week withdrew from the market and are not at present making any quotation.

American refined sugar made a further decline during the week, bringing the price down to $6.30. Canadian prices remain steady with very little first-hand business transpiring. It is expected, however, that the improvement in weather conditions will improve the demand.

Cereals in bulk show an easier tendency and some brands of package cereals are reduced. Rices are easy with lower prices quoted on some varieties. Tapioca has firmer tendencies.

Primary tea markets continue to show strength with prices on the finer grades advanced. There appears to be large supplies of low grade coarse tea both in primary markets and on spot at low figures, but these have not the quality preferred by consumers, but on the other hand the better grades, which are in the bigger demand, are scarcer and higher.

Prunes, apricots, evaporated apples and figs are showing a stronger tone with quotations somewhat higher. The report of the serious damage by frosts during April to the raisin, prune and apricot crops is mainly responsible for the firmer tendency of this market and it is now believed that the stocks will be practically cleaned up by the time the new crop arrives. It will be remembered that there was a heavy carryover of these fruits the last season, which, together with the poor demand in Europe, caused prices to drop practically to pre-war levels.

Canned vegetables are fairly steady under an active demand but fruits continue to be inactive and prices are irregular. Quotations on new pack lobsters are out and show a considerable receding from last year's opening prices. Flour is in a stronger position with prices advanced.

The nut market continues strong with higher prices quoted on walnuts, almonds and pecans. Brazils, however, are easier with a tendency for lower prices. Cocoanut is also showing firmer tendencies.

The produce markets generally have easier tendencies. Butter is again reduced with further reductions in sight. Cheese, being influenced greatly by the butter market, is also easier with lower prices named. Live hogs, bacon, lard and shortening are all slightly lower.

QUEBEC MARKETS

MONTREAL, May 11.—The grocery market in general is steady this week with a number of minor declines and some advances, particularly on fresh fruit and new vegetables. The demand for cucumbers and cabbage has caused a stringency in supplies and prices have advanced. Grapefruit are more scarce and higher prices are asked. Strawberries are also advanced. There are good supplies of oranges and pineapples. Both the fruit and the vegetable markets are active with a good call for supplies. Lower prices are quoted on rolled oats, oatmeals, cornflakes, split peas and lima beans. Figs and raisins are scarce and higher prices are asked on the primary markets. Walnuts are very scarce and higher prices are quoted on these and on almonds. The new supply of shelled walnuts has just arrived and the price quoted shows an advance of 5 cents a pound. The sugar market is quiet and as the raw market is weak buyers are purchasing only for immediate requirements. The early reports of the budget have had the effect of stabilizing to some degree the sugar market in view of the anti-dumping clause. Wrapping paper is further reduced and more brands of soap are lower. Castor oil and cod liver oil are reduced. The tea and coffee markets are unchanged.

Lower Price on Rolled Oats

Montreal.

CEREALS—Lower prices are quoted by the wholesalers on rolled oats and on oatmeals. Rolled oats, 90's, are now selling at $3.15 and oatmeal at $3.60. The market for cereals is not active and dealers are only buying for immediate requirements. Split peas are reduced 35 cents a bag to $5.00 and lima beans are reduced 2 cents per pound, now selling at 10 cents.

Oatmeal, gran., fine standard ..	....	3 60
Rolled Oats, 90 lbs.	....	3 15
Pearl Hominy	....	3 25
Cornmeal, Gold Dust Brand	....	3 25
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	4 25
Pearl Barley	....	5 25
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 10
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00
Split Peas, per bag	....	5 00

More Cereals Reduced

Montreal.

PACKAGE GOODS—The only change this week in package goods is further declines in some brands of cereals such as Force Food and Krinkles. These are reduced in proportion to the decline on corn flakes quoted last week. Minute tapioca is also reduced 30 cents a dozen, making the price $1.40 per dozen.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2-oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3 doz. case.. 3 40	3 55	3 75
Cornmeal, yellow, 24s	....	3 00
Do.. 36s	....	4 16
Oat Flakes, 20s	....	4 80
Rolled oats, 20s	....	5 00
Do., 18s	....	2 00
Oatmeal, fine cut, 20 pkgs.	....	6 75
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	3 25
Hominy, pearl or gran., 2 doz.	....	3 00
Health Bran (20 pkgs.), case....	....	2 85
Pancake Flour, case	....	3 60

Do., self-rising, doz.		1 50
Wheat Food, 18-1½s		3 25
Wheat Flakes, case of 2 doz.		2 95
Porridge Wheat, 36s, case		6 40
Do., 20s, case		6 50
Self-rising Flour (3-lb. pkg.), doz.		2 80
Do. (6-lb. pack.), doz.		5 50
Do., Buckwheat flour, per doz.		1 50
Corn Starch (prepared)		0 10
Potato Flour		0 12½
Starch (laundry)		0 08
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Quamel Laundry Starch, 40 pkgs. case		
Celluloid Starch, 45 pkgs., case		4 15
Package Cornmeal		3 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Puffed Rice Pancake Flour		2 90
Egg Noodles, case 24		2 25
Macaroni		2 25
Quaker Quakies		3 40

Interest in Canned Goods

Montreal.

CANNED GOODS—There is no change in the quotations on canned fruits and vegetables. Prices are steady with a fair movement of stocks. Much interest is attached to the new budget in so far as it affects canned goods, and some manufacturers are at a loss to know just how it will affect the prices on some lines of canned goods. As yet the point is not clear.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		5 25
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s	1 55	1 60
Do., 2s		1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, Standard	1 80	1 90
Do., early June		2 00
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Choice, 2-lb.		1 87½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½-lb. tins		6 10
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.		16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		4 00
Do., 2½-lb.		7 00
Do., 2-lb.		5 25
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.		2 75
Peaches, heavy syrup—		
2-lb.	2 75	2 85
2½-lb.	4 25	4 35
1-lb.		
Pears, 1s		
Do., 2½s	4 65	4 75
Do., 2-lb.	3 50	3 60
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.		2 25
Do., light syrup		2 00
Pineapples (grated and sliced), 2½-lb.	5 40	5 80
Do., 2-lb.	4 60	4 80
Do., 1-lb.		2 50
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
New Pack Cherries, choice		4 00
Rhubarb, preserved		2 80
Canadian Pineapple (sliced)		4 80
New Blueberries, 2 lbs.		2 25
Do., 1 gal.		12 00

Coffee Market Steady

Montreal.

COFFEE—There is no change in the coffee market. Prices are steady with a good movement of stocks.

Grapefruit Higher

Montreal.

FRUIT—Practically the only apples left on the market are packed in boxes of from 175 to 216. These are quoted at $4.25 per box. The grapefruit season is drawing to a close with smaller supplies on the market. Porto Rico grapefruit have advanced 25 cents this week and are now quoted at $5.00 per case. There are only small supplies of Florida grapefruit on the market and these are quoted at $6.00 per case. There has been a very good supply of strawberries, but the demand has been large and prices have advanced this week to 35 cents per pint box. A good supply of pineapples is offered and prices are unchanged. Oranges are in good supply with a fair demand and prices are steady.

APPLES—		
Boxes, 175s, 216s		4 25
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96		5 00
Do., Porto Rico		5 00
Do., Florida, 54, 64, 80, 96		6 00
Lemons, Cal., 300-360s	4 25	4 50
Do., 176s and 200s		10 00
Cal. Navel Oranges, 126-250s	5 75	6 50
Do., Florida, 150-216s	4 75	5 00
Do., Blood Oranges, half boxes		3 75
Tangerines		4 25
Strawberries, per pint		0 35
Pineapples, 24s, 30s, 36s, crate		6 50

Primary Tea Market Strong

Montreal.

TEAS—The local tea market is quiet and still shows weak conditions, although reports from primary markets show higher prices and a stronger outlook. The weak condition here is entirely due to an overloaded market with few buyers. Wholesalers and retailers are only buying for immediate requirements and the trade is slow. It is quite evident, however, that when buying is forced the prices quoted will be higher.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 48
Pekoes	0 39	0 55
Broken Pekoes	0 44	0 60
Broken Orange Pekoes	0 49	0 60
Javas—		
Broken Orange Pekoes	0 58	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 63	0 65
Do., seconds	0 50	0 55
Hyson, thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 44	0 45
Orange Pekoes	0 45	0 48
Broken Orange Pekoes	0 45	0 48

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Sugar Market Quiet

Montreal.

SUGAR—The sugar market is quiet this week. Dealers are only buying for immediate requirements, with some expectations of lower prices. The raw sugar market is a little weaker.

Granulated Sugar, per cwt.	10 50
Do., barrels	10 50
Granulated, gunnies, 20/5	10 90
Do., gunnies, 10/10	11 00
Do., cases, 20/5-lb. cartons	11 10
Do., cases, 50/2-lb. cartons	11 25
Yellow, light, per cwt.	10 10
Do., medium, per cwt.	10 10
Do., dark, per cwt.	9 90

Molasses Prices Firmer

Montreal.

MOLASSES—Local wholesalers have advanced the price on bulk molasses 2½ cents per gallon, now quoted 77½ cents. This price has been general for some time, but a slight reduction was made a week ago, making the price 75 cents in the city. The wholesalers who made this cut have been forced to bring the price back to the former level. This adjustment in price, though not general, indicates a firmer tendency to the market. There is no change in the quotations on corn syrups.

Canadian Chicory Lower

Montreal.

SPICES—The movement of supplies is slow, but prices are steady. Wholesalers and for the most part the retailers have their supplies bought for the summer, and for this reason the market is quiet. Dealers in this city state that the country business is more active than that in the city. Canadian chicory has dropped four cents per pound, now quoted 14 cents.

Walnuts and Almonds Higher

Montreal.

NUTS—The nut market is stronger with an advance of four cents quoted on shelled almonds. This advance is on the importers' market, and has not yet affected the wholesale market. Walnuts are getting very scarce and reports show that supplies are exhausted in France. The import cost of Bordeaux halves is now 64 cents. This will result in advance in the wholesale price. The demand for nuts is steady and with the advancing market the demand continues quite as large, since those requiring supplies have not been carrying stocks larger than for immediate requirements. Shelled walnuts of the new crop have just arrived on the market, being very late in delivery. The opening price, 65 cents per lb. in boxes, shows an advance of 5 cents per pound. The peanut market is steady with a good demand.

Almonds, Tarragona, per lb.	0 26	0 28
Do., shelled		0 54
Do., Jordan		0 75
Chestnuts (Italian)		0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.	0 17	0 18
Brazil nuts (new)		0 25
Do., Barcelona	0 12	0 15
Peanuts, Jumbo		0 15
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1		0 11½
Do., salted, red	0 21	0 23
Do., shelled, No. - Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell		0 29
Marbot Walnuts	0 26	0 28
Do., new Naples		0 26

Do., shelled, Manchurian	....	0 65
Do., Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.	....	0 40
Do., Spanish, shelled	....	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Figs and Raisins Scarce

Montreal.

DRIED FRUIT—There is a much firmer tone to the whole dried fruit market. Figs are very scarce and New York is enquiring in this market for supplies, since there is practically nothing to be had on the primary markets. Although the wholesale prices are unchanged, higher prices may be looked for just as soon as the dealers have to buy from the importers again. There is an advance of 20 shillings quoted in London. Smyrna raisins are scarce and supplies of the best fruit are unobtainable and lower grades can only be purchased from second hands. Fifteen thousand tons of Sultana raisins have been sold this season and only 450 tons are yet to be disposed of, which means that the supply is short of the demand. There is a better demand for dried apples, which is expected to improve until the new apples are on the market. Prices are firm and the holding company has announced an advance of half cent, which makes the price to the wholesaler 11½ cents. This would indicate an advance in the present price quoted to the retailer.

Apricots, fancy	....	0 33
Do., choice	....	0 27
Do., slabs	....	0 22
Apples (evaporated)	0 12½	0 14
Peaches (fancy)	....	0 28
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 ounces	....	0 27¼
California Seedless, in bulk	0 18½	0 19½
Cluster, 20 1-lb. pack	....	6 75
Currants, loose	....	0 15
Do., Greek	0 13	0 15
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 25
30-40s	....	0 19
40-50s	....	0 17
50-60s	....	0 13½
60-70s	....	0 12½
70-80s	....	0 10
80-90s	....	0 09
90-100s	....	0 08

Rangoon Rice Lower

Montreal.

RICE—Rangoon rice is listed on the market this week with lower quotations than are made on any other brand of rice. The C.G. unglazed is selling at $3.90 per 100, and V. glazed is selling at $4.15 per 100. This rice undersells the other varieties and will have a tendency to further weaken the rice market. Texas rice is reduced ¼ cent per pound, and is quoted at 4½ cents. The rice market in general shows further weakness, but dealers state that they are well stocked.

RICE—		
Carolina, extra fancy	....	0 07
Do. (fancy)	....	0 06
Honduras, fancy	....	0 05
Rangoon CC, per cwt.	....	3 90
Do., B, per cwt.	....	4 15
Texas rice	....	0 4½
Siam	....	0 06
Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras	....	0 07
Siam	....	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Cucumbers are Higher

Montreal.

VEGETABLES—There is a good supply of fresh vegetables on the market with a good demand for all lines. Cucumbers have become scarce on account of the big demand for the early supply and an advance of $1.00 per hamper is recorded, making the price $7.50. New cabbage is also advanced in price, and is now quoted at $4.00. Good supplies of new tomatoes are on the market and prices are steady. It is expected that within a short time Canadian grown vegetables will be on the market with resulting lower prices.

New cabbage	....	4 00
Celery, Florida, per crate	4 00	4 75
Do., California	....	11 00
Carrots, per bag	0 75	1 00
Cucumbers, per hamper	....	7 50
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Lettuce	....	....
Parsley	....	....
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 10	1 25
Do., sweet, hamper	....	5 50
Spinach, box	....	....
Spanish Onions, per case	5 00	5 50
Turnips, per bag	0 75	1 00
Yellow Onions, cwt.	....	2 75
Red Onions, per cwt.	....	3 00
Texas Onions, per cate	....	2 75
New Tomatoes, per crate	....	8 00

Decline on Wrapping Paper

Montreal.

MISCELLANEOUS—Cod liver oil is reduced 50 cents a gallon and is now quoted at $1.50 per gallon in barrel lots and $2 in less quantities. Pharmaceutical castor oil is down one dollar a gallon to $1.80 in barrel lots and $2 in less quantities. Carpet and shoe tacks are reduced. The four-ounce blue carpet tacks are 10 cents lower at 42 cents and the tinned are reduced from 62 cents to 47 cents. Other sizes are reduced in proportion.

Other brands of soap are reduced. Lever Brothers' fancy toilet soaps and castile soap are lower in price. Fels-Naptha soap is reduced $1.10 per case to $8.00. Further reductions are made in wrapping paper. The grey-brown is down again one cent, to 7 cents per pound. Manilla is down to 8 cents, and kraft is reduced 2¼ cents to 11 cents per pound.

ONTARIO MARKETS

TORONTO, May 11.—Under the influence of the strong and higher wheat market flour has developed a stronger tone and prices have advanced during the week. Millfeeds, however, are unchanged. Wheat flakes and one brand of pancake flour in packages have declined. Quotations on the new pack lobsters are out and show a slightly higher figure than present prices but considerably lower than last year's opening quotations. The tariff of $1 per hundred pounds placed on grapefruit, other than West Indian, will advance prices and become effective immediately as majority of wholesalers have low stocks. Generally speaking, vegetables tend easier under an active demand and heavy shipments. There is little change in canned vegetables and fruits, but there is some irregularity in quotations. Teas and coffees continue in a firm position. Shelled walnuts are higher under a strong demand. Almonds are also strong but quotations on spot are unchanged. Brazils are easier and lower. The sugar market has an uncertain tone due to the weak condition of raws and the small demand from first hands.

Some Baked Beans Lower

Toronto.

CANNED GOODS.—Canned vegetables continue to show a good movement at fairly steady prices, but fruits are dull and prices are somewhat irregular. Clark's pork and beans, No. 3 tins, are reduced to $2.45 per dozen. Canadian boiled dinner is reduced to $2.45 per dozen. Quotations for the new pack lobsters are out. Quarters are offered at $2.40 per dozen and halves at $3.80 to $4.00. These prices are a little higher than present quotations on last year's pack, but considerably lower than last year's opening prices.

Salmon—		
Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska, reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Cohoe, 1s, doz.	....	3 60

Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
obsters, ½-lb., doz.	3 25	3 50
Do., ¼-lb. tins	....	2 40
Thale Steak, 1s, flat, doz.	1 75	1 90
ilchards, 1-lb. talls, doz.	1 75	2 10
anned Vegetables —		
Tomatoes, 2½s, doz.	1 60	1 85
Peas, Standard, doz.	1 65	1 70
Beets, 2s, doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.	....	1 60
ineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
hubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
pples, gal., doz.	....	4 75
ears, 2s, doz.	3 00	4 25
eaches, 2s, doz.	....	3 50
lums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
erries, pitted, H.S.	....	4 25
lueberries, 2s	2 35	2 45
rawberries, 2s, H.S.	4 50	5 00
aspberries, 2s	4 50	5 00
ms—		
Apricots, 4s, each	....	0 90
Black Currants, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Gooseberry, 4s, each	....	0 89
Do., 16 oz., doz.	....	4 10
Peach, 4s, each	....	3 75
Do., 16 oz., doz.	....	0 83
Red Currants, 16 oz., doz.	....	4 40
Do., 4s, each	....	0 94
Raspberries, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Strawberries, 16 oz., doz.	....	4 60

Apricots Advance

oronto.

DRIED FRUITS—Prunes at the coast ave considerably stiffened under the in- ence of an active demand for export Europe. Apricots have also advanced primary markets and one car of apri- ts that were held in bond in Toronto ve been resold at the higher rate to ew York buyers. The report that the osts of a few weeks ago have consid- ably damaged the crop of both apricots d prunes has also had the effect of lstering up the market and it is con- dered that stocks will be cleaned up the time the new crop arrives.

ndied Peels—		
Lemon	....	0 42
Orange	....	0 44
Citron	....	0 72
rrants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 17
Do., Vostizza	....	0 23½
tes—		
Excelsior, pkgs., 3 doz. in case	....	5 50
Dromedary, 3 doz. to case	....	7 00
Hard, per box aprox. 12 lbs.	....	3 25
Hallowee dates, per lb.	....	0 11
s—		
Smyrna layers, 4 Crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 10½
unes—		
0-40s, 25s	....	0 20
0-50s, 25s	....	0 16
0-60s, 25s	....	0 13
0-70s, 25s	....	0 10
0-80s, 25s	....	0 09½
0-90s, 25s	....	0 09
0-100s, 25s	....	0 08
ches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
ricots—		
Fancy	....	0 46
Choice	..	0 42
Standard	....	0 34
isins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 28½
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 28½
Valencia	....	0 23
porated apples	0 14	0 15

Cereals Unchanged

Toronto.

CEREALS.—There are no changes in cereals, the market is steady under the reductions of last week.

	F.o.b.	Toronto
Barley, pearl, 98s	....	5 50
Barley, pot, 98s	....	4 75
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 00
Cornmeal, Golden, 98s	....	2 75
Oatmeal, 98s	....	4 50
Corn Flour, 98s	....	3 75
Rye Flours, 98s	....	6 00
Rolled oats, 90s	....	3 15
Rolled Wheat, 100-lb. bbl.	....	6 75
Cracked Wheat, bag	....	5 00
Breakfast Food, No. 1	....	6 00
Do., No. 2	....	6 00
Rice Flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 50
Flaxseed, 98s	....	7 00
Peas, split, 98s	....	5 75
Marrowfat green peas	0 05¼	0 06
Graham flour, 98s	....	4 75
Whole Wheat Flour	....	4 85
Wheat Kernels, 98s	....	6 35
Farina, 98s	....	6 35

Lemon Market Firmer

Toronto.

FRUITS.—Pineapples are now arriving in heavy shipments and it is now considered the proper time for preserving. Prices are lower and range from $4.00 to $6.25 per case, according to size. Lemons are firmer, with Californias advanced 25 cents per case, but Messinas are unchanged. With the advancing warm weather there are indications that lemon prices will be higher. Ontario apples are practically over, but Washington boxed apples are in demand at $3.25 to $3.75 per box. The tariff of $1.00 per hundred pounds placed on grapefruit means an increase of 75 to 80 cents per case and according to most fruit importers will have a tendency to curtail sales.

Oranges, California Navels—		
126s	....	6 50
150s	....	6 50
176s	....	6 50
200s, 216s, 250s	5 50	6 00
Calif. Valencias, 126s, 150s, 176s.	....	5 75
Do., 200s, 216s, 250s	....	5 50
Do., 288s, 324s	....	5 00
Grapefruit—		
54s	5 50	6 50
64s	5 50	6 50
70s, 80s, 96s	5 50	6 50
Bananas, Port Limons	....	0 09
Lemons, Cal.	....	4 75
Do., Messinas	....	4 00
Apples—		
Winesaps, per box	3 25	3 75
Strawberries, Louisiana, pts.	....	0 24
Do., qts.	....	0 42
Pineapples, 18s, 24s, 30s, case	5 75	6 25
Do., 36s	....	5 75
Do., 42s, 48s	4 00	4 50

Flour Advances 50 Cents

Toronto.

FLOUR.—Flour advanced 50 cents per barrel during the week, bringing the price on first patents to $10.50 and seconds to $10.00. The market continues strong under the influence of the stronger and higher wheat market.

FLOUR—		
Patents firsts, in jute bags, barrel	....	10 50
Do., seconds, in jute bags, per barrel	....	10 00

Honey Prices Reduced

Toronto.

HONEY—The honey market continues quiet, with prices reaching lower levels. Some dealers state they are offered No. 1 white clover honey at country points at 16 cents per pound, a big reduction from last fall's prices of 24 to 27 cents per pound. Quotations to the retail trade are also down two cents per pound. In 30 to 60 pound tins honey is quoted at 19 cents per pound, with ten pound tins 20 cents and fives 21 cents per pound.

Honey, extracted, Ontario, No. 1, white clover, in 30 and 60-lb. tins	....	0 19
10-lb. tins, per lb.	....	0 21
5-lb. tins, per lb.	....	0 22

Walnuts Continue Upward

Toronto.

NUTS.—Shelled walnuts continue to move upward. Bordeaux halves are quoted at 73 cents, but some are quoting as high as 75 cents per pound. Manchurian are advanced to 58 cents and broken to 43 cents per pound. Almonds are in a strong position, but there are no changes in quotations on spot. New Brazils in the shell are offered this week in one quarter at 17½ cents per pound in bag lots, but the general price is around 20 cents. New shelled Brazils to arrive are quoted at 75 cents per pound, which is 20 cents lower than spot prices. Cocoanut has a firmer tone, but quotations are unchanged.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	7 50
Cocoanut, unsweetened, lb.	....	0 30
Do., sweetened, lb.	....	0 35
Do., shred	....	0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 20	0 22
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 73	0 75
Do., Manchurian	....	0 58
Do., broken	....	0 43
Peanuts, Spanish, lb.	....	0 10
Brazil nuts, lb.	....	0 95
Pecans, lb.	....	1 40

Wheat Flakes Lower

Toronto.

PACKAGE GOODS.—Wheat flakes are down 50 cents per case, now quoted at $5.00. Wheat kernels are down 90 cents per case, bringing the price to $4.50 per case. Self-rising and buckwheat flours are reduced 50 cents, the former now quoted at $3.00 and the latter at $3.50 per case of 24 packages.

PACKAGE GOODS		
Rolled Oats, 20s, round, case	....	5 00
Do., 20s, square, case	....	5 00
Do., 18s, case	....	2 00
Do., Aluminum Prem., 20s	....	6 40
Corn Flakes, 36s, case	3 40	3 75
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 10½
Do., No. 2, l. cartons	....	0 09
Laundry Starch	....	0 08
Do., in 1-lb. cartons	....	0 08¾
Do., in 6-lb. wood boxes	....	0 11¾
Do., in 6-lb. tin canisters	....	0 12½
Celluloid Starch, case	....	4 15
Potato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	5 75
Cornmeal, 24s	....	3 00
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Wheat Flakes, 24s	....	5 00
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 00
Buckwheat flour, 24s	....	3 50
Two-minute Oat Food, 24s	....	1 80
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70

Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 00
Do., pearl, case	....	3 00
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65
Puffed Rice Pancake Flour, 24s	....	2 90

Pickles Hold Firm

Toronto.

PICKLES.—There is no change in the pickle situation. Prices are firm and unchanged.

Pickles—Sour Mixed—		
8-ounce bottles, per doz.	....	2 45
10-oz. bottles, per doz.	....	2 80
14-oz. bottles, per doz.	....	....
18-oz. mason jar bottles, doz.	....	3 50
5-gal. keg	....	8 50
10-gal. keg	....	14 50
Sweet Mixed and Mustard—		
8-oz. bottles per doz.	....	2 85
10-oz. bottles	....	3 25
14-oz. bottles	....	....
18-oz. mason jars, per doz.	....	4 35
5-gal. kegs	....	11 00
10-gal. kegs	....	18 00

Tapioca Quoted Higher

Toronto.

RICES.—There is little change in the rice market, although Southern rices have a slightly firmer tone, with prices some higher at the coast. Quotations on spot are unchanged, but in some quarters there is talk of a lower price on Blue Rose on stocks to arrive. Tapioca has a slightly firmer tone, with quotations advanced one-half to one cent per pound, now quoted at 7½ to 8 cents per pound.

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.	....	0 06½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08

Syrups Unchanged

Toronto.

SYRUPS—The market is steady under a fair demand.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case	....	4 60
Cases, 5-lb. tins, white, 1 doz. in case	....	5 90
Cases, 10-lb. tins, white, ½ doz. in case	....	5 60
Cases 2-lb. tins, yellow, 2 doz. in case	....	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 30
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 00
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 50
Molasses—		
Fancy, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal	....	0 56
Do., half bbls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doze. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Spices are Steady

Toronto.

SPICES.—There are no marked developments in the market for spices since the recent reductions. Business is mostly confined to small lots, but manufacturers state that orders are coming in with more regularity, which would indicate that retailers' stocks are low and the demand being regulated by the consumption.

Allspice	0 19	0 22
Cassia	...	0 26
Cinnamon	....	0 41
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Pastry	....	0 28
Pickling spices	....	0 19
Mace	..	0 75
Peppers, black	....	0 19
Do., white	....	0 31
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 35
Do., 80s	....	0 45
Do., ground	....	0 35
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Turmeric	....	0 30
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 45
American high-test, bulk	....	0 45
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Refined Sugar Unchanged

Toronto.

SUGAR.—The raw sugar market continues with a weak tone and considerable irregularity in prices was manifest during the week. American refined shows further reduction, but Canadian refined remains steady in price with practically no first hand business transpiring. It is expected, however, the improvement in the weather conditions will improve the demand.

St. Lawrence, extra granulated, cwt.	10 84
Atlantic, extra granulated	10 84
Acadia Sugar Refinery, extra granulated	10 84
Dom. Sugar Refinery, extra granulated	10 84
Canada Sugar Refinery, granulated	10 84

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis, bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c.

Teas Maintain Firm Tone

Toronto.

TEAS.—The firm tone manifested in the tea markets for some time past is firmly maintained. Some of the finer grades have again advanced, but there still appears to be a large supply of the lower coarse grades at low prices. These grades, however, find little favor with the Canadian consumers and h practically little bearing on the mark

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 5
Pekoes	32	0 6
Broken Pekoes	0 50	0 6
Broken Orange Pekoes	0 58	0 6
Javas—		
Broken Orange Pekoes	0 45	0 6
Broken Pekoes	0 45	0 5
Japans and Chinas—		
Early pickings, Japans	0 90	1 0
Do., seconds	0 55	0 5
Hyson thirds	0 45	0 5
Do., pts.	0 58	0 6
Do., sifted	0 67	0 7

Above prices give range of quotations to th retail trade.

Cabbages are Easier

Toronto.

VEGETABLES.—There is an act market for all kinds of vegetables a prices generally are easing downwa Cabbages are plentiful at $4.50 per c of 150 pounds. Texas onions are do 25 cents, now quoted at $2.50. H lettuce is down 50 cents per crate, bri ing the price to $6.50. Tomatoes easier at $6.50 to $7.50 per crate of baskets. Celery is rather scarce at $6 per crate. Carrots are down 25 ce per hamper, but cucumbers are up $2 per hamper, now quoted at $8.00. N potatoes are easier at $6.50 to $7.00 barrel. Canadian potatoes are low but there is a quiet demand. Otl Canadian vegetables are practically ov

Cabbage, Jumbo case, 150 lbs.	....	4
Onions, 75-lb. sack	....	1 0
Do., Spanish, large crate	....	5 0
Do., New Texas, crate	....	2
Potatoes, per bag	0 70	0
Mushrooms, 3-lb. crate	....	3 2
Cal. Head Lettuce, crate	....	6
Leaf Lettuce, doz.	0 35	0 4
Celery	....	6
Tomatoes, 6-bkt. crates	6 50	7
Pepper, per doz.	....	1 2
Parsley, per doz.	....	1 0
New beets, hamper	....	2 2
New carrots, hamper	....	2
New spinach, bushel	....	1
Asparagus, local 2 doz. bunches to basket	....	3
Green Peas, hamper	....	5
Wax and green beans, hamper	....	6 0
Cucumbers, hamper	....	8
Do., Hothouse, 11-qt. bkt.	....	...
New Potatoes, Floridas, bbl.	6 50	7
Green Onions, per dozen	0 30	0 3

Some Price Changes

Toronto.

MISCELLANEOUS—Gold Dust, la size, is reduced to $7.00 per case. Su Monday soap is reduced to $6.75 case. Fels Naptha soap is down to $7 per case. Babbitt's lye is advanced $6.25 per case. Parowax, in case l is reduced to 12½ cents per pou Rose's lime juice is now selling at $4 per dozen for small size, $4.90 per do for medium and $10.50 per dozen large. Long Tom pop corn is redu to $1.15 per box. Eddy's Black B matches, a new line, packed in cases 48 packages, containing three bo each containing 100 matches, is quo at $14.30 per case.

WINNIPEG MARKETS

WINNIPEG, May 11.—The grocery market is steady under better movement. The coffee market continues firm. So lines of package cereals have been reduced. Raw sugar easier in price. Canned lobsters are quoted lower. The dried fr market is showing a firmer tone. Teas are unchanged locally. T primary market shows more strength. Nuts are showing a firm tone. New cabbage is higher, while pineapples are quoted lower.

Coffee Market Firm

nnipeg.

COFFEE.—The coffee market continues with a firm tone. Spot stocks are t large and the situation has upward ndencies.

FFEE—		
Rio, lb.	0 18½	0 19½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 27	0 29

Some Cereals Reduced

nnipeg.

CEREALS.—There are a few changes package cereals this week. Corn kes are reduced and are quoted from .50 to $3.80 per case. Package peas now quoted at $3.00 per case. The mand for package cereals is becoming re popular with the approach of rmer weather. The demand for bulk reals is only fair. Buckwheat grits are oted lower while beans are selling ely at $3.40.

PACKAGE CEREALS		
led oats, 20s, round cartons..	4 75	6 00
o., 36s, case, square kts.....	....	4 85
o.. 18s, case	....	2 40
n Flakes, 36s, case	3 50	3 80
nmeal, 2 doz. case, per case...	....	3 80
fed Wheat, 3 doz. case, case..	....	4 40
fed Rice, 8 doz. case, case	....	5 70
pe Nuts, 2 doz. case, per case	....	2 85
kage Peas, 3 doz. case, case..	....	3 00
sm of Wheat, 3 doz. case. case.	....	9 00
BULK CEREALS		
led Oats, 80s, per bag	....	2 35
o., 40s, per bag	....	1 33
o., 20s, per bag	....	0 70
o., 10-8s, per bale	....	3 15
o., 15-6s, per bale	....	3 65
meal, 98s, gran., or stand., bag	....	3 50
eat Granules, 98s, per bag.	....	6 00
o., 16-6s, per bale	....	6 75
s, whole, green, 100-lb. bag, er bush.	....	3 80
o., split, yellow, 98s, per bag	....	7 90
o., split, yellow, 49s, per bag	....	4 00
o., 24s, per bag	....	0 76
o., 10-10s, per bale	....	3 65
kwheat grits, whole, 98-lb. bags, per bag	8 25	8 50
ns, 100-lb. bags, per bushel..	3 40	3 60
a Beans, 100-lb. bags, per lb.	0 10½	0 12

Canned Lobster Lower

nnipeg.

CANNED GOODS.—Opening prices on v packed lobsters have been named l quotations are lower. ¼s are offered $2.80 and ½s at $4.55 per case. Best ality of sockeye salmon is held nly with other varieties easier. The ned vegetable market remains unttled with lower prices being quoted. esent values are below packer's costs. e canned fruit market is easy with iety of prices quoted. Considering h cost of goods to packers many gains are offered in this line.

CANNED FISH		
mps, 1s, 4 doz. case, doz....	2 70	2 75
an Haddie, 1s, 4 doz. case..	9 35	12 00
o., ½s, 8 doz. case, case	10 50	13 00
ring (Can.), 1s, 4 doz. case, cs	7 25	9 00
o., imported. ½s, 100 doz. case	30 00	32 50
ters. ¼s, 8 doz. case, doz....	....	2 80
., ½s, 4 doz. case, doz.....	....	4 55
ters, 1s, 4 oz., 4 doz. case, cs.	....	8 60
hards, 1s, tall, 4 doz. case, case	....	7 35
o., ½s, flat, 8 doz. case, case	....	10 00
non—	per case	
ckeye, 1s, tall, 4 doz. case..	....	22 00
Do., ½s flat, 8 doz. in case..	....	23 75
d Spring, 1s, tall, 4 doz. case	....	14 75
Do., ½s, flat, 8 doz. case....	....	16 50
hoe, 1s, tall, 4 doz. case....	....	16 75
Do., ½s flat, 8 doz. case....	....	18 25
nk, 1s, tall, 4 doz. case.....	....	7 00
Do., ½s, flat, 8 doz. case...	....	8 50
mpback, 1s, tall, 4 doz. case	....	6 00

CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case.	2 90	3 35
Blueberries, 2s, 2 doz. case.....	....	7 15
Cherries, 1s, 4 doz. case.....	8 25	9 00
Peaches, 2s, 2 doz. case.....	6 75	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	....	5 00
Do., Lombard, light syrup, 2s, 2 doz. case	....	4 65
Do., heavy syrup, 2s, 2 doz. case	....	5 95
Raspberries, 2s, 2 doz. case.....	10 25	10 75
Strawberries, 2s, 2 doz. case ...	9 00	9 75
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 65
Peaches, 2½s, 2 doz. case	....	12 60
Do., sliced, 1s, 4 doz. case ...	....	14 50
Do., halved, 1s, 4 doz. case ...	....	14 50
Do., 2s, 2 doz. case	....	9 75
Pears, 1s, 4 doz. case	....	16 25
Pineapples, sliced, 2s, 2 doz. case	....	8 00
CANNED VEGETABLES		
Asparagus, Tips, 1s, tins, 4 doz. case, per doz.	....	4 75
Beans, Golden Wax, 1s, doz. cs.	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corn, 2s, 2 doz. case	3 30	4 00
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2-½s, 2 doz. case	....	7 00
Pumpkins, 2-½s, 2 doz. case ...	....	3 00
Sauer Kraut, 2-½s, 2 doz. case .	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz, case.....	3 60	3 85
Spinach, 2-½s, 2 doz. case ...	6 75	7 25

Prune Market Firmer

Winnipeg.

DRIED FRUIT.—There is a better feeling in the prune market and larger sizes have stiffened up. The peach market is easy and the demand is improving at lower levels. Apricots are firmer and higher, due largely to frost destroying a large percentage of the new crop which has caused holders of spot stocks to advance their prices. The raisin market is easier with quotations varying. There is however a good demand for this line and spot stocks are light. Evaporated apples are firmer and advanced one cent per pound recently.

DRIED FRUIT		
Evaporated Apples, per lb.....	....	0 14
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 12½
Do., pkge., 3 doz. case, lb.....	....	0 15¾
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt....	....	0 30
Peaches, standard, per lb.	0 20	0 21
Do., choice, per lb.	0 23	0 24
Do., fancy, per lb.	0 24	0 25
Do., Cal., in cartons, per carton	....	1 10
Do., unpitted, per lb.	....	0 12
Pears, extra choice, per lb.	....	0 25
Do., Cal., cartons, per carton	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 19
40-50s, 25s, per lb.	....	0 17
50-60s, 25s, per lb.	....	0 14
60-70s, 25s, per lb.	....	0 12¼
70-80s, 25s, per lb.	....	0 10¾
80-90s, 25s, per lb.	....	0 09¾
90-100s, 25s, per lb.	....	0 08½
In 5-lb. cartons, per carton..	....	0 60
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Choice seeded. 11 oz., 4 doz. to case, per pkg.	....	0 22½
Cal., bulk, seeded, 25-lb. boxes	....	0 27
Do., pkt. seedless, 11 ozs., 3 doz. to case, per lb.	....	0 22
Do., bulk. seedless, 25-lb. boxes, per lb.	....	0 27
Pears, extra choice, per lb.....	....	0 30
Apricots, choice, 25s, lb.	....	0 32
Do., 10s, lb.	....	0 34
Do., Standard, 25s, lb.	....	0 28
Do.,, choice, 10s, lb.	....	0 30
Do., fancy, 25s, lb.	....	0 36
Do., fancy, 10s, lb.	....	0 38

Sugar Market Easier

Winnipeg.

SUGAR.—The New York raw sugar market is weak and indications point to lower prices on Canadian refined. The general impression locally is that the consumption of sugar is below normal.

Extra granulated, bags, 100 lbs. .	....	12 00
Do., gunnies, 5/20 lbs.	....	12 40
Do., gunnies, 10/10 lbs.	....	12 50
Do., cartons, 20/5 lbs.	....	12 60
Do., cartons, 50/2 lbs.	....	12 75
Yellow, No. 1 light, bags, 100 lbs.	....	11 60
Do., golden, bags, 100 lbs. ...	....	11 50
Powdered Sugar, bbls.	....	12 10
Do., boxes, 50 lbs.	....	12 30
Do., boxes, 25 lbs.	....	12 50
Icing, barrels	....	12 25
Do., boxes, 50 lbs.	....	12 40
Do., boxes, 25 lbs.	....	12 60
LUMP SUGAR—		
Soft Lumps, boxes, 100 lbs...	....	12 70
Do., boxes, 50 lbs.	....	12 80
Do., 25 lbs.	....	13 00
Do., cases, 20 cartons	....	13 75
Do., cases, 40 half cartons..	....	14 50
Small Lump, boxes, 100 lbs. ..	....	12 60
Do., boxes, 50 lbs.	....	12 70
Do., boxes, 25 lbs.	....	12 90
Do., cartons, 50/2 lbs.	....	14 00
Hard Lump Sugar, barrels...	....	12 90
Do., boxes, 100 lbs.	....	12 90
Do., boxes, 50 lbs.	....	13 00
Do., boxes, 25 lbs.	....	13 15

Spice Prices Unchanged

Winnipeg.

SPICES.—The spice market is quiet at the present time. Retailers are buying in small quantities as the demand is light.

Allspice Jamaica, best quality, lb.	....	0 2[illegible]
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica, No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb..	....	0 80
Nutmegs, extra large brown. 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 40
Do., med. brown, 110 to lb., lb.	....	0 38
Do., carton of six, per doz. ...	....	0 80
Pepper, black, Singapore ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb. pkg., per doz...	....	1 00
Do., bulk, No. 1, per lb.	....	0 28
GROUND SPICE		
Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb. ...	....	0 30
Do., No. 2, bulk, per lb. ...	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Do., 4 oz. cartons	....	1 75
Cloves, bulk, per lb.	....	0 65
Do., 2 oz., cartons	....	1 45
Do., 4 oz. cartons	....	2 00

Tea Market Firm

Winnipeg.

TEA.—Latest reports from the primary tea market state that a firmer tone is shown for all grades. Spot stocks are low with a good demand.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoes, first quality	0 40	0 48
Do., second quality	0 35	0 40
Broken Pekoe, first quality ..	0 42	0 48
Broken Orange Pekoe, 1st qual.	0 50	0 60
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

Corn Syrups Reduced

Winnipeg.

SYRUPS.—Corn syrups have been reduced 50 cents per case on two-pound tins and are now quoted—white $4.90 and yellow $4.30.

CANE SYRUP—		
No. 2s	....	7 30
No. 5s	....	8 40
No. 10s	....	7 85
No. 20s	....	7 65
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	4 90
Cases, 5-lb. tins, white, 1 doz. in case	....	6 25
Cases, 10-lb. tins, white, ½ doz. in case	....	6 00
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 00
Cases, 2-lb. tins, yellow, 2 doz. in case	....	4 30
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 65
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 40
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	5 40
MAPLE SYRUP—		
Pure, 2½s, tins, case of 2 doz.	....	24 85
Pure, 5s, per case of 1 doz.	....	22 65
Pure, 10s, per case of ½ doz.	....	21 05
TABLE SYRUP—		
Maple flavor, 2½s, tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 30
3-lb. tins, 2 doz. case	....	11 70
5-lb. tins, 1 doz. case	....	9 50
10-lb. tins, ½ doz. case	....	9 20
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	4 80
2s, 4 doz. in case	....	4 40
2½s, 4 doz. in case	....	4 10
5s, 4 doz. in case	....	4 10
10s, 4 doz. in case	....	4 05

Starch Unchanged

Winnipeg.

STARCH.—There is no change in quotations this week.

Cornstarch, 1-lb. pkgs., per lb.	....	0 09
Do., No. 1 quality, 1-lb. pkgs.	....	0 10½
Gloss, 1-lb. pkgs., per lb.	....	0 10¾
Celluloid, 1-lb. pkgs., per case.	....	4 30

Nut Market Firm

Winnipeg.

NUTS.—Walnuts continue to strengthen and quotations have advanced. Bordeaux halves are offered at 69 cents per pound. Almonds are in a strong position with no change in quotations on spots this week, but higher prices may be expected. Spanish shelled peanuts are showing an upward tendency and higher prices for futures may be expected. Shelled Brazils are offered at attractive prices for future delivery as compared with last year.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, per lb.	....	0 12½
Pecans, per lb.	....	1 40
Walnuts, per lb.	....	0 69
NUTS IN SHELL—		
Peanuts, roasted. Jumbo, per lb	....	0 25
Walnuts, per lb.	....	0 25
Almonds, per lb.	....	0 25
Brazils, per lb.	....	0 25
Pecans, per lb.	....	0 28
Cocoanuts, per doz.	....	1 50
Cocoanuts, per sack	....	11 00

Flour Market Steady

Winnipeg.

FLOUR.—Since the recent advance more confidence is shown in the flour market. Ninety-eight-pound sacks delivered at $5.32½.

FLOUR—		
98-lb. sacks	....	5 32½
Two 49-lb. sacks	....	5 40
Four 24-lb. sacks	....	5 50

Jams Moving Freely

Winnipeg.

JAMS.—The demand for jams has shown an improvement as many lines are offered at a wide range of prices.

Eastern		
Strawberry, 4s, per tin	....	0 86
Black Currant, 4s, per tin	....	0 86
Raspberry, 4s, per tin	....	0 86
Apricots, 4s, per tin	....	0 80
Cherry, 4s, per tin	....	0 80
Peach, 4s, per tin	....	0 80
Compound (all flavors), 4s, tin.	0 53	0 58
Western.		
Strawberry, 4s, per tin	....	0 95
Black Currant, 4s, per tin	....	0 95
Raspberry, 4s, per tin	....	0 95
Apricot, 4s, per tin	....	0 90
Cherry, 4s, per tin	....	0 90
Peach, 4s, per tin	....	0 90

Rice Continues Easy

Winnipeg.

RICE.—There is practically no change in quotations on rice, but lower prices are expected when shipments bought at the lower basis arrive. The market continues in an unsettled condition.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 07¾
Do., 50-lb. sacks, lb.	....	0 08
Siam, 100-lb. bags	0 05½	0 05¾
Do., 50-lb. bags	....	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 08¾
Do., in less quantities, lb.	....	0 09
Tapioca, pearl, per lb.	....	0 07¾

Grapefruit Higher

Winnipeg.

FRUITS.—Grapefruit has advanced and is now quoted at $8.00 to $9.00 per case. Strawberries are arriving freely and are in good demand. Oranges show no change. California cherries are arriving by express and are rapidly picked up. Pineapples have shown a decline of $3.00 and are now quoted at $8.00 per case.

ORANGES, Navels—		
126s, per case	....	7 00
150s, per case	....	6 50
176s-200s, per case	....	6 00
216s, per case	....	5 50
250s, 288s, 324s, 260s, per case	....	5 00
Lemons, Cal., per case	5 75	6 50
Grape Fruit, Porto Rico—		
64s, 80s, per case	....	8 00
Do., Florida, 64s, 70s, 96s, case	....	9 00
Bananas, per lb.	....	0 11½
APPLES—		
Winesap, 138s and larger, case	....	4 50
153s, 163s, per case	....	4 00
173s, 188s, per case	....	3 50
216s, per case	....	2 75
Delicious, small sizes, per case	....	4 00
Pineapple, 30s, per case	....	8 00
Strawberries, qts., per case	....	10 00

Cabbage Higher

Winnipeg.

VEGETABLES. — California cabbage has advanced and is quoted at 7 cents per pound. Mexican tomatoes are selling freely at $8.00 per case. Asparagus is in good demand. Cucumbers are lower and are quoted at $3.50 per dozen.

Rhubarb—Walla Walla, per case	....	3 75
Asparagus, per case	....	5 50
Spinach, per case	....	2 00
Cabbage, by the crate, per lb.	....	0 06
Do., broken lots, per lb.	....	0 07
Head Lettuce, per case	....	7 50
Do., per dozen	....	2 00
Leaf Lettuce, per dozen	....	0 65
Radishes, per doz.	....	0 65
Green Onions, per doz.	....	0 60
Cucumbers, Davids' hoth'se, doz.	....	3 50
Tomatoes, Mexican, per lug.	....	8 00
Onions, Valencia, per case	....	6 50
Do., New Texas, Bermudas, crt.	....	3 00
Do., B.C., per sack	....	2 00
New Carrots, Beets and Parsnips, per lb.	....	0 06
Potatoes, per bushel	....	1 00
Do., 25 bush. lots, per bush.	....	0 90

REVELATIONS OF A MID-YEAR INVENTORY

Continued from page 29

tion spent on others' business to t neglect of his own. But if you feel th probably he is "backed" by the n bank, it is easy to find this out by as ing your own bank to get the facts f you.

Need for Strong Association

But assuming that your interest legitimate and that maybe somebody putting up a rival with certain unf advantages, here is the need for a m chants' association. Like other plac your town probably has none, becau you have been prosperous and, the fore, why prepare for trouble whi may never come? So the trouble fin you all unprepared. I suggest therefo that you and your neighbors meet a form an association. Don't compl about the new man, but find out wheth he is buying from anybody on an insi basis of price.

If you find that anybody is playi unfairly, you can club together and b certain lines, divide them up among y and thus all of you be in position offer any number of items, as lead and specials, at attractive prices. Th stick to your business; stick togeth have confidence in each other; and yo salvation will be safeguarded.

The probability is that the new m will last only a short time—unless he in fact a keen, skilful rival. In th case, you will either have to develop t same quality of ability or you will thrown into the discard in the face deserving rivalry. You can be sure one thing and that is that nobody, matter who he is, will "back" any losi venture very long. If then this m folds his tent some night and ste quietly away, you will wonder why y got so terribly excited.

These times of readjustment are t ing to any easy-going merchant w maybe had no experience before the w and found business really quite an teresting and profitable pastime in t time of inflated values. But the day the new deal is here. It is the ti that will try men and show exactly wh they are made of. Those who have r dered a real service to the people w survive, even if meantime the peo may suspect them a little. The fa have a way of showing up after a ti and the man who knows his busine and is diligent in it, will not fail.

Get together. Find means to ins that nobody is getting any advanta of you. Then 'tend to your knitting gardless of the "backing" of anybody.

TRADE INQUIRIES

2988. **Butter.**—A Hull firm ask to placed in touch with exporters of t above.

2991. **Maple cream.**—A firm in M chester wish to purchase maple crea must be pure and free from syrup glucose.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, May 11.—The majority of merchants report business good during the past week. There are few price changes, the markets generally remain steady. The outstanding feature is the decline in butter, creamery being quoted at 35 cents, a decrease of 15 cents per pound. Dairy butter is down to 30 cents per pound, a drop of 13 cents during the week. New arrivals of rhubarb are noted at 25 cents per case lower. Grapefruit, both Florida and Jamaica, are advanced, the former being quoted at $3.50 and the latter at $5.50. Stocks of native apples are cleaned up, but American winesaps are selling at $5.00 per case.

Flour, No. 1 patents, bbl.	....	13 75
Cornmeal, bags	....	3 25
Rolled oats, per bag	....	3 95
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.	....	10 00
Sugar, standard, granulated	....	10 70
Do., No. 1, yellow	....	10 20
Molasses, gal.	....	0 73
Cheese, Ont., twins	0 21	0.30
Eggs, fresh, doz.	....	0 35
Lard, compound	....	0 17½
Do., pure, lb.	....	0 19
American clear pork, per bbl.	....	35 00
Tomatoes, 2½s, standard, doz.	....	1 90
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 38
Do., aver. 12-18 lbs.	....	0 38
Do., aver. 18-25 lbs.	....	0 37
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 35
Do., dairy	....	0 30
Raspberries, 2s, Ont., doz.	....	4 00
Peaches, 2s, standard, doz.	....	3 45
Corn, 2s, standard, doz.	....	1 65
Peas, standard, doz.	....	1 80
Strawberries, 2s, Ont., doz.	....	4 00
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 13½
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	1 25
Beans, white	....	3 65
Do., yellow eye	....	7 50
Bananas, lb.	0 09½	0 10½
Lemons, Cal.	....	6 00
Oranges, all sizes	6 00	7 00
Grapefruit, Florida, case	....	8 50
Do., Jamaica	....	5 50
Oats, per bush.	....	0 92

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N.B., May 11.——The tariff proposals in Monday's Budget speech are responsible for an increase in the price of grapefruit by $1.50 per case. Oranges are firmer at $5.50 to $7.50 per case. Bananaas are easier at 10 to 10½ cents per pound. Molasses is lower at 70 to 73 cents per gallon. Cheese dropped to 28 cents per pound. Pure lard declined one half cent, and compound is down one quarter cent per pound. American clear pork is reduced $1.00. Dairy butter is easier and lower at 50 to 55 cents per pound.

Cornmeal, gran., bags	....	3 50
Do., ordinary	....	2 45
Rolled oats	....	8 50
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	8 00	10 00
Molasses	0 70	0 73
Sugar—		
Standard, granulated	....	10 70
No. 1, yellow	....	10 20
Cheese, new, twins	....	0 28
Eggs, fresh, doz.	0 33	0 36
Lard, pure, lb.	0 17¼	0 17½
Do., compound	0 13½	0 13¾
American clear pork	32 00	34 00
Tomatoes, 2½s, standard case	....	3 80
Beef, corned, 1s	....	4 00
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	....	0 63
Do., dairy	0 50	0 55
Do., tub	0 52	0 54
Potatoes, per bbl.	1 75	2 25
Corn, 2s, standard, case	....	3 30
Peas, standard, case	....	3 60
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	6 00	6 50
Oranges, California	5 50	7 50
Bananas, lb.	0 10	0 10½
Grapefruit, case	7 50	8 50

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., May 11.—Creamery butter dropped five cents and a further decline is expected. Creamery is now quoted at 40 cents, and a dairy at 30 to 35 cents. Eggs are easy at $8.25 to $8.50. Maple syrup, domestic sardines, canned tomatoes, some package cereals and toilet paper are quoted slightly lower. California strawberries are arriving in fine condition, and 20 cup crates are quoted at $6.00. Local potatoes are selling at $25.00 to $28.00 per ton.

Beans, B.C., per hundred	5 00	5 50
Rolled oats, 80s	....	2 50
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	7 50	8 00
Sago	7 50	8 00
Sugar, pure cane, gran., cwt.	....	12 77
Cheese, No. 1, Ont., large	0 30	0 31
Alberta cheese, twins	....	0 26
Do., large	....	0 31
Butter, Creamery, lb.	....	0 40
Do., dairy, lb.	0 30	0 35
Lard, pure, 3s	....	12 60
Eggs, new laid, local case	8 25	8 50
Tomatoes, 2½s	3 95	4 25
Corn, 2s, case	3 25	4 85
Peas, 2s, standard, case	3 90	4 10
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 15½
Do., 25s, lb.	0 14½	0 16½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 08½
Do., 70-80s	0 08½	0 11
Do., 60-70s	0 12	0 12¾
Potatoes, local ton	25 00	28 00

British Columbia

FROM VANCOUVER, BY WIRE

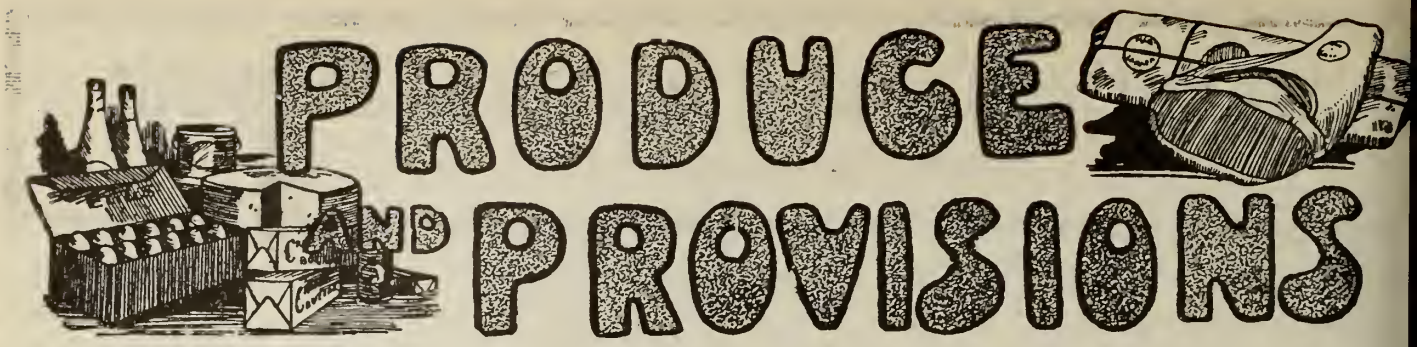
Vancouver, May 11—Sugar dropped 25 cents, now quoted at $11.50 per hundred. Butter is lower at 41 to 45 cents per pound. Eggs are quoted at 33 to 35 cents per dozen. Cabbage selling at six cents per pound. Leaf lettuce $1.50. Okanagan onions and potatoes at $1.00 per bag. Oranges are in demand at $4.25 to $6.50 per case. Lemons are firm at $4.50 per case. Strawberries are $5.00 per case, and cherries 50 cents per pound.

U.S. Merchants Talk of Delivery Through the Post

Washington.—Merchants in the large cities of the country are seriously considering giving up their delivery systems and handing over the entire delivery business to the post office. The belief that this is feasible and would result in economy and efficiency is growing in the larger cities, where a considerable part of the delivery of packages is being done through parcel post service.

That there is a general tendency in this direction was developed at the conference held here recently between Will H. Hays, postmaster-general, and a group of postmasters from the larger cities, who had come to Washington to discuss with Mr. Hays the general conditions of the service and to propose improvements.

The postmaster-general was told that large stores in many cities are seriously considering the possibilities of getting all their delivery business done through the parcel post. It was not possible to give the postmaster-general exact figures to show the cost of parcel post delivery as compared with the cost of delivery by truck, which is now the general practice of the larger stores. Figures secured from Minneapolis showed that the cost of delivery through the post-office is considerably less than the cost of maintaining private delivery facilities.



Potatoes and Onions Must be Graded

Act Now Before the Dominion Parliament Will Regulate the Sale and Inspection of Root Vegetables—Grocers' Section of R.M.A. Approve of The Same

TORONTO, May 9. — The grocers' section of the Retail Merchants' Association, at a largely attended meeting this evening approved of the act now before the Dominion Parliament, to regulate the sale and inspection of root vegetables, particularly potatoes and onions. The act will in all probability become law this week. The grading of these vegetables, as made essential by this act, will result in both retailers and consumers having a better knowledge of what they are buying.

The law known as the "Root Vegetables Act" is as follows:

The Marking of Potatoes

Every person who, by himself or through the agency of another person, offers for sale potatoes in a bag or barrel, shall cause the bag or barrel to be marked in a plain and indelible manner, on a suitable tag, before it is taken from the premises where it is packed:—

(a) With the initials of his Christian names and his full surname and address, or, in the case of a firm or corporation, with the firm or corporate name and address;

(b) With a designation of the grade of potatoes, which shall include one of the following three marks, viz., "Canada-A," "Canada-B" and Canada-C Ungraded."

The letters on the barrel must be not less than three-quarters of an inch in length, before it is taken from the premises where it is packed:—

(a) With the initials of his Christian names, and his full surname and address, or, in the case of a firm or corporation with the firm or corporate name and address;

(b) With a designation of the grade of potatoes which shall include one of the following three marks, viz., "Canada-A," "Canada-B" "Canada-C Ungraded;"

1c. Every person who, by himself or through the agency of another person, offers for sale potatoes, bulk in car lots, shall attach to the invoice or bill of lading covering each car lot, a declaration, in triplicate form, upon which shall be stated:—

(a) The initials of his Christian names, and his full surname and address, or, in the case of a firm or corporation, the firm or corporate name and address;

(b) A designation of the grade of potatoes which shall include one of the following three marks, viz., "Canada-A," "Canada-B" "Canada-C Ungraded."

(c) The initials and number of the car;

(d) The date of shipment of the car.

1c. The grade mark used may be accompanied by any other designation of grade or brand, if that designation or brand is not inconsistent with, or marked more conspicuously than, the one of the said three marks which is used on the said package or declaration.

1d. Every person who, by himself or through the agency of another person, again used, for the sale of potatoes any bag or barrel upon which appears any of the marks required by this section, shall cause such marks to be completely removed, erased or obliterated.

The Different Grades

2. No person shall sell or offer for sale any potatoes upon which are marked any designation of grade representing such potatoes to be of:—

(a) Canada-A quality unless such potatoes consist of sound reasonably mature potatoes of similar varietal characteristics which are practically free, (a) from dirt or other foreign matter, frost injury, sunburn, abnormal growth, (e) growth cracks, cuts, scab, blight, soft rot, (d) dry rot and damage caused by disease, insects, or mechanical or other means.
The diameter (b) of potatoes of the round varieties shall not be less than one and three-fourths inches, but not over twenty per cent. by weight of any lot shall be less than two and one-quarter inches in diameter (b).
In order to allow for variations incident to commercial grading and handling five per centum by weight of any lot may be under the prescribed size, and in addition six per centum by weight of any such lot may be below the remaining requirements of this grade; but not more than one-third of such six per centum, that is to say, not more than two per centum by weight of the entire lot may have the flesh injured by soft rot (d).

(b) Canada-B quality unless such potatoes consist of reasonably mature potatoes of similar varietal characteristics, which are practically free (a) from dirt or other foreign matter, frost, injury and soft rot, (d) and which are free from serious damage (c) (caused by sunburn cuts, scab, blight), dry rot or other diseases, insects, or mechanical or other means.
The diameter (b) of potatoes of this grade shall be not less than one and one-half inches, but not over twe per cent. by weight of any lot of t specified minimum size (one and o half inches) may be included.
In order to allow for variations in dent to commercial grading and ha ling five per centum by weight of a lot may be under the prescribed si and in addition six per centum weight of any such lot may be bel the remaining requirements of t grade; but not more than one-third such six per centum, that is to say, more than two per centum by wei of the entire lot, may have the fl injured by soft rot. (d).

(c) Canada-C Ungraded quality unless s potatoes are not less than one and o half inches in diameter (b).

No False Representation

2e. No person shall sell or offer sale any potatoes in any package, which the faced or shown surface gi a false representation of the contents such package; and it shall be considere false representation when more than per centum of such potatoes are subst tially smaller in size than, or inferio grade to the faced or shown surface.

2F. No person shall sell or offer sale, any potatoes so diseased or oth wise depreciated as to render them u for consumption.

Branding

3. Whenever any potatoes in any pa age are found so packed that the f or shown surface gives a false repres tation of the contents of the packge, Inspector charged with the enforcem of this part may confiscate such pack or packages, which may be destroyed otherwise disposed of as the Mini may direct.

The Barrel

(1) All potato barrels manufactured Canada, for sale in Canada, and all rels containing potatoes for sale Canada, shall contain as nearly as p ticable seven thousand and fifty cubic inches.

(2) The Governor in Council may m regulations:—

(a) to prescribe the quality, form and mensions of all containers in w potatoes shall be packed and the terials of which such containers s be made.

(b) to prescribe penalties not exceed fifty dollars and in default of payn of any such penalty, imprisonment any term not exceeding one month, the violation of the said regulati which penalties shall be recover

upon summary conviction under Part XV of the Criminal Code.

Inspector's Right to Examine

5. Any person charged with the enforcement of this part may enter upon any premises to make examination of any potatoes suspected of being marked or packed in violation of any of the provisions of this part, whether such potatoes are on the premises of the owner, or on other premises, or in the possession of a railway or steamship company.

5A. Any Inspector charged with the enforcement of this part may detain, for the time necessary to complete his inspection, any shipment of potatoes in respect of which he has reasonable grounds for believing there is a violation of the Act. Such potatoes shall at all times be at the risk and charges of the owner thereof, and any Inspector detaining potatoes shall give the owner where ascertained, notice, by prepaid telegram or letter, that such potatoes are being detained, in storage or otherwise, as the case may be.

Offences and Penalties

6. Every person who, by himself or through the agency of another person, violates any of the provisions of sections one and two of this Act shall be liable, upon summary conviction, for the first offence, to a fine not exceeding twenty-five dollars and not less than ten dollars; for the second offence, to a fine not exceeding fifty dollars, and not less than twenty-five dollars; and for the third and each subsequent offence, to a fine not exceeding two hundred dollars and not less than fifty dollars, together, in all cases, with the costs of prosecution; and in default of payment of such fine and costs shall be liable to imprisonment for any term not exceeding one month, unless such fine and costs, and the costs of enforcing them, are sooner paid.

Foreign Enquiries For Canadian Foodstuffs

Manufacturers desiring names of foreign buyers as referred to below can secure them by writing Canadian Grocer, University Avenue, Toronto, and giving number of enquiry.

2847. **General produce.** — A Chester firm are open to represent in North Wales Canadian exporters of all kinds of produce.

2848. **Flour.**—A Manchester firm are in a position to import Manitoba hard and blended flour.

2849. **Flour.**—A Manchester firm are open to purchase flour. Quotations are invited.

2850. **Bacon.**—A Staffordshire firm are open to purchase large quantities of bacon from time to time.

2851. **Bacon.**—A Manchester firm with large connections would like to hear from Canadian exporters of bacon.

2852. **Barley.**—A Manchester firm are in a position to purchase high-grade barley.

2853. A firm of importers in London, whose offices are situated in an exceptionally favorable position near to the produce market at Eastcheap, desire to secure the representation of first-class manufacturers of Canadian produce, with special reference to tinned fruits of all descriptions, such as apples, strawberries, peaches, apricots and jams. They are also interested in condensed milk, macaroni, salmon and lobsters. First-class references.

2854. **Alimentary products.** — French importer in business for twenty-two years would like to get in touch with Canadian firms so as to represent them in France. Would import alimentary products only.

A. Droulias Co., of Patras, Greece, writes on the currant situation: "The total 1920 currant crop in Greece was about 90,000 tons. The percentage of retention is 35 per cent., of which 5 per cent. was in kind and 30 per cent. in cash. We regret being unable to give you any reliable information about the carryover of the old crop, but it was quite a small quantity and was very soon exhausted."

2883. **Flour and grain.**—A company in Abo, Finland, wish to import flour, wheat and rye direct from Canada, and invite offers from Canadian millers and shippers.

2884-2886. **Provisions.**—Three firms of provision dealers at Zagreb, Jugo-Slavia, would be interested to receive particulars from Canadian exporters of alimentary products.

2953. **Condensed and evaporated milk, tinned fruits and jams.**—Old-established firm with extensive connection in the United Kingdom and other overseas markets are desirous of hearing from first-class firms in a position to export the above goods, and appointing them as export agents. Payments would be net cash against documents, Montreal.

2954. **Foodstuffs for Germany.** — A Canadian, formerly resident in Toronto, is opening offices in Berlin, Germany, as a manufacturers' agent, and desires to receive communications from Canadian firms who are in a position to export pure leaf lard and general packers' products; also apples and other Canadian produce.

2955. **Wheat.**—One of the most important and largest British import houses, which has been operating in Japan for many years, desires to receive samples of Canadian wheat. This firm imported Canadian wheat some years ago, and are interested in obtaining both soft and hard qualities. Prices and full information should be sent with samples.

2956. **Codfish, potatoes.** — A firm of bankers, agents and importers in Cuba desire to receive quotations for dried and salted codfish and potatoes. A sample should accompany quotations. References given.

2957. **Vegetable seeds.**—An inquiry has been received from Japan on behalf of a British firm for fifty tons of vegetable seeds of all kinds, preferably of Canadian or Dutch origin. Quotations are desired c.i.f. Yokohama, and full particulars in regard to terms and date of delivery must be provided, together with samples, in first letter.

2989. **Canned salmon.**—A London firm of general merchants and exporters wish to import Canadian canned salmon, and in that regard to effect a connection with Canadian packers and shippers.

2990. **Fruits and foodstuffs.**—A Canadian commencing business in Glasgow asks to be placed in touch with Canadian firms desiring representation here for fruits and foodstuffs of all kinds.

2992. **Wood products.**—Manufacturers' agent in Glasgow, with some years' Canadian experience, desires to represent in this country Canadian woodenware manufacturers.

Increases Sales From 25 Pounds to 100 Pounds of Peanut Butter Per Week

"SINCE making our own peanut butter, our sales have increased from 25 pounds per week to 100 pounds," stated G. H. Knowles, Newmarket, Ont., to a representative of Canadian Grocer recently: "We find customers buying peanut butter who had never used it before. But seeing it ground and the kind of nuts it is made from, they now buy it regularly. Then too the children seem to want more of it, they like to see the mill working, and when they come in with their parents, they easily persuade them to buy."

The mill is installed in such a location that it is readily seen by the customers upon entering the store. No doubt this fact had something to do with the increased sales. The mill is a combination coffee and peanut grinder, one side for peanut butter and the other for coffee. It can be switched to grinding one or the other without any readjustments or assembling of attachments.

To stimulate sales of peanut butter, Mr. Knowles has printed circulars containing a number of recipes and various methods of using peanut butter. These circulars are slipped under the string of a parcel when being delivered and are also handed to customers when they are in the store. These circulars in conjunction with the grinder have been the means of creating an interest in peanut butter that previously did not exist and sales are steadily increasing.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 11.—There are many features to the produce market this week. On account of the early, warm spring, and the advanced state of the pastures, the dairy market is very active with further improvements in the supplies and lower prices quoted on butter, cheese and eggs. The outstanding feature is the further decline on fresh made butter. The supply continues to improve and the demand is also improved. Eggs are lower, and with the bigger production there is an improved demand. Cheese, which has been fairly steady during the last three months, has declined on account of the arrival on the market of a good supply of new made cheese. The export market also shows weakness. The prospects are for a big make of cheese this year. Old cheese is steady in price although in some instances one cent has been deducted from the market quotation. The hog market is steady with a demand for light weight hogs, which covers practically all the offerings. The heavies, however, show a surplus with a consequent weakness.

Record Decline on Butter

Montreal.

BUTTER.—The butter market has reached the lowest point that has been quoted for this season in the last four years. The receipts of butter are large and are 3,861 packages in excess of the receipts of the corresponding week of last year. The wholesale price is ten cents lower than the quotation of one week ago and 24 cents below the price quoted two weeks ago. This remarkable decline is due to the big supplies of fresh made creamery butter offered on the market. Produce dealers look for a steadier market but do not feel that the price will jump very much unless there is an unusually good demand for export. The butter market at the present time is one that should be watched very closely. The production is very good, the demand is good but the decline is abnormal and a reaction might follow.

BUTTER—		
Creamery prints, qual., new..	0 30	0 31
Do., solids, quality, new....	0 28⅜	0 29⅛

Cheese Prices Decline

Montreal.

CHEESE.—The cheese market shows weaker tendencies, partly in sympathy with the butter market, partly on account of the big increase in receipts and to a great extent on account of the falling off in the demand for export. European markets are watching closely the dairying industry in this country and with the big drop in butter, buyers are expecting lower prices on cheese and are therefore holding off. The cheese reports show a decline of from 1 to 5 cents a pound on new cheese. The old cheese, as far as the grocery market is immediately concerned, shows an easier price with a decline of from ¾ to 1½ cents a pound. The principal feature of the market is simply that cheese shows downward tendencies.

CHEESE—		
Large, per lb.	0 24	0 25
Twins, per lb.	0 24	0 25
Triplets, per lb.	0 24	0 25
Stilton, per lb.	....	0 35
Fancy, old cheese, per lb.	0 34	0 35
Quebec	0 26	0 28

Cooked Meats Improved

Montreal.

COOKED MEATS.—There is no change in the quotations on cooked meats. The demand shows improvement with the warmer weather and the market is steady.

Jellied pork tongues	....	0 38
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	..	0 42
Veal	....	0 30
Hams, cooked	0 51	0 57
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 59
Head cheese, 6-lb. tins, per lb.	....	0 16
Do., 25-lb. tin pails, per lb.	....	0 15

Eggs Decline Three Cents

Montreal.

EGGS—The good production of eggs continues and although the demand is good the supply is sufficient to keep the price down and to even cause a further decline in price of 2 to 3 cents per dozen. The price quoted by wholesalers is from 35 to 36 cents per dozen. There is every indication that the production will continue as good as it is at present.

EGGS—		
Fresh eggs, per doz.	0 35	0 36

Haddock Prices Lower

Montreal.

FRESH FISH—There is no change in the fresh fish market this week. Haddock and halibut are in better supply. The supply of fresh lake fish is improved but prices are unchanged. Haddock is lower this week, quoted at 8 cents. Market and steak cod are arriving in larger quantities.

FROZEN FISH		
Halibut, large and chicken	0 20	0 23
Haddock	....	0 08
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 7½	0 8½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11
Doree	0 12	0 13
Whitefish	0 16	0 17
Smelts	0 15	0 20
Fresh Lake Fish	....	0 20
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20
SMOKED		
Chicken Haddies. 15-lb. box	....	0 07
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box	....	0 17
Boneless Herring, per box	....	1 60
Smoked Herrings	....	0 21
Kippers, new, per box	....	2 75
Bloaters, new, per box	....	2 50
Smoked Salmon	....	0 35

Lard Continues Easy

Montreal.

LARD—The easy feeling in the lard market continues with liberal supplies on spot. The demand is only for immediate requirements and the trade is fairly steady under these conditions with no change in quotations.

LARD—		
Tierces, 360 lbs.	0 17	0 18
Tubs, 60 lbs.	0 17½	0 18½
Pails, 20 lbs.	0 18	0 19
Bricks	0 22	0 23

Smoked Meats Steady

Montreal.

SMOKED MEATS—There is a good steady trade in smoked meats with no change in quotations. The demand for bacon is good and supplies are ample to meet requirements.

BACON—		
Breakfast, best	0 36	0 39
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 33
Picnic Hams	....	0 23½
Wiltshire	0 34	0 39
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 35	0 37
Do., 14-20	....	0 35
Do., 20-25	....	0 33
Over 35 lbs.	....	0 30
Do., 25-35	....	0 31

Barrel Meats Unchanged

Montreal.

BARRELLED MEATS—The market for barrelled meats is quiet with no changes in quotations.

BARRELLED MEATS		
Barrel Pork—		
Canadian Short cut (bbl), 30-40	....	43 00
Clear fat backs (bbl.), 40-50 pieces	....	35 00
Heavy mess pork (bbl.)	....	36 50
Plate beef	....	25 00

Hogs and Beef Steady

Montreal.

LIVE HOGS—There has been a better demand for live hogs through the week and prices have ruled steady. The supply of heavy weight hogs is in excess of the demand. There are no changes in the quotations on the cuts of fresh meat and the market shows more activity. There is no change in the quotations on beef. The market is steady with a good demand for supplies.

FRESH MEATS		
Hogs, live (selected off cars)	....	13 50
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 22½	0 23
Fresh Pork—		
Legs of pork (foot on)	....	0 30½

Loins (trimmed)	....	0 35
Bone trimmings	....	....
Trimmed shoulders	0 22	0 24
Untrimmed	....	0 24
Pork sausage (pure)	....	0 25

Fresh Beef— (Cows)			(Steers)	
$0 23	$0 27	..Hind quarters..	$0 25	$0 30
0 11	0 14	..Front quarters..	0 12	0 16
0 35	0 38	..... Loins	0 40	0 45

ONTARIO MARKETS

TORONTO, May 11.—Butter was again in the limelight during the week with another big reduction manifest. The butter market is in a weak condition and further reductions are expected. The cheese market is being influenced greatly by the butter market and prices are gradually sagging to lower levels. Lard is slightly easier and lower. Some brands of shortening in one pound cartons are down slightly, but, generally speaking, the market is unchanged. Eggs tend easier wih lower prices. Live and dressed hogs are further reduced in an easy market. Veal and spring lamb also reach lower levels. Live chickens are slightly easier under increased receipts.

Butter Continues Downward

Toronto.

BUTTER.—With the increasing supply of butter, prices are again reduced around ten cents per pound. Many dealers are looking for further reductions and one dealer who is in close touch with the situation stated that the wholesale price would reach 25 cents by the end of the month. Fresh made creamery prints are quoted at 40 cents for the best quality and 36 cents for second grades. These quotations, however, can be considered purely nominal. In summing up the situation, it was remarked in one quarter that there was "no price for butter, it was just what could be obtained."

BUTTER—		
Creamery prints, No. 1	....	0 40
Do., No. 2	....	0 36

No Change in Cooked Meats

Toronto.

COOKED MEATS.—There is no change in quotations on cooked meats. The market is fairly steady under a seasonable demand.

Boiled hams, lb.	0 50	0 51
Do., square pressed	....	0 55
Boiled shoulders, lb.	....	0 45
Head cheese, 6s, lb.	....	0 15
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 56
Bologna	0 18	0 20

Above prices subject to daily fluctuations of the market.

Cheese Prices Drop

Toronto.

CHEESE.—Quotations on cheese are gradually reaching lower levels, being influenced greatly by the break in the butter market. There is still some old cheese offered which is holding firm at 32 to 33 cents per pound. The new made is easy and lower at 26 to 27 cents per pound.

CHEESE—		
Large, old	0 33	0 34
Do., new	0 26	0 27
Stilton, per lb.	0 33	0 34

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Egg Prices Tend Downward

Toronto.

EGGS.—The egg market continues with a downward trend and with the condition of the export market not showing much encouragement for storage and the fact that production is still on the increase, there is nothing to indicate that the market will show anything but a weak condition for some time to come. Quotations to the retail trade are reduced one cent per dozen.

EGGS—		
New laid	....	0 32
New laid in cartons	....	0 36

Prices shown are subject to daily fluctuations of the market.

Hog Quotations Lower

Toronto.

FRESH MEATS.—Hog prices again declined. Packers were successful in cutting prices 50 cents per hundred and they state that if the demand for their products shows no increase a further reduction will be necessary. Dressed hogs are also lower, lightweight quoted $16 to $18 and heavy $13 to $15 per hundred. Fresh pork cuts are down one to two cents per pound. There is little change in dressed beef or cattle. Veal is easier at 16 to 20 cents per pound. Receipts of lambs showed an increase and prices are lower at $10 to $14 each.

Hogs—		
Dressed, 70-100 lbs., per cwt.	16 00	18 00
Live, off cars, per cwt.	....	11 50
Live, fed and watered, per cwt.	....	11 25
Live, f.o.b., per cwt.	....	10 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 30
Loins of pork, lb.	....	0 33
Fresh hams, lb.	....	0 31
Tenderloins, lb.	....	0 55
Spare ribs, lb.	....	0 15
Picnics, lb.	....	0 18
New York shoulders, lb.	....	0 19
Montreal shoulders, lb.	....	0 19
Boston butts, lb.	....	0 25
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 22	0 25
Front quarters, lb.	0 10	0 12½
Ribs, lb.	0 18	0 26
Chucks, lb.	0 10	0 12
Loins, whole, lb.	0 32	0 38
Hips, lb.	0 18	0 22

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 16	0 20
Spring lamb, each	10 00	14 00
Yearling lamb, lb.	0 25	0 30
Sheep, whole, lb.	0 12	0 15

Above prices subject to daily fluctuations of the market.

Margarine Quiet and Easy

Toronto.

MARGARINE.—The market is easy under a quiet demand and unchanged quotations.

MARGARINE—		
No. 1 one-pound cartons	....	0 27
Nut, in cartons	....	0 25

Fish Prices Steady

Toronto.

FISH.—There is a good steady demand for fish with supplies sufficient to meet requirements. Quotations are steady and unchanged.

FRESH SEA AND LAKE FISH.		
Cod Steak, lb.	0 09	0 10
Do., market, lb.	....	0 09
Halibut, chicken	0 19	0 20
Do., medium	0 22	0 23
Fresh Whitefish	....	0 25
Fresh Herring	0 10	0 11
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 18	0 19
Fall Salmon	0 09	0 10
Haddock	0 10	0 11
FROZEN FISH		
Halibut, medium	0 22	0 23
Do., Qualla	0 09	0 12
Flounders	0 09	0 12
Pike, round	0 06	0 07
Do., headless and dressed	....	0 08
Salmon, Cohoe	....	....
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11
Smelts—		
No. 1, per lb.	....	0 17
No. 2, per lb.	....	0 11
SMOKED FISH		
Haddies, lb.	0 10	0 12
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	....	2 00
PICKLED FISH		
Salmon Snacks, lb.	....	0 24
Labrador Herrings, kegs, 100 lbs.	....	6 25
Do., bbls., 200 lbs.	....	11 75
Do., pails, 20 lbs.	....	2 00
Holland Herrings, Milchers	....	1 15
Do., mixed	....	1 00

Lard Drops Half Cent

Toronto.

LARD.—The slight advance registered on lard quotations last week did not hold and prices are reduced a half cent per pound. There appears to be a little uncertainty as to the future condition of the market. Some packers state that the market has reached the lowest point and a slight increase can be expected, due to the fact that lard is now selling at practically the same price as hogs and present prices do not allow anything for the manufacture. Others state, however, that although present prices do not represent manufacturing cost, there is no indication that there will be any immediate change.

LARD—		
1-lb. prints	0 16½	0 17½
1-lb. tierces, 400 lbs.	0 14	0 14½

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Barrel Pork Lower

Toronto.

PROVISIONS.—The market for provisions has an easy tendency in sympathy with the lower condition of the hog market. The only price change recorded during the week is a reduction of $1 per barrel on barrelled meats.

Hams—		
Small, 6 to 12 lbs.	....	0 38
Medium, 12 to 20 lbs.	....	0 37
Large, 20 to 35 lbs. each, lb..	0 31	0 34
Heavy, 35 lbs. and upwards...	....	0 29
Backs—		
Boneless, per lb.	0 48	0 51
Rolled, per lb.	....	0 60½
Bacon—		
Breakfast, ordinary, per lb.	....	0 40
Do., special trim	....	0 51½
Roll, per lb.	....	0 26½
Cottage rolls	....	0 31½
Wiltshire (smoked sides), lb.	....	0 31½
Do., three-quarter cut	....	0 34½
Do., middle	....	0 37½
Dry Salt Meats—		
Long clear bacon, av. 50-70 lbs.	....	0 19
Do., av. 80-90 lbs.	....	0 17
Clear bellies, 15-30 lbs.	0 19	0 20
Fat backs, 10-12 lbs.	0 16	0 18

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—	
Mess Pork	32 00
Short cut backs, 200 lbs.	40 00
Pickled rolls, bbl., 200 lbs.—	
Lightweight	49 00
Heavy	42 00

Above prices subject to daily fluctuations of the market.

Live Chickens Lower

Toronto.

POULTRY.—Chickens are somewhat easier with prices down two cents per pound. Little dressed stuff is arriving but receipts of live chickens showed a slight increase during the week. Storage stocks are moving at practically the same prices as fresh killed.

Prices Paid by Dealers.

	Live	Dressed
Turkeys	0 35- 0 45	0 45- 0 50
Chickens, spring	0 35	0 58
Roosters	0 25	0 28
Fowl, over 5 lbs.	0 34	0 34
Fowl, 4 to 5 lbs.	0 32	0 32
Fowl, under 4 lbs.	0 25	0 28
Ducklings	0 35	0 35
Guinea hens, pair	1 25	1 50
Chickens, live	0 25- 0 28	0 30- 0 35

Prices quoted to retail trade:

	Dressed
Turkeys	0 60 0 63
Hens, heavy	0 35
Do., light	0 30 0 33
Ducklings	0 45 0 45

Shortening Market Easy

Toronto.

SHORTENING.—There is no change in the shortening market. Prices are steady and unchanged.

SHORTENING—	
1-lb. prints	0 14 0 14½
Tierces, 400 lbs.	0 11 0 11¾

In 60-lb. tubs, ½ cent higher than tierces, and in 30-l. pails, ¾ cent higher than tierces.

WINNIPEG MARKETS

WINNIPEG, May 11.—New made creamery butter and cheese have shown a decline during the week. Cooked meats are in good demand. Ham and bacon remain steady. Large quantities of eggs are arriving. The lard market is lower. Fish is selling freely. The hog market shows no change.

Butter Quoted Lower

Winnipeg.

BUTTER.—A slightly easier feeling is shown in the butter market. New make continues to arrive freely and lower prices are quoted. There is a good demand and No. 1 fresh made creamery is quoted at 45 cents per pound, a reduction of 12 cents per pound.

BUTTER—		
Creamery, best table grade		0 45
Dairy, best table grade	0 24	0 26
Margarine	0 28	0 32

New Cheese Lower

Winnipeg.

CHEESE.—New cheese has declined one cent per pound, now quoted at 29 cents. The demand is only fair.

CHEESE—	
Ont., large, lb.	0 29
Ont., twins, lb.	0 29¼
Ont., triplets, lb.	0 29½
Stilton cheese, large, lb.	0 32

Cooked Meats Unchanged

Winnipeg.

COOKED MEATS. — There is no change in quotations on cooked meats. An improvement in the demand has been shown on account of warmer weather.

HAMS—	
Best quality, skinned, 8-13 lbs.	0 56
Do., 13-16 lbs.	0 53
Roast Ham, lb.	0 59
Roast shoulders, lb.	0 41½
Head Cheese, 1-lb. tins	0 17
Jellied Ox Tongues, lb.	0 60
Pork tongues, lb.	0 50
Luncheon Cooked Meats, lb.	0 23

Active Demand For Hams

Winnipeg.

PROVISIONS.—There has been an active demand for hams but quotations remain unchanged.

Hams—		
8 to 16 lbs., per lb.	0 44	0 45
16 to 20 lbs., per lb.		0 43
Boneless, 8-16 lbs., per lb.		0 49
Skinned, 14-18 lbs., per lb.		0 48
Sklnned, 18-22 lbs., per lb.		0 44
Bacon—		
Sliced, 6 to 10 lbs., lb.		0 59
Cottage Rolls, boneless		0 33
Bellies, 6 to 10 lbs., per lb.		0 44

Egg Market Unsettled

Winnipeg.

EGGS.—The condition of the egg market is rather unsettled. Eggs are arriving freely and the demand has shown an improvement. New laid candled eggs are quoted at 26 cents per dozen.

Lard Market Easy

Winnipeg.

LARD.—The lard market continues with easy tendencies and quotations have declined 1½ cents per pound. Shortening is steady with no change in price.

Pure lard, No. 1 quality, per lb. (in tierces of 400 pounds.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening (wooden pails), 20-lb. pails), per pail	2 85
Shortening, tierces of 400 lbs.	0 12¼

Poultry Prices Unchanged

Winnipeg.

POULTRY.—Receipts of live poultry are light and storage stocks are showing a better movement. Quotations remain unchanged.

D. P. Chickens, 3½ lbs. and under	0 36
Do., 3½ lbs. and over	0 39
D. P. Fowl, 3½ lbs. and under	0 32
Do., 3½ lbs. and over	0 34
Turkeys, mixed weights	0 48 0 50

Halibut in Demand

Winnipeg.

FISH.—Fresh halibut and salmon are arriving in small quantities and the demand is showing an improvement. Halibut is quoted at 20 cents, with salmon at 33 cents per pound.

Black Cod, lb.	0 13
Brills, lb.	0 09
Herring, Lake Superior, 100 lbs.	
sacks, new stock	3 50
Halibut, chicken, cases 300 lbs.	0 15½
Do., broken cases	0 16½
Jackfish, dressed	0 08
Pickerel, case lots	10 50
Salmon—	
Cohoe, in full boxes, 300 lbs.	0 19
Do., in broken cases	0 20
Red Spring, in full boxes	0 24
Do., broken cases	0 25
Soles	0 08½
Baby Whites or Tulibees	0 09
Whitefish, dressed, case lots	0 13½
Do., broken cases	0 14
SMOKED FISH	
Bloaters, Eastern National, case	3 50
Do., Western, 20-lb. boxes, box	2 10
Haddies, 30-lb. cases, lb.	0 14
Do., in 15-lb. cases, lb.	0 15
Kippers, East. Nat., 20 count, per count	3 25
Do., Western, 20-lb. boxes, box	2 25
Fillets, 15-lb. boxes, lb.	0 19
SALT FISH	
Steak Cod, 2s, Seely's, lb.	
Acadia Strip Cod, 30-lb. boxes, lb.	
Acadia Cod, 12-2s, wood boxes, lb.	
Do., 20-1s, tablets, lb.	
Holland Herring, Milkers, 9-lb.	
Do., pails, per pail	1 35
Do., mixed, 9-lb. pails, per pail	1 25
Labrador herrings, 100-lb. bbls., per barrel	7 00

Hog Market Unchanged

Winnipeg.

FRESH MEATS.—Hog receipts have been very light and selected hogs are quoted at $12.50 per cwt. Trading on the cattle market has been quiet with only a limited number of good quality steers being available. Few sheep and lambs are arriving.

Selected, live, cwt.		12 50
Heavies		9 50
Light		11 50
Sows		6 50
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 25	0 31
Spare ribs		0 16
Loins of pork, lb.		0 30
Fresh hams, lb.	0 20	0 35
Picnics, lb.		0 19
Shoulders	0 16	0 19
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 20
Front quarters, lb.	0 09	0 11
Whole carcass, good grade, lb.	0 12	0 16
Mutton—		
Choice, lb.		0 17
Choice long hinds (leg and loin)		0 26
Choice Stews		0 12½
Lambs—		
Choice, 30-45 lbs.		0 25
Veal—		
Good veal, 40 to 80 lbs., hind quarters		0 20

Sends Cards to Automobile Owners

There is a grocer in a live Ontario town that goes after picnic trade in a unique way. In the town are a very large number of automobile owners, who, throughout the summer months spend their week-ends and holidays picnicking in the country. This merchant has a fairly comprehensive list of the owners of cars. To them he sends cards from time to time, with the suggestion of some special line that will no doubt be appreciated at a picnic meal. There are many, many such things. He has found the scheme has worked splendidly. The fact that the recipient feels you have taken the trouble to suggest things to her, invariably means a sale. Of course, such a plan is always accompanied by a good window and counter display.

The Pure Lard That Increases Trade—

EVERY dealer who handles Davies' Pure Lard is assured of having satisfied customers. This will bring a steady increase in business and a popularity to your store.

Davies' Pure Lard is absolutely pure—made under the supervision of Government inspectors. It contains nothing but pork fats, into which has been rendered the pure leaf of the hog.

This gives Davies' Pure Lard a quality which places it in very high esteem by everyone who uses it.

Order some to-day. Put up in tierces, tubs, pails, cases, 10's, 5's, 3's, also cartons.

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An Inviting Selection for Summer Luncheon

"Brunswick Brand" Sea Foods

Your most discriminating customers will be pleased with BRUNSWICK BRAND SEA FOOD PRODUCTS and ask for more after a trial of this excellent and nourishing food —Just the thing for picnics and other Summer Outings.

All freshly caught fish from clear ocean waters. Their exquisite flavor is inviting.

Part of our selection:

¼ Oil Sardines
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Kippered Herring
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Herring in Tomato Sauce

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The first lives in Hamilton—George Travers is the name we will know him by.

A few months ago he wrote us to analyze some stock he held. By chance he learned through a friend, of THE FINANCIAL POST Investors' Inquiry Service. $3,000.00 he had paid for what were now mere scraps of paper. The whole lot of prettily engraved certificates wasn't worth over $150.00.

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St. Charles Brand, Family, 48 cans	6 00
Jersey Brand, Family, each 48 cans	6 00
Peerless Brand, Family, each 48 cans	6 00
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

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Reindeer Brand, large, each 24 cans	$7 00
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Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case	$4 80

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40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 10
40 lbs. Canada Corn Starch, 1 lb. packages, per lb..	0 08½
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40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., 1 lb. packages	0 08½
(20 lb. boxes ¼c higher, except Potato Flour.)	

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2-lb. tins, 2 doz. in case	$5 1
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10-lb. tins, ½ doz. in case	5 6

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24—2-lb. tins, per case	4 5
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10-lb. tins, ½ doz. in case	5 0
(5, 10, and 20-lb. tins have wire handles.)	

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No. 1, 24 tins, 1 lb.	$ 6 7
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16 oz. tins, 2 dozen per case	10 2
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	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

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Keen's Oxford, per lb.	0
In cases, 12 12-lb. bxs. to case	0

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Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1
Forest and Stream, tins, 9s, 2-lb. cartons	1
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Master Workman, 2 lbs.	1
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County ..... Province .....

Buy direct from British West Indies and Save Exchange

This Week's Offer

To Wholesalers and Manufacturers

Due to arrive direct from the British West Indies on or about May 23rd, 1921

New crop Barbados, St. Lucia, and St. Vincent Molasses

In puncheons and tierces.

Pure Trinidad Honey in cases of 112 lbs. Net. Two Tins to the case.

We can also quote on

Trinidad and Venezuelan Cocoa, Coffee, Cocoanuts, Oranges, Grapefruit, Nutmegs, Ginger and other Spices, also Dyewoods, Native Timbers, etc.

Special quotations to large buyers

Our years of experience and Southern Connections are at your disposal at all times.

Your Enquiries Solicited

Canadian Export & Import Trading Co.

Manufacturers and Commission Agents

47-49 Upper Water St., Halifax, N.S.

Agencies:

Central America, British and French Guianas, West India Islands

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & Co.

Hamilton and Winnipeg

THE COWAN CO., LTD.,

Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz...	$5 60
Perfection, ¼-lb tins, doz. .	1 55
Perfection, ½-lb. tins, doz..	2 85
Perfection, 10s size, doz. ..	1 10
Perfection, 5-lb. tins, per lb.	0 41

UNSWEETENED CHOCOLATE

Supreme Chocolate, 6-lb. boxes, per lb.	0 40
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 00
Perfection Chocolate, 10c size, 2 doz. in box, per box....	1 80

SWEET CHOCOLATE

Eagle Chocolate, ½s, 6 lbs. in box, per lb.	0 32
Eagle Chocolate, 10c size, 2 doz in box, per box.....	1 80
Diamond Chocolate, 10c size, 2 doz. in box, per box	1 80
Diamond Chocolate, 5c cakes, 20 cakes in box, per box..	0 75

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb...	0 42
Milk Croquettes, 5-lb. boxes.	0 40
No. 1 Milk Wafers, 5-lb boxes, 30 boxes in case, per lb. ...	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 39
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.....	0 39
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb...	0 39
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 39
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	$2 15
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 00
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 40

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.....	5 75
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	3 15
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	6 00
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 25
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 00
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	1 90
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	1 90
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	1 90
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 10
20—1c Milk Chocolate Sticks,	

BRODIE & HARVIE, Ltd.

14 Bleury St., Montreal.

XXX Self-Raising Flour, 6-lb. packages, doz.	$5 60
Do., 3 lbs.	2 85
Superb Self-Raising Flour, 6 lbs.	5 40
Do., 3 lbs.	2 75
Crescent Self-Raising Flour, 6 lbs.	5 50
Do., 3 lbs.	2 80
Buckwheat, Self-Raising, 1½ lbs.	1 50
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1 50

SMALL'S LIMITED, MONTREAL

FOREST CREAM MAPLE SYRUP

Price Delivered	F.o.b. Factory	Ont. & Marit.
36—10 ozs., bottles..	$8 10	$ 9 85
24—16 ozs., bottles..	7 75	8 55
12—32 ozs., bottles...	6 95	7 85
24—28 ozs., tins	9 90	10 60
12—80 ozs., tins	14 25	15 25
6—160 ozs., tins ...	13 85	14 90
1—5 gall. tins	13 50	14 55
In barrels, per gal. .	1 50	2 70

FOREST CREAM PURE SYRUP

36—10 ozs., bottles...	$ 6 65	$ 7 40
24—16 ozs., bottles..	6 15	6 95
12—32 ozs., bottles..	5 35	6 05
24—28 ozs., tins	7 10	7 80
12—80 ozs., tins	10 30	11 30
6—160 ozs., tins ...	9 80	10 80
1—5 gal. tin	9 50	10 55
In barrel, per gal. ..	1 70	1 90

STANDARD SUGAR SYRUP

36—10 ozs., bottles..	$ 5 75	$ 6 50
24—16 ozs., bottles..	5 25	6 05
12—32 ozs., bottles..	4 45	5 15
24—28 ozs., tins	5 45	6 15
12—80 ozs., tins	7 95	8 95
6—160 ozs., tins....	7 50	8 50
1—5 gal. tin	7 05	8 10
In barrel, per gal. ..	1 20	1 40

FOREST CREAM MAPLE BUTTER

24—13½ ozs., tins ..	$ 4 65	$ 4 75
24—2½ lbs,. tins	11 75	12 80
1—30 lbs., pail	4 80	....
2—30 lbs., pails ...	9 80	10 85
In barrel, per lb. ...	0 14	0 15½

FOREST CREAM AMBER HONEY

48—No. 1 Tumblers..	$ 6 40	$ 6 85
24—No. 3 Tumblers..	6 90	7 40
24—2½ lbs., tins ...	19 75	20 85

FOREST CREAM PEANUT BUTTER

48—No. 1 Tumblers..	$ 5 30	$ 5 75
24—No. 3 Tumblers..	4 75	5 25
24—2 lbs., tins	11 80	12 65
1—24 lbs., pail	4 55	....
2—24 lbs., pails ...	9 75	10 60
In barrel, per lb....	0 17½	0 19

FOREST CREAM SALTED PEANUTS

1—15 lbs., pail ...	$ 2 75	$ ....
2—15 lbs., pails ..	6 05	6 60
In bags of 85 lbs...	13 15	14 50
In barrel, per lb. ...	0 16¼	0 18

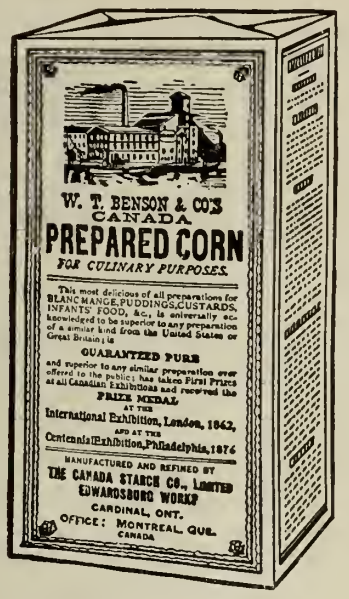
FOREST CREAM PEANUTS. MAPLE SUGAR COATED

72—5c packages	$ 2 40	$ 2 55
48—No. 1 Tumblers..	4 95	5 30
24—No. 3 Tumblers..	4 45	4 85
24—1 lb., tins	8 45	8 90
1—12 lbs., pail	3 85	....
2—12 lbs., pails ...	8 20	8 65

FOREST CREAM SALTED PEANUTS (BLANCHED)

72—5c packages ...	$ 2 40	$ 2 55
48—No. 1 Tumblers..	4 40	4 75
24—No. 3 Tumblers..	3 60	4 00
24—1¼ lbs., tins ...	8 50	9 00
1—15 lbs., pail	3 10	....
2—15 lbs., pails....	6 50	7 00

BENSON'S CORN STARCH



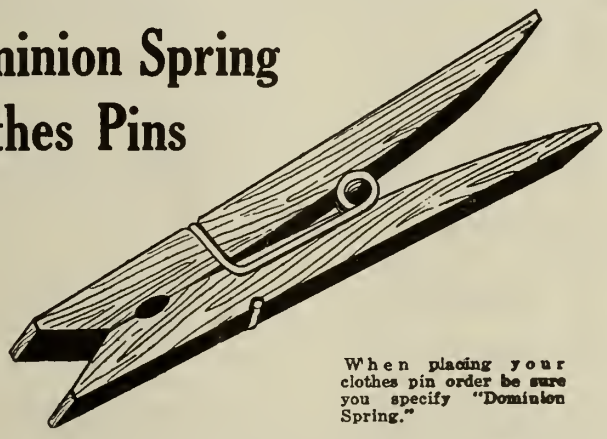
APPETITES have to be tempted in warm weather. Heavy dishes give way to light and dainty ones, most of them made with Benson's Corn Starch.

Will some of your regular customers be disappointed because you have not anticipated your requirements.

THE CANADA STARCH CO., LIMITED
MONTREAL

Makers of Crown Brand Syrup, Lily White Syrup, Mazola and Benson's Corn Starch

Dominion Spring Clothes Pins



When placing your clothes pin order be sure you specify "Dominion Spring."

There's Greater Satisfaction

selling **Dominion Spring Clothes Pins** because they are made stronger and will hold better than any other clothes pin.

Dominion Clothes Pins never split. They will last for years and their profit margin makes selling them a worth-while proposition.

The J. H. Hanson Co., Ltd.
244 St. Paul St. West, Montreal

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Spring and Summer Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST. W., MONTREAL

Special Prices—This Week

on

Ice Cream Cones

Guaranteed sound and pure.
In lots of 5 M cones

No. 7 Velvet Cake.....$5.25 per M.
No. 15 Sterling Cake.. 4.75 per M.
No. 18 Queen Quality.. 3.75 per M.
No. 17 Dandy Crisp .... 3.50 per M.

All F.O.B. Guelph.

Prices during the season will be higher. Stock up **Now** at these attractive prices.

Hugh Walker & Son, Ltd.
Established 1861
GUELPH, ONTARIO

PINEAPPLE
PRESERVING TIME

The season is at its height and prices at their lowest.

Kindly place your orders this week.

Valencia Oranges, Lemons, Tomatoes

Strawberries Arriving Daily

Cabbage, Carrots, Asparagus

Everything the best and the largest assortment to select from.

WHITE & CO., LTD.
TORONTO

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When Writing to Advertisers Kindly Mention This Paper

BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

New stoneware catalogue just out, prices effective April 1st. Yours for the asking.

The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St John's, Nfld.

Order from your Jobber to-day
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivary 7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

BARRELS
From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

Information
We can keep you posted with all daily news and business Tips.
Canadian Press Clipping Service
143-153 University Avenue, Toronto

CALIFORNIA FRUIT DAMAGED BY FROST

Reports from the coast indicate that the succession of frosts during the month of April seriously damaged California's fruit crop. The Raisin Association estimates that the damage will lessen the raisin output 65,000 tons.

In the Santa Clara Valley some damage is reported to the prune crop as well as other varieties, although other districts in the State suffered worse than the Santa Clara Valley. The prune crop promised to be pretty heavy there in any event and it is thought it could stand a little thinning advantageously. On the other hand, apricots are going to be quite short as they were not plentiful before the frosts. Napa and Sonoma counties have reported considerable damage to the French prune crop.

The California Peach and Fig Growers' Association announces that reports coming in to it advise of considerable damage to peaches and figs, particularly in certain sections.

R.M. FLEXIBLE
BREAK? NO FEAR IT'S AN R. M. FLEXIBLE
Before Burning
After Shaping on burner
GAS MANTLES.
THE MANTLES THAT YOU... CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R. M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

TANGLEFOOT PRODUCTS
STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH and ANT POWDER.
THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk Pickles, Mincemeat, etc.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

AGENCIES WANTED

SALESMAN DESIRES TO REPRESENT strong competitive house for Northern Ontario. A firm which desires this trade and which favors a branch in the territory are the people advertiser wants to link up with. Box 26, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE

FOR SALE—GROCERY AND BAKERY BUSIness. Dwelling red brick. All conveniences; barn, etc. Apply Box 10, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—SOLID BRICK BUILDING, 35 FT. by 100 ft., in the centre of Mount Joli. One of the best equipped stores in the province. A great opportunity for a smart man with capital. Could make one hundred thousand dollars of business easily. It is situated in a rich agricultural centre and a town of over three thousand population. Would sell on account of poor health. Box 136, Mount Joli, P.Q.

FOR SALE—NO. 1 YELLOW DUTCH SETTS at 5 cents per lb. F.o.b. Hensall Station. Not less than 50 lbs. to one address. J. Gascho & Son, Zurich, Ont.

FOR SALE — GENERAL STORE IN THE heart of the famous Creston Valley; stock consists of general merchandise. Building can be bought or leased on terms. For further particulars write Box 52, Creston, B.C.

OPPORTUNITIES ARE OFFERED EVERY ISSUE ON THIS PAGE

Watch Them!

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

CHOICE YELLOW DUTCH SETTS FOR SALE. 4c lb. F.o.b. Dublin, bags free. Querengesser & Diegel, Brodhagen, Ont.

HELP WANTED

WE REQUIRE A FIRST-CLASS STOCK AND cost man for wholesale Grocery Department, with good credentials. Box No. 28, Canadian Grocer, 153 University Ave., Toronto, Ont.

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.

When writing Advertisers kindly mention this paper

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

READER'S NOTICE

Regarding

CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this advance notice. Be sure to give your old address as well as the new one.

YOUR DEPARTMENT OF SERVICE

Canadian Grocer

Classified Advertisement Section

143 UNIVERSITY AVE., TORONTO
PHONE ADELAIDE 5740

RID-OF-RATS

The Killing of one single Rat or Mouse now, may mean the destruction of a whole Brood. Spring and Summer are the Seasons when they Breed and Propagate. Rid-of-Rats is Non-Poisonous and can be used anywbere without Risk. Send for full information on Rid-of-Rats and our Other Products. It is Interesting Reading Matter.

Representatives Wanted Everywhere.

THE BERG & BEARD MFG. CO., Inc., 100 Emerson Place, Brooklyn, N.Y.

Do you know that practically every desirable customer in your city sees a Procter & Gamble advertisement once or twice a month? That is one reason why P & G products sell steadily.

More than just a salesman

A representative of the Procter & Gamble Company calls on you, not merely to take your orders, but to help you to resell Procter & Gamble goods at a fair profit to yourself.

The Procter & Gamble man is more than a salesman. He is a man well trained in the best methods of retail selling. He knows conditions; he knows how other successful grocers are working; and he knows the exact value of the goods he is selling.

Consider him as a business counsellor—a business friend. Only then can you get a fair idea of what Procter & Gamble service means—only then can you understand fully the interest the Procter & Gamble Company has in your success.

The Procter & Gamble Distributing Co.
of Canada, Limited

50 Bay Street, Toronto, Canada

Send mail orders to nearest address

DAYTON

Interior of grocery store of Wilkins & Jackson, 487 Richmond St., London, Ont., showing equipment of Dayton service-givers which makes possible rapid service to patrons at any hour of the day.

Don't Tell People You're Honest and Efficient

PROVE IT—

All day and every day by using Dayton Scales and plenty of them.

A satisfied customer is your best advertisement. Dayton Scales, Dayton Meat Slicers, and Dayton Cheese Cutters give full satisfaction and safeguard your profits.

HONEST SERVICE

The International Dayton Scale gives accurate weight to the fraction of an ounce.

It computes to the fraction of a cent the money value of the goods weighed.

It saves time and prevents errors, enabling the merchant to get the profit to which he is entitled and insures the customer that he gets full value for the money he expends.

EFFICIENT SERVICE

The International Dayton Scale saves the time of clerks and the time of customers every time anything is weighed.

It engenders confidence in the customer's mind in the integrity of the store that uses it.

It is a standing medium of good-will between merchant and customer. It brings the business that stays, which is the business that pays.

International Business Machines Co., Limited

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, St. John, N.B., Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

CANADIAN GROCER

Member of The Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV. PUBLICATION OFFICE: TORONTO, MAY 20, 1921 No. 20

Every Grocer

knows

Cascade
Pink
Always Uniform

Big Horn
Pink
Standard Quality

Tip Top
Pink
With its Guarantee

Wellington
Pink
Worthy of its Name

are Trade Winners

B. C. Fishing and Packing Co., Ltd.
Vancouver, B. C.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

"Good Merchandising"

includes

"Price Maintenance"

YOU are in business to make money. "Lazy" merchandise is a drag on your business. Active goods represent big profit possibilities.

But the profit opportunities in any merchandise are also dependent upon "price maintenance."

O-Cedar products rank high in *Both* respects. Their trade popularity is due as much to the ease with which their full selling prices are obtained as to the rapid turnover their steady demand makes possible.

CHANNELL LIMITED
TORONTO

O-Cedar Polish

In Bottles - 30c and 60c.
In Tins - $1.50 to $3.50

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

Now is the time to feature

BORDEN'S St. Charles Milk

Warm weather months always increase the sale of Borden's Milk Products. For the hundreds of your customers who go picnicking, camping, or for those who stay at home this Summer, BORDEN'S ST. CHARLES MILK, BORDEN'S REINDEER COFFEE, and BORDEN'S REINDEER COCOA will prove unusually popular sellers.

Order a good supply and feature them in your window. A good "camper's necessities" window, including plenty of BORDEN'S ST. CHARLES MILK, REINDEER COFFEE AND COCOA, has brought excellent returns to many Canadian grocers. Try one —it will do the same for you.

MONTREAL **The Borden Co. Limited** VANCOUVER

CLARK'S SUMMER SELLERS

QUALITY MEALS

READY TO SERVE

PORK AND BEANS

Soups, 13 Kinds	Potted Meats	Tomato Ketchup
Roast Beef	Devilled Meats	Peanut Butter
Loaf Meats	Tongue, Ham and Veal	Mincemeat
Ox Tongue	Beefsteak and Onions	Table Syrup
Lunch Tongue	Sliced Smoked Beef	Molasses

Spaghetti with Tomato Sauce and Cheese Canadian Boiled Dinner

And Other Good Things

Look for this CANADA EST 24 APPROVED on the Labels

The Government Guarantee of Purity

W. CLARK, LIMITED - MONTREAL

It Pays to Feature These Quality Products

Here are two imported products from France that will pay you good profits and build up a satisfied trade:

"Neptune" Vichy Water
"Chateau-Robert" Vichy Lemonade

"Neptune" Vichy Water, in cases of 50 quarts. A better quality Vichy than most imported table waters and lower in price.

"Chateau-Robert" Vichy Lemonade, packed as follows: in cases of 50 quarts, in cases of 50 pints, in cases of 100 pints, in cases of 100 half pints. A healthful, refreshing drink for the hot summer months that will fully satisfy the requirements of your exclusive trade.

Write and ask us about these products. We will gladly send you samples upon request.

Laporte, Martin, Limitee

Established 1870 *Wholesale Grocers*

584 St. Paul St. West, Montreal

PURITY FLOUR

means satisfied customers for you.

Made from the finest Canadian wheat by expert millers, it has a reputation among the housekeepers of Canada for being as good for pastry as it is for bread.

A good stock of all sized packages of PURITY FLOUR is your best asset.

"More Bread and Better Bread Better Pastry"

Western Canada Flour Mills Co., Limited

Toronto **Winnipeg**

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

PUBLICATIONS ON INTERIOR DECORATION AND ARCHITECTURE

Can you advise me of the names of publications dealing with interior decoration, also of architectural publications?

The Trout Creek Store Co., Limited,
Trout Creek, Ont.

Answer—There is a publication called Interior Decorations, by Frank Parsons, published by the Doubleday Page Co., New York or Boston. For a good book on architectural and home building, we would refer you to Keith's Magazine, 204-205 Abbey Building, Minneapolis, Minn.

SHOW CARD WRITING

Can you advise us where to obtain necessary instructions in show card and price card writing?

Messrs. H. G. Smith, Limited,
North Broad Street,
Regina, Sask.

Answer.—You could obtain this from the Brennan Show Card Systems, 269 College St., Toronto. The material for the show cards you could get from the Art Metropole, 14 Temperance Street, Toronto; Geo. M. Henry, 215 Victoria Street, Toronto; Artist's Supply Company, 77 York Street, Toronto; A. Ramsay & Son, Montreal, Que.; Reliance Ink Company, Winnipeg, Man.

OYSTER SHELL FOR POULTRY

Please give me name and address of firms making oyster shell for poultry feed by car lots?

J. A. Pedget,
Lindsay, Ont.

Answer.—For firms making oyster shells for poultry feed we would refer you to Gunns, Limited, Toronto, Ont.; A. & R. Loggie, Loggieville, N.B.; Shaw & Ellis, Pocologan, N.B.; also Peerless Oyster Shell Co., Baltimore, N.Y., U.S.A.

BOTTLES AND CANS

Please give address of a bottle manufacturer, also manufacturer of cans.

N. P. CORMIER,
Amherst, N.S.

Answer.—Bottles: Dominion Glass Co., Beaver Hall, Montreal, and Toronto, Ont.; Dominion Bottle Co., 198 Chestnut St., Toronto. For Cans: A. R. Whittall Can Co., Montreal and Toronto; American Can Co., Hamilton, Ont.; Macdonald Manufacturing Co., Spadina Ave., Toronto; The Ross Can Co., Bowmanville, Ont.

BUSINESS LAW AND GROCERS' ENCYCLOPAEDIA

Will you kindly advise us which in your estimation is the best publication on business forms and business law, also the best encyclopaedia published on groceries, spices, etc?

John P. Miller & Son,
Pembroke, Ont.

Answer.—One of the best works we know of on Business Law is "The Digest of Mercantile Laws of Canada," by W. H. Anger, Law Book Publisher, Toronto. Mr. Anger has lately got out the 1920 edition. We can recommend this book to you.

The best encyclopaedia published on groceries, etc., is the Grocer's Encyclopaedia published by Artemas Ward, of New York. We are the exclusive agents in Canada for this book. It is a large volume illustrated with half tones, many of which are in colors. The price is $10.50. During the last few years we have sold scores of these encyclopaedias and we do not know of a single case where the purchaser was not satisfied. Address Canadian Grocer, MacLean Publishing Co., Toronto.

CREAMERY BUTTER

We would be obliged if you would inform us of any firm where we can purchase good creamery butter in one or two-pound prints.

The Exploits Valley Royal Stores, Ltd.,
Grand Falls, Nfld.

Answer—Gunn-Langlois Co., Montreal, and Gunn's, Limited, Toronto; Swift-Canadian Co., Toronto, Ontario; Wm. Davies Co., Ltd., Montreal and Toronto; Harris Abattoir Co., Montreal and Toronto; Bowes Co., Ltd., Toronto, Ontario.

NAMES OF CANNERS OF RASPBERRY JAM

Being subscribers, may we enlist your help to obtain a list of the names of canners of raspberry jam? We should like to buy direct.

Old Country Subscriber.

Answer—List has been mailed.

RUBBER STAMPS AND ELECTRIC ROYAL MEAT CHOPPER

Kindly send address of C. W. Mack Rubber Co., or firm that handle rubber stamping outfits. Also address of firms handling Electric Royal meat choppers.

S. Brickell, Box 37,
Port Hope, Ont.

Answer—C. W. Mack, 46 Adelaide Street West, Toronto, or Superior Manufacturing Company, 93 Church Street, Toronto.

Regarding address of firm handling Electric Royal meat choppers, these are manufactured by the A. J. Deer Company, Hornell, N.Y.

BOOKS ON BASEBALL RULES

Have you a book with full instructions for baseball umpires' use? Also rules of the game, or could you give address where I could buy one?

A. McGillivray,
General Merchant,
Dalrymple, Ontario.

Answer—For baseball umpire's use and also rules of baseball game, etc., we would refer you to the following firms: A. G. Spalding & Bros., 207 Yonge St., Toronto, Ont.; Harold A. Wilson Co., Ltd., 299 Yonge St., Toronto, Ont.; Lion Manufacturing & Sporting Goods, 429 Yonge St., Toronto, Ont.; Percy A. McBride, 406 Yonge St., Toronto, Ont.; Nerlich & Company, 146 Front St. West, Toronto, Ont.

NAMES OF PRODUCE DEALERS

Will you kindly advise us the names and addresses of two or three reliable produce dealers at Montreal?

Messrs. T. H. Rodgers & Son,
Carnavon, Ont.

Answer—We take pleasure in recommending to you the following produce merchants in the city of Montreal as being reliable and well established merchants in this province: Gunn, Langlois & Co., Ltd., 105 St. Paul St. East; Z. Limoges & Co., 22 William Street; Hodgson, Rowson & Co., Ltd., 67 William Street; Wilfrid Champagne, 173 St. Paul St. East.

PEA FLOUR, CHUTNEY, ETC.

Can you tell me where I can purchase the following articles: Parmesan, Symington's Pea Flour, Tamarinds, Chutney Sauce?

E. E. Hopper,
St. Thomas, Ont.

Answer—Regarding the Parmesan Cheese, we find this is handled by Stewart, Menzies Co., 32 Front St. West, Toronto, but at the present time they have none in stock. They hope to have some in the future, and by the time you get in touch with them they may be able to supply you with this. Stewart, Menzies & Company also handle Chutney Sauce. For Tamarinds you might be able to get these from Rennie Seed Company or Simmers Seed Co., Toronto, Ont. Symington's Pea Flour, Fred. P. Robson & Co., Front St. E., Toronto, Ont.

In the "Enquiry Page" in recent issue a merchant asked for names of manufacturers of malt extract. The Malt Products Co., Manning Chambers, Toronto, and Guelph, Ont., should have been included in the list.

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

For Subscribers

INFORMATION WANTED

Date 1921

Please give me information on the following:—Name. .....

Address .....

.....

.....

How Many Profits Do You Pay?

Galt's Superb Coffee is the finest drinking coffee in the world.
It is shipped within 24 hours of roasting.
The price is 38 cents a pound delivered, in 25-lb. lots.
A better coffee can't be had. Why not buy direct and get the extra profit?

D. A. GALT 107 Front St. E. TORONTO

"Starts where Soap leaves off"

CHARM will make a big hit with your customers.
CHARM cleans everything without injury to the hands or fabrics.
CHARM does things Soap cannot do.
CHARM softens the hardest water.
CHARM is a big seller—a sure repeater.
CHARM sells for 25c with a fine profit.

GALT CHEMICAL PRODUCTS LIMITED
GALT, ONTARIO

The Following NONSUCH SPECIALTIES

are good sellers and offer very fine profits

Nonsuch Liquid Shoe Dressing,
Nonsuch Jumbo Shoe Enamel.
Nonsuch Lily White Shoe Dressing
(For canvas shoes—Liquid and Cake)
Nonsuch Black Cat Shoe Dressing

Selling Agents for
Manitoba, Saskatchewan and Alberta
STROYAN, DUNWOODY CO.
Confederation Life Bldg., Winnipeg

The Nonsuch Mfg. Co.
Limited
Toronto, Can.

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son Box No. 266 **Stratford, Ont.**

A Superior Separated Milk Powder

Every wholesale grocer stocks it
Good grocers sell it in yellow tins

Phone College 2040

The Drimilk Co., Limited
Courtland, Ont.

Donald H. Bain Co.
Winnipeg
Western Distributors

Executive Offices: Spadina Crescent, Toronto
Eastern Offices: 332 Bleury Street, Montreal

Old Colony Maple Syrup
and our Delicious Maple Sugar
HAVE NO EQUAL FOR

PURITY —
QUALITY —
FLAVOR —

Write for prices **All orders filled through jobbers**

CANADIAN MAPLE PRODUCTS, LTD.
250 Van Horne Street, TORONTO

Representatives

MAN., SASK., AND ALTA.
W. H. Escott Co., Ltd.
Winnipeg, Man.

QUEBEC
A. Dumoulin & Co.
157 Commissioners St. E.
Montreal, Que

BRITISH COLUMBIA
Johnson-Lieber Mercantile Co.,
Vancouver, B. C.

MARITIME PROVINCES
Supplies Limited
Kentville, N.S.

EUREKA

REFRIGERATORS

are so built that a constant, positive circulation of cold, dry air is maintained. This feature fully covered by patents.

Your customers will appreciate the care you give to keep your perishables sweet and wholesome.
Don't repeat last summer's waste.
Get a Eureka.

Write for our new catalogue.

Eureka Refrigerator Co., Limited
Head Office: Owen Sound
Branches: Toronto, Montreal, Hamilton

More Than a Century of Supremacy—

The established reputation for quality of S. & P. products is a source of pride to us—and of profit to you.

Stickney & Poor's
Seasonings and Flavorings

represent the best obtainable. Selected from the choicest crops the world produces — carefully graded and ground in our own mills —they reach the consumer fresh, full strength and in perfect condition.

Your co-operating servant,
MUSTARDPOT.

STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

Your Customers

Will recognize outstanding excellence in Macaroni as well as in tea, or catsup or potatoes.

Just give them the opportunity. Induce them to take home **only** one package of

Then we shall not have to tell you how good it is.

Your own customers will do that for us.

The Columbia Macaroni Co., Limited
Lethbridge, Alberta

To-day She Wants Food To Be

Nutritious

Tasty

Of Pleasing Appearance

Low Cost

Here it is →

Caught in
Deep Salt Water

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

GIBSON-PATERSON-BROWN
LIMITED
Grocery Brokers and Manufacturers' Agents
WINNIPEG: CALGARY: VANCOUVER

G. B. Thompson & Company
LIMITED
Wholesale Grocery Brokers and Commission Merchants
149 Notre Dame Avenue East, WINNIPEG
Established 1898
We Have Track and Storage Facilities

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

Western Transfer & Storage, Ltd.
OFFICIAL CARTERS FOR
C.P.R., C.N.R., E.D. & B.C. Central Canada Ry., G.T.P. and A. & G.W.
DISTRIBUTION—STORAGE—CARTAGE
P.O. Box 666, Edmonton, Alta.
Members of the Canadian Warehousemen's Association

These one-inch spaces only $2.20 per insertion if used each issue in the year.

LE 75 French Cigarette Papers

Finest Quality

A White Gummed Paper That Will Satisfy Your Trade

This cut is a facsimile

of the actual package

100 Leaves to Book
Automatic Doubles
50 Books to Box

Order to-day from your jobber

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers
Head Office, WINNIPEG, MAN.
Branches:
SASKATOON REGINA CALGARY EDMONTON VANCOUVER LONDON, ENG.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

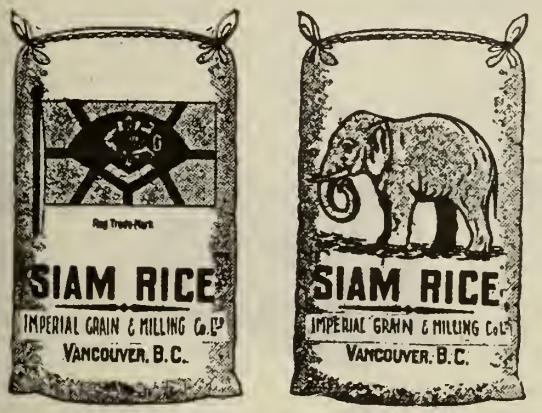
have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

QUAKER BRAND

Quaker Brand canned fruits and vegetables are the choicest products of the fertile valleys of British Columbia.

Canneries are located at strategic points throughout the Province in the centres of each district where certain fruits or vegetables reach their highest perfection.

In stocking Quaker Brand you offer your customer the best canned goods Canada can produce.

Dominion Canners B. C. Ltd.

Head Office: Vancouver, B.C.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

A "Result Producing" Marketing Organization

The only way to size up the efficiency of a selling organization is by the results it has produced.

Judged by these the "House of Scott-Bathgate" stands out head and shoulders. It will pay you to investigate our personal service.

We have placed Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies in the West.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

Thompson's Sealed Salted Peanuts

Packed in drum-shaped packages to retail at 5c. Forty packages to a carton. 22 cartons to a case.

Order from your jobber To-day

"Nifty Brand" whole blanched Jumbos, in 5 lb. tins, with envelopes. Packed in Canada by

A. E. THOMPSON

Box 2015 **WINNIPEG**

G. B. THOMPSON & CO., *Western Distributors, Winnipeg*

Eastern Representative: **Walter S. Bayley, 20 Front St. E., Toronto, Ont.**

250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea.
The Codville Co. Ltd.

7

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley,
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. Toronto.
Concentrated representation within the Province of Ontario

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

LOGGIE, SONS & CO.
Brokers, Importers and Exporters
Manufacturers' Agents
GROCERS', CONFECTIONERS' and DRUG SPECIALTIES
Montreal Winnipeg
WE COVER CANADA — LOGGIE, SONS & CO.
32 Front TORONTO St. West CANADA

BERT T. WAY & CO.
Brokers and Manufacturers' Agents
Room 211 Royal Bank Bldg. London, Ont.
We want manufacturers who are not selling their products in this vicinity to write us.

JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
REPRESENTING
J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
Correspondence Solicited Agencies Wanted
LAING BUILDING, WINDSOR, ONT.

H. C. BRENNAN
Grocery Broker and Manufacturers' Agent
Booth Bldg. Ottawa, Canada

LAING & WATERS
Manufacturers' Agents and Commission Merchants
28 Wellington St. E., Toronto
We invite enquiries and guarantee satisfactory service.
Telephone Main 840

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

When Writing to Advertisers
Kindly Mention this Paper

MARTIN, GATEWOOD & CO.
Wholesale Brokers Exporters Importers
WINCH BUILDING, VANCOUVER, B.C.
INQUIRIES SOLICITED

When Writing Advertisers Please Mention This Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections.
18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 Place Royale, Montreal
Established 1876
Telephone Main 1581

VICTOR A. LEMIEUX
Importer and Exporter
We are open to represent Manufacturers of Food Products in the Province of Quebec.
References, Bank Nationale
Grain *Hay*
631 Coristine Bldg. Montreal

MAPLE SUGAR AND SYRUP
We can supply you with best quality in any quantity at right prices. Communicate with us.
Canada Produce Company, Limited
337 St. Paul East Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS

Importateurs & Exportateurs	Importers & Exporters
Pois et Feves	Peas and Beans
Produits Alimentaires	Food Products

ST. NICHOLAS BUILDING, MONTREAL

BLUE MOUNTAIN VALLEY COFFEE

The coffee without a peer. A product of the British Empire. Build up your coffee trade by ordering from

MORSE, HUNTER & SMITH
Importers of Tropical Produce
244 Lemoine St. MONTREAL

Your Dollar is worth One Hundred Cents with Us

WEST INDIA PRODUCTS
Direct
COFFEE, COCOA, GINGER, RAW SUGAR, MOLASSES, SPICES, ETC.
Specialty: BLUE MOUNTAIN VALLEY COFFEE
Special Quotations in Quantities
MORSE, HUNTER & SMITH
244 Lemoine St. MONTREAL

Maple
OTTAWA - 1900 - PARIS

"Highest awards in all countries for past 90 years including 1919"

"Your firm has been recommended to us by Lord Strathcona."

"The name SMALL is standard for Maple quality, and price past 90 years. Advertised in street cars and leading farm and home papers. Stocked by jobbers world over."

HAVE YOU ORDERED YOUR SUPPLY OF THIS
"Genuine Turkish" Delight
DROMEDARY BRAND
Packed in 1, 5 and 10 lb. boxes. Write us for prices and discount.
Sole Canadian Distributors
SHEPHERD-MOTT COMPANY
73 Ottawa Street, MONTREAL

When Writing to Advertisers Kindly Mention this Paper.

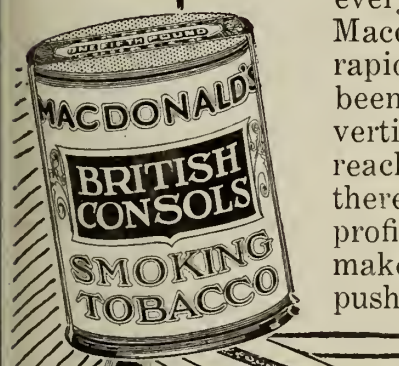
MACDONALD'S

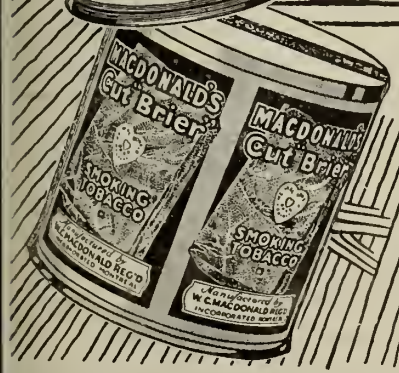
Keep Your Stock Complete

—*Not Superfluous*

The successful retail businesses of to-day testify to the wisdom of concentrated selling effort. You, as a retail merchant, require a stock that is complete—that will satisfy the majority of people who enter your store. Yet, there is no reason why you should cumber up your store and tie up your capital with a stock that is superfluous.

You will find a distinct advantage in concentrating on the Macdonald line of tobaccos, because Macdonald's provides you with a tobacco to suit every smoker's taste. Macdonald's Tobaccos sell rapidly—a demand has been created by our advertising before the goods reach your shelves and there is an extra-generous profit in Macdonald's that makes it a line worth pushing.





The Tobacco with a heart

Shirriff's

TRUE ORANGE MARMALADE

Character and Quality

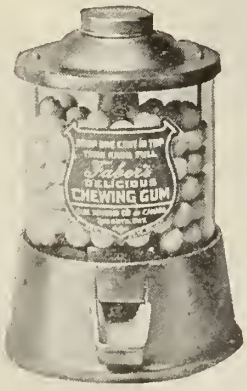
THE quality of your merchandise reflects the character of your business. In selling Shirriff's Marmalade you build up a reputation for honesty and square-dealing—because Shirriff's Marmalade possesses the quality that makes a friend out of every purchaser. You will find a definite satisfaction in selling goods so high in quality as Shirriff's Marmalade.

IMPERIAL EXTRACT COMPANY
Toronto, Canada

Sole Selling Agents: HAROLD F. RITCHIE & CO., Limited
Toronto and Montreal

$25 INVESTMENT MAKES $25 PROFIT

100% NET PROFIT



9½ in. High.
6½ in. Wide.
15 in. Circumference.
6 lbs. Weight.
Holds 300 Balls Gum.
Cast Iron Base and Top.
Cream Enamel Finish.

Special Offer For All Parts of Canada

MAIL US YOUR CHECK FOR $25.00 and we will forward to your address 5,000 Balls Candy-coated Chewing Gum (5 different flavors and colors) and this famous little vending machine which sits quietly in a small space on your counter and collects all the stray coppers, and vends to its patrons a ball of the finest chewing gum for 1 cent. The Gum can also be sold in the ordinary way at 5 balls for 5 cents (and makes a big, delicious, nickel's worth of Chewing Gum). We own the patents of this little Silent Salesman, and all machines are assembled in our plant and are in perfect working order, and in case of accident or breakage to the machine at any time, we have a full line of repair parts, and the machine is very simply adjusted. Every merchant should have one of these **Snappy Little Copper Catchers** on his counter sitting in about the spot where the customers receive their change (then in go the coppers in the machine, and out comes the gum, and everybody is happy.

Attach this advertisement with your name and address and check for $25.00, and we will prepay the machine and the 5,000 balls of gum to any part of Canada.

THE HARRY HORNE CO., LTD.
1297-99 Queen St. W., Toronto
Proprietors and Distributors of this Machine and Round Ball Chewing Gum

It's Your Tea Salesman, Too!

You'll like the new RED ROSE TEA tin signs going up in your territory. This spring hasn't produced a better looking or more effective outdoor sign. It is your salesman as well as ours, and it will bring you business.

Like every other idea, you know, in order to get the most out of it, we must work together. A nice window display, a neat pile of RED ROSE TEA packages on your showcase will be a great help.

Let's make the most of the signs as soon as they are up. They have but one object—to bring RED ROSE TEA customers to your store.

T. H. ESTABROOKS CO., LIMITED

St. John Montreal Winnipeg Calgary Edmonton

SOMETHING BETTER
FLASH
TAPIOCA
READY FOR IMMEDIATE USE NO SOAKING NECESSARY
PACKED IN CANADA BY THE FLASH FOOD PRODUCTS CO MONTREAL CANADA

Agents Required

FLASH TAPIOCA

FOR PUDDINGS

Makes delicious dessert for the table at very small cost

Your Customers will enjoy this new food

Make a Display on Your Counter and Recommend It

Order direct from

The Flash Food Products Co.

113 Youville Square, Montreal

Keen's Oxford Blue

Possesses Recognized Sales Value and Now is the Best Season for Blue

To assist moving your stock we will send you this attractive counter display. It will be a general reminder of this very efficient blueing with which we want every Canadian housewife to become familiar.

Keen's Oxford Blue has a long-established, high-quality reputation.

Canadian Agents:

MAGOR, SON & COMPANY, LIMITED

191 St. Paul St. West, Montreal, Que. 30 Church Street, Toronto

Tea Tax

The New Budget imposes a "Sales Tax" of 1½% on the Tea you purchase from us, which we must pay to the Inland Revenue Department.

Invoices will, therefore, show this item separately as "Sales Tax 1½%."

There is a further Tax of 2½% on imports of Tea which WE ARE PAYING, and which we are not passing along to grocer or consumer.

"SALADA"

CANADIAN GROCER

VOL. XXXV. TORONTO, MAY 20, 1921 No. 20

Increased Duties on Alchol Will Advance the Prices of Extracts

Manufacturers of Extracts Complain of the Duty Placed on Alcohol in the Recent Budget—Two-ounce Bottle of Pure Extract in Retail Stores Will be 15 Cents Higher—Deputation Waits on Sir Henry Drayton, Seeking an Amendment

TORONTO, May 17.—According to manufacturers of extracts, the increase in the duty placed on alcohol in the recent Budget will increase the cost to the consumer, on a two-ounce bottle of pure extract that now sells in the retail stores, 15 cents per bottle—or in other words, the bottle that is now retailed at 25 cents will have to be sold at 40 cents, the difference in the price going to the Government as a tax.

Pure extracts contain a large proportion of alcohol, which is necessary to bring out the delicate flavor of fruit. This alcohol previously cost the manufacturer $8.65 per gallon, but with the additional $9.00 per gallon excise duty, it will cost $17.65 per gallon. Artificial extracts also contain a certain amount of alcohol. This line, although not being affected to such an extent as the pure extracts, will nevertheless have to be advanced, according to the amount of alcohol which it contains. The increase will probably run to 15 or 20 cents per dozen on the small size.

Will Kill Extract Business

Manufacturers claim that if the law is allowed to stand it will practically kill the extract business—that is for the pure quality. "Of course, non-alcoholic extracts can be manufactured, and are being made in a limited way, but the Government is continually endeavoring to discourage the sale of artificial extracts and are doing their utmost by laws and regulations to encourage the consumption of pure foods. Artificial extracts do not have the fine delicate flavor that the pure article has," according to the statement of one manufacturer.

Favors the Drug Trade

Druggists and perfume manufacturers, however, are not required to pay the additional excise duty. Extract manufacturers claim that this is a discrimination against their business, as it will permit druggists to manufacture —and many of them are making extracts—and to sell at a lower price than the regular manufacturer, because they will escape the additional tax.

Just as Necessary as Salt

"I consider extracts just as necessary to foods as salt is to meat," stated a manufacturer. "Puddings, cakes and other products of the kitchen would certainly be very unpalatable without the addition of some kind of flavoring and undoubtedly the true flavor is the best. But if people were compelled to pay 40 cents for a bottle of extract that they had been in the habit of buying for 25 cents, it would have a tendency to drive them to the use of artificial extracts, which I consider would be bad for the public.

"We have invested large sums in our plant and have spent years in building up our business. But if we are levied the additional duty the greatest portion of the business will go to manufacturers of pharmaceutical preparations, simply because they only pay $2.40 per gallon duty on alcohol. They can manufacture pure extracts at a considerably lower price than we can, who are required to pay the additional excise duty of $9.00 per gallon.

Wait on Finance Minister

A deputation of extract manufacturers recently waited upon Sir Hendry Drayton and discussed the various points brought out in the above article. No definite answer was received, but Sir Henry stated that he would go into the matter very carefully and consider it. In the meantime, awaiting a decision, manufacturers are proceeding as before.

Want the Tax Absorbed in Invoice

Some Retail Grocers Want Tax Included in List Price—Millers Think Future of Package Cereals Lies Largely With Retailer—Why is Grapefruit Singled Out?

By Staff Correspondent of Canadian Grocer

MONTREAL.—(Special). — Some retail grocers here have taken, along one line, an antagonistic attitude to the new system of taxation. Their grievance seems to be in the system and not particularly in the revised list of taxable goods. C. J. White, proprietor of the Ayrshire Grocery, 1280 Wellington St., Montreal, said that he had discussed this matter with some of his fellow grocers and they felt that the government should realize the retailer's position and help him hold his own against the neglect or short-sightedness on the part of some retail grocers that will eventually result in the grocer having to pay the whole tax out of his own pocket.

Will Grocers Have to Pay?

"I would much prefer," he declared, "to see the whole tax absorbed in the list price as quoted to the retailer by the wholesaler or manufacturer. From past experience many of us know that there are grocers who will look at their invoices, calculate their cost per article and make their selling price without reckoning in the sales tax either because they do not feel that it is part of the cost or because they intend to neglect it for the sole purpose of cutting prices. This evil has already gone a long way in the grocery business and the profit is now very small in most lines. If the tax was included in the invoice price I am sure that to a great extent this evil would be avoided."

The Duty on Grapefruit

One of the items that has caused much discussion among the trade is the imposition of a duty on grapefruit in contrast to oranges and other imported fruits, which are exempt. The question naturally arises as to why the government chose to make the distinction. It will be noticed that grapefruit imported direct from the West Indies or other British possessions is given a preference amounting to fifty cents per hundredweight. Fruit men here say there is no means of obtaining a shipment of grapefruit direct from the British West Indies at the present time and the shipments made to Montreal or to this district are not large enough at any one time to warrant any company chartering a vessel for this particular product. Nor is there at present any plan in sight whereby co-operation importers could pool their imports and make it worth while having a direct line from Montreal to the West Indies.

W. S. Stewart, manager of Peterson Fruit Company, Limited, of Montreal, in speaking to Canadian Grocer representative about the duty on grapefruit, said: "To me it is absolutely absurd to think that the government has made this distinction between grapefruit and other imported fruits from an economical standpoint, or from the standpoint that they were dealing fairly with the Canadian public. It would seem to be far more fair to the people in general if a small tax was levied on all imported fruits and as a result even a larger revenue would be obtained. I cannot understand why grapefruit is singled out and taxed, except that it may appear to the government that grapefruit is a luxury for the rich man's table. The shipments of grapefruit received in Montreal in comparison with the shipments of oranges, pineapples and bananas are very small. So small that it would hardly seem worth while for any company to consider having direct shipments from Jamaica or from other British West Indian ports. At some seasons of the year there are shipments coming to Canadian ports, but not direct to Montreal. Consequently, the preference given to imports from British possessions in so far as it affects grapefruit is almost negligible. The result is that the retailer may expect an additional cost of from 75c to 80c per case on grapefruit. I cannot say, however, that the added cost will cut down the sale of grapefruit. That remains to be seen. To the public it may mean one or two cents more per fruit."

Tax Soon Forgotten

When asked by Canadian Grocer representative if he felt that the duty on grapefruit would curtail its sale, Geo. A. Vipond, managing director of T. S. Vipond Co., Ltd., fruit importers, of Montreal, said that it was hard to say definitely what the effect will be. "In the majority of cases," he stated, "it will mean 75 or 80 cents added to the cost. In the case of the fruit imported from British West Indies it will mean an advance of 40 cents a case. If it will only mean an advance of a cent or two cents per fruit to the public I do not think that there will be any noticeable change in the sale. To a great extent the result lies with the retailer. If he is quite satisfied with the profit he is now getting I feel sure that the advance will be hardly noticed by the consumer. The grapefruit season is very nearly over, probably in a few months the tax will be forgotten altogether."

Since the government has seen fit to levy the tax on package cereals, that is in packages weighing less than 48 pounds, it is evident that it will increase the cost to the consumer, in some cases not only to the amount of three per cent. as the two levies of the tax will be, but no doubt by a greater amount which will be determined by the retail grocers themselves. On this point hinges the question as to whether or not the sale of package ceerals will be curtailed.

Increase Per Package Small

G. W. Stepan, assistant sales manager of the Robin Hood Milling Co. at Montreal, said to Canadian Grocer representative: "The increased cost per package of rolled oats, for example, should be so small that if adhered to I am sure would not materially hurt the sale of that cereal in packages. The present cost per case for the large size is $5.00. The retailer will be paying an aggregate tax of three per cent., which will bring up the price to $5.15 per case, which is an advance of ¾ cent a package. If the result is only one cent added to the cost to the consumer I do not think that the sale will be damaged. In fact I am led to believe that owing to the present keen competition on the market that the ¾ of a cent may disappear. After all the outcome lies with the retail grocer."

Representation At Ottawa

The president of the Canadian National Millers' Association, Fred C. Cornell, went to Ottawa early this week to voice the protest of the millers against the taxation of their manufactured products. According to the ruling of the government, rolled oats is subject to the sales tax in any sized package and the packages of other cereals, flour, etc., which includes many lines, weighing less than 48 pounds. It will be seen that the millers' products are subject to a good deal of taxation.

RETAILER WILL ONLY PAY ONE AND A HALF PER CENT. TAX ON TEA

Discussing the tax of two and one half per cent. on importations of teas, one large importer and distributor of tea told Canadian Grocer that it was not this company's intention to pass this tax along to the retailer. The only tax that the retailer will have to pay is the wholesaler's tax of one and a half per cent. Other wholesalers are absorbing this sales tax of 2½ per cent. on teas.

"Would Have Been Better to Have Increased Duty on Teas and Coffees"

Henry Swan, of Swan Bros., King Street E., Toronto, Believes Such a Course Would Have Been Better Than Adding Sales Tax—"A Stupid Thing Taxing Flour"

DISCUSSING the changes in the sales taxes as affecting the grocery trade, Henry Swan, of Swan Bros., one of the oldest grocers in Toronto, expressed the opinion that in the case of tea, for instance, it would have been better had the Government increased the duty on tea two cents per pound, that is from seven cents to nine cents, rather than impose the sales tax. He believes that in the case of both tea and coffee, it would have been better to have increased the duty. In this way, the extra duty would have been so easily absorbed, that there would have been less expense in its collection, and importers and wholesalers would have had nothing more to do than to pay the added duty.

"As retailers we have to pay four per cent. sales tax on importations," remarked Mr. Swan, "but we have always done a wholesale as well as a retail business. Reckoning the sales tax of four per cent. to importing retailers, it practically means on an article selling at 50 cents per pound an additional two cents. The consumer will, of course, have to pay this, but while the public will eventually pay it, I do not believe it will make much difference. It will be absorbed and as prices readjust themselves to pre-war levels, it will not be noticed in the lower prices. We have not made any changes in our prices as a result of this tax. Canned goods that were not previously taxed are now subject to it, but we have had our supplies bought, so there is no reason for adding to present quotations. The same is true of a number of lines where we have sufficient stock on hand. We have changed none of our prices and do not contemplate doing so. I think it will be a while before we have to reckon this sales tax in our prices.

Calls It Stupid

"I think putting the sales tax on small packages of flour, that is on bags of 48 pounds and under, is a stupid thing. A tax might just as well have been placed on potatoes. One is just as much a necessity as the other, and I think the Government would have been wisely advised to have left flour as before. A great deal of flour is bought in small packages, and I believe it would have been better to have left the tax off flour altogether."

The Consumer Must Pay

"Somebody has to pay these taxes, and I do not know who else it will be, if not the consumer," Mr. Reeves, of Michie & Co., King Street West, Toronto, told Canadian Grocer. "We have not changed any of our prices as yet, because of the increased sales tax, but in some way we will have to add it on to the prices to the consumer, but I do not think that it will be noticed, to the extent of making any appreciable difference to the public. The people will pay the added amount willingly."

"Make the Placing of Sales Tax on Invoice Compulsory"

A Number of Manufacturers as Well as the Canadian Wholesale Grocers' Association Believe it Would Have Been Better to Have Left the Law as it Was in This Regard

THAT the placing of the sales tax on the invoice, as has been the case since it was first instituted, should be be made compulsory is the opinion of a number of manufacturers and wholesalers. In fact, it is stated that one association of manufacturers has already made representations to Sir Henry Drayton with a view to having the law in this regard amended, compelling all manufacturers, importers and wholesalers to show this tax on the invoice. It is claimed by some manufacturers that leaving it optional may mean that some will charge it and others won't, with a difference of prices the result, rendering it unfair for those who were strictly adhering to the policy of charging it on the invoices.

Put It On All Invoices

"It was best the way it was before," A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association, told Canadian Grocer. "As an association we would prefer to mark the sales tax on each invoice, letting the purchaser know in each instance what the tax is and leaving prices unchanged, as far as the actual quotations on the goods is concerned. The Wholesale Grocers' Association believes that in the interests of all concerned it would have been better for the Government to have left the act as it was in this regard."

Does Price Include Tax?

As it was pointed out by one manufacturer who sells direct to the retail trade, as well as to the wholesale trade, that in having to charge the retailer 3 per cent. on all sales, he believed this was an unfair advantage for the wholesaler who only charged 1½ per cent., and did not have to show it on the invoice if he did not care to do so. In a matter of 3 per cent. it was practically a necessity to show it, as it was too big an item to overlook.

It would be well for the retailer, in all instances, to ascertain if the price quoted to them included the sales tax, or if it would be stated on the invoice separate from the actual price.

Wholesalers in Montreal Want Tax on Invoice

Montreal (Special).—On Monday of this week the Montreal Wholesale Grocers' Guild held a meeting in the board room of the Board of Trade to discuss the working of the new taxation system as brought forward last week by Sir Henry Drayton. The chair was occupied by the president of the guild, Eugene Couvrette, managing director of Couvrette-Sauriot, Ltee., wholesale grocers. Among those present were Z. Hebert, Arthur Birks, C. J. Ciceri, Messrs. Deschatelets, Carter, Legault, Grenier, Grendereau, and the secretary, H. C. Beatty.

Want Sales Tax on Invoice.

It was the unanimous opinion of those present that it was to the best interests of the wholesale grocers to have the sales tax specified on each invoice and not absorbed in the list price, as a number of manufacturers have already commenced to do. It was pointed out that, according to the act of last year the tax had to be shown as a separate item on each invoice. This was stipulated a year ago, but this new act strikes out entirely this section and no stipulation is made as to how the tax shall be shown. In fact, a telegram from Ottawa in reply to this question stated that the manufacturers, wholesalers and jobbers might absorb the tax in their invoice price.

Want Specified System.

The wholesale grocers here desire a uniform system and think that if this is not done there will be considerable difficulty in keeping track of the lines on which the tax is included in the price and those for which a special item has to be made. They claim that the failure to adopt a uniform system will result in a muddle. They prefer an itemized

statement of the tax on the grounds that the absorption of the tax in the list price would lead in a number of cases to a misunderstanding of the advance, and in other cases an unduly increased cost. Furthermore, it would foster price-cutting which they believe is now altogether too prevalent in the grocery business.

Voices Protest.

As the result of the meeting the following telegram was sent to Ottawa by the secretary of the guild:

"Sir Henry Drayton.—The members of this guild are unanimous in the opinion that the manufacturers and wholesalers or jobbers should be required to add a separate item on their invoices the amount of the sales tax in the same manner as formerly."

Thinks the Changes in Retail Prices Will be Hardly Noticeable

J. Hunter White, Secretary of the New Brunswick Branch of the Canadian Wholesale Grocers' Association, Discusses Changes in Budget

ST. JOHN, N.B., May 13 (Special).—As is usual, following the enactment of legislation affecting the prices of commodities, there is some confusion here in regard to the new budget changes, and the effect on retail prices has not yet been exactly determined. In the opinion of J. Hunter White, secretary of the New Brunswick branch of the Canadian Wholesale Grocers' Association, however, the result in changes of retail prices will hardly be noticeable.

Tea Prices Probably Unaffected

In the opinion of one of the largest dealers in the city, the extra tax on tea will be absorbed by the importer, wholesaler and retailer and the consumer would pay the usual price. Most of the tea sold in St. John is in packages at fixed prices of 55 to 75 cents, and since the increase would not justify an additional five cents, it is not considered advisable to add an uneven amount.

Surprise at Flour Tax

Surprise was expressed that a tax had been put on 24-pound bags of flour, while larger quantities, whether in bags or barrels, had been exempt. It is felt that, whereas the poorer people are the chief purchasers of flour in the smaller quantities, the tax tends only to increase their burden. It is thought that it would have been preferable to have reversed this order.

Some Questions on the Budget Are Answered

New York Inquiry.—Would you kindly advise me what the new sale tax is on package tea sold in Canada; also if there is an extra tax on the same commodity imported into Canada, outside of the regular duty?

Answer. — Under the new Canadian budget there is a sales tax of 2½ per cent. on all tea imported into Canada by wholesalers and tea packers. When imported direct by a retailer the sales tax is 4 per cent. Tea packers here are securing wholesalers' licenses or have secured them.

There is an additional sales tax on all tea of 1½ per cent. from wholesaler to retailer, which is collected from the wholesaler by the Government. If a wholesaler, or a tea packer with a wholesaler's license, sells to another wholesaler the sales tax is 1½ per cent. and there is an additional 1½ per cent. when that wholesaler sells to a retailer.

Question. — "If one wholesaler sells some goods to another, does the former have to charge the sales tax and pay it to the Government?"

Answer.—Yes, this sales tax has to be paid to the Government, as well as when sale is made from wholesaler to retailer.

Editor's Note. — This question arose between a tea packer having a wholesaler's license and a wholesale grocer. In such a case the wholesale tea firm would charge the 1½ per cent. tax to the wholesale grocer and the wholesale grocer would charge 1½ per cent. to the retailer.

Question.—Will you please give a list of foods that are still exempt from the sales tax, and also the ones that are now subject to it, and that were previously exempt.

Answer.—Under the new Revenue Act the following grocery lines only are exempt from the sales tax. All other goods dealt in by wholesale grocers are subject to sales tax of 1½ per cent.

Beans, Dried. Butter. Butterine. Cheese. Cottolene. Chicory. Crisco. Eggs.

Flour in packages of 48 pounds or over. This includes wheat, rye, buckwheat, corn, potato, rice and sago flour. Fruits, Fresh. Grains in their natural state. Hay. Honey. Hops. Lard. Lard Compound. Margarine. Mazola Oil. Meats, Fresh. Molasses.

Oatmeal in packages of 48 pounds or over. This does not include rolled oats, which the department rules are subject to sales tax in any size packages. Oleomargarine. Peanut Butter. Peas, Dried, but not Split Peas. Poultry, Fresh. Seeds in their natural state. Straw. Sugar, including Maple Sugar. Vegetables, Fresh.

A large list of goods formerly exempt are now taxable, including pot and pearl barley, rolled oats, canned goods of all kinds, starch, tea, coffee, jams, yeast, rice, salt, smoked and pickled meats.

It would be well for retailers to keep a list of the above in easy consultation of their clerks and so it can be easily consulted when buying.

Question.—Is it necessary to note the sales tax on each invoice?

Answer.—Heretofore it has been necessary to place the sales tax on the invoice, both manufacturers and wholesalers having followed such a procedure up until the new budget was brought down. It is not compulsory to do so, as will be noted elsewhere in this issue.

Vancouver Inquiry.—Please advise us as once by wire if the new budget provides for sales tax on teas and coffees.

Answer. — Having answered directly by wire, it might be just as well to state in these columns that both teas and coffees are now subject to the sales tax of 2½ per cent., that is the tax that wholesalers must pay on imported goods. Retailers or consumers importing teas or coffees direct must pay 4 per cent.

Duty is Reckoned on 50% of Par Value

On all goods imported from countries where the exchange rate has fallen below fifty per cent. the duty is now reckoned on fifty per cent. of the par value, instead of on the actual current value. For instance, an article costing 100 lire would cost $5.75 in Canadian money previous to the new tariff regulations, the lire being worth to-day in Canada 5¾ cents. The par value of the lire is 19.30 cents. With the government reckoning duty on fifty per cent. of the par value of the lire, or on 9.65, granting that the duty was for example 30 per cent. on this particular article, the importer of this article, costing 100 lire, would have to pay 2.89½ duty. The article laid down in Canada would cost $8.64½.

No reduction in excess of 50 per cent. of the standard or proclaimed value will be allowed, no matter what the exchange rate is. Where the rate of exchange is adverse to Canada, the value for duty will be computed at the rate of exchange existing at the date of the shipment of the goods.

1914 Prices Now Rule on Chocolates

New Scale of Taxation More Nearly Approaches Equitable Treatment Than the Old—Confectionery Has Been Relieved of an Oppressive and Discriminating Burden to the Net Extent of 9 Per Cent.

By W. H. C. McEACHERN

CONFECTIONERY, particularly "package chocolates," has become so important a part of the grocer's business that possibly a few words as to how this commodity is affected by the change in the internal (I almost said infernal) taxation might be of interest to the readers of Canadian Grocer.

As usual, the revised sales tax, as brought down in Sir Henry Drayton's budget, falls on the producers and consumers, while those who sell what is usually called "service," and which generally is not, apparently escape. Even the excess profits tax is taken from their shoulders. Banks, trust companies, financial institutions, insurance companies, telephone and telegraph corporations, railway and express companies, street railways, electric and gas companies, etc., are thus exempt from the taxes which are being enjoyed by the rest of us, except, of course, as to whatever measure in which they may be affected as consumers.

Why such large and conspicuously profitable enterprises should not share the burden with the manufacturers, wholesalers, retailers and consumers is somewhat difficult to understand. Possibly it is because the equitable collection of a broadly applied business tax is beyond the capacity of the machinery at the command of the Inland Revenue Department. That difficulty was encountered in the operations of the now deceased and unmourned luxury tax, even though its application was exceedingly limited.

Effect on Chocolate Industries

The excess profits tax may have been difficult to defend as it was applied to the business of the past few years, during which some concerns because of abnormal conditions made unusual profits in some years. They were not permitted to make any emergency reserve to care for the equally abnormal losses which they later suffered on a declining market because of shrinkage of inventory and the contracted volume of business, and they were ofttimes placed in a very serious position. These objections apply with much fuller force to those engage in manufacturing and mercantile pursuits—the same citizens who are no being called upon to bear the increased sales tax—than they do to the condition of such financial and service corporations which would seem to be exempt under the revised scheme of taxation.

However, there would seem to be little profit in now railing at the form of taxation, the budget having already been brought down and bidding fair to be enacted into law. What we are now interested in is the immediate effect the revised taxation will have upon the confectionery and chocolate industries.

Saving to the Public

In its relation to the confectionery industry, the new scale of taxation more nearly approaches equitable treatment than the old. Our products are relieved of an oppressive and discriminating burden to the net extent of 9 per cent., and this is something to be grateful for. The old luxury tax of 10 per cent. and the sales tax of 2 per cent. made a cumulative tax of 12 per cent. which was generally passed on to the consumer, amounting to some 18 or 20 per cent. The tax is now 3 per cent., which will possibly become when included in the merchants' cost 4½ or 5 per cent. to the consumer. Thus it would seem that there will be an average net saving of about 15 per cent. in the price to the public.

As applied to 1-cent, 5-cent and 10-cent goods, there is an increase of 1 per cent. as these lines were not formerly subject to the 10 per cent. luxury tax. This increased sales tax will most likely be absorbed somewhere along the line and will effect no change to the public. As applied to bulk chocolates, and other fine confectionery specialties, the average change of price to the public will be about 6 cents per pound. Just what the change in any particular item will be, will, of course, depend on the price of that particular item. The result of the price change as applied to bulk goods, sold by the pound, may most favorably affect the retailer's profit.

It is on fine package candy that the greatest price benefit will be obtained. Some of the leading manufacturers of this class of goods determined some nine or ten months ago when costs were at the apex to make price reductions which meant practically the absorption of the luxury tax, and maintained the sale price to the public at the same level as before the application of the tax. These same manufacturers who are the leaders of thought in this industry have now determined that the elimination of this most offensive tax should be met by a reduction in the price of the goods themselves, thus achieving a full return to prices of 1914 on these fine packages.

Volume and overhead—very important factors of cost—are the thought behind this progressive action, and a very greatly increased volume of business should be the result when the public realize that their favorite package of chocolates for which they paid $1 in 1914 can again be purchased for that price.

The Retailer's Co-operation

The realization of that hoped-for result depends, of course, to an exceedingly great extent on the co-operation of the merchant. The courageous policy of the manufacturers would seem to deserve the support of the merchants. Indeed any merchant would be the greatest loser should he withhold this co-operation as he could not hope to benefit by the buying reaction on the part of the consumer. He would fail to cash in on the fact that fine chocolates are the first commodity to make full return to prices of 1914.

CROSSE & BLACKWELL COMPANIES

London, Eng.—At the first annual meeting of Crosse and Blackwell, Ltd., held here recently, R. Just Boyd, the chairman, reviewed the business of the firm. He pointed out that the first amalgamation consisted of the three old companies of Crosse and Blackwell, Ltd., James Keiller and Son, Ltd., and E. Lazenby and Son, Ltd., and it was during the past year that the businesses of Alexander Cairns and Sons and Batger and Co. had been acquired. The Cosmelli Packing Co., Ltd., and Robert Kellie and Son, Ltd., were other companies, the former being a manufacturing company in Spain, and the latter an engineering company in Scotland. There had been a serious set back in trade all over the world, but there was a slightly improving tendency at the present time. During the early months of the present year the company's export sales, in common with those of other manufacturers, had been distinctly disappointing, but the tendency was slowly improving, and he sincerely hoped that before long they would see a recovery in the world's markets.

FINED FOR SELLING ADULTERATED PEPPER TO HULL GROCER

A fine of $25 was paid in Hull police court recently by a Canadian firm for supplying adulterated pepper to J. L. Brunet, grocer of that city. The original charge was laid against Mr. Brunet by Inspector T. Leckie, of the Health Dept., Ottawa. Mr. Brunet offered the defence that he had bought from another party and accordingly action was taken against the wholesaler, with the above result. Costs were paid by the firm and the charge against the Hull grocer withdrawn.

Lifting of Luxury Tax Will Help

Confectionery, Biscuit and Chocolate Industries Meet in Convention in Toronto This Week—James Farquharson, President, Delivers Address, Reviewing Present Conditions in Trade

By Staff Correspondent of Canadian Grocer

TORONTO, May 17.—The third annual convention of the confectionery, biscuit and chocolate industries opened here today in the King Edward Hotel, with a large number of the manufacturers from all over Canada in attendance. President James Farquharson, of the Montreal Biscuit Co., was in the chair. In presenting his annual address, he referred to the past twelve months as a trying period for trade, and for the confectionery industry in particular.

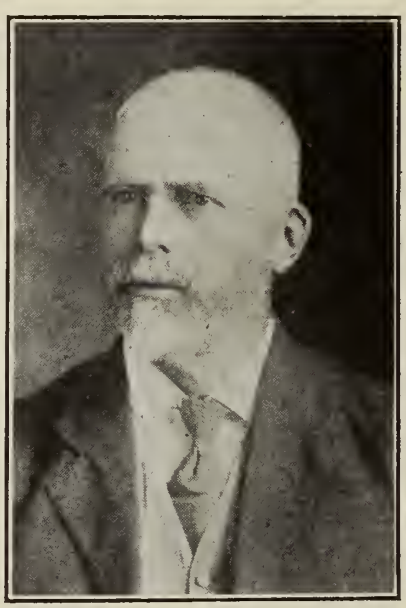
"A year ago," he continued, "you will no doubt remember, our past president very clearly outlined conditions and prospects at that time; we were then confronted with the sugar shortage; that situation was firmly met and gradually adjusted itself. He truly prophesied that the outlook for industry, particularly the confectionery and chocolate industry, would be bad. Shortly after that address, gentlemen, we had to face the memorable budget of May 18 last, in which we were unexpectedly, and as we considered, unjustifiably, burdened with a ten per cent excise tax.

Burden is Lifted.

"I will not dwell on the severe handicap this has been to all of us concerned, coming as it did with a natural reaction, and consequent depression in trade, neither will I discuss at length the steps that your executive committee have taken, and the obstacles that have been overcome, and although our industry has no doubt suffered considerably through this additional burden, we must admit that through the co-operation of our members, and especially of the work accomplished by our secretary and executive committee, the burden was considerably alleviated. To them also is due the full credit for the final abolition of the tax, as it was no doubt due to their hard and consistent efforts, and the clear and efficient manner in which the appeals and representations, embracing vital facts and figures, were laid before the government, that the "powers that be" were prevailed upon to give our industry justice, and at least a fighting chance to pull through a period of trade depression such as we have lately been experiencing.

Discourage Price-Cutting.

"As regards future conditions, while I wish to take an optimistic view, we must go carefully, discourage price-cutting and undue expansion, facing conditions as they are today, and although many of us find it difficult to keep factories running full time, we may take a little comfort from the fact that conditions might be worse. We are fortunate at least in that on this side we have not had to face the severe labor conditions that other countries are experiencing. Our help is more amenable to reason and common sense, realizing that "half a loaf" is certainly better than no bread. The lack of demand for our goods is principally caused through unemployment in other industries, and to assist our other Canadian industries it is our duty to see to it that we buy and encourage others to buy goods "Made in Canada," and so help labor get back into employment, and our factories again to get busy.



James Farquharson, of the Montreal Biscuit Co., who is presiding at the convention.

"In this respect a suggestion made by our secretary, in one of his bulletins, was certainly a valuable one, and if acted on will do considerable to help Canadian trade; that was that we instruct all our travelling salesmen to imbue the merchants and the trade at every opportunity with the benefits of buying merchandise manufactured in Canada.

Needs Business Men.

"The railroad situation, with its yearly deficit under government operation, is a formidable obstacle to our progress. Let us hope that in working out this problem the government may be convinced that the railway business of the country can be better administered by qualified business men, and that government operation is a luxury this country cannot afford.

"In closing, gentlemen, I again wish to commend to you most heartily the great service rendered by your secretary and executive officers. They have faced many trying situations and solved many difficult problems. We have profited very much through their efforts and the co-operation of the members. We owe each one a debt of gratitude."

Those in Attendance

Those in attendance at the convention were:—J. L. Bowes, Bowes Co., Ltd., Toronto, Ont.; Geo. Peters, Geo. Peters, London, Ont.; W. D. McLauchlan, McLauchlan Sons Co., Owen Sound, Ont.; W. G. Patrick, W. G. Patrick Co., Toronto, Ont.; Leon A. Coleman, Joe Lawe Co., Toronto, Ont.; A. E. Salem, Globe Candy Co., Toronto, Ont.; F. B. Burt, F. B. Burt, Toronto, Ont.; Chas. R. Cherry, Todhunter-Mitchell, Toronto, Ont.; W. Steele, C. J. Bodley, Ltd., Toronto, Ont.; C. Edmonds, Christie Brown, Toronto, Ont.; H. M. Challenger, Wm. Neilson, Ltd., Toronto, Ont.; A. J. Lister, Wm. Neilson, Ltd., Toronto, Ont.; H. L. Walker, Wm. Neilson, Ltd., Toronto, Ont.; R. P. Smith, Wm. Neilson, Ltd., Toronto, Ont.; W. J. Scanlon, Henry H. Ottens, Toronto, Ont.; F. Horncastle, Horncastle Bros., Hamilton, Ont.; C. Horncastle, Horncastle Bros., Hamilton, Ont.; L. A. Farley, Canada Starch Co., Toronto, Ont.; W. W. Barrett, Wm. Wrigley Jr. Co., Toronto, Ont.; R. S. Williamson, Canada Starch Co., Toronto, Ont.; A. A. Minto, Bowes Co., Toronto, Ont.; V. W. Greene, Rolph-Clark-Stone, Toronto, Ont.; W. G. Varty, W. M. Lowney Co., London, Ont.; Fred Whiticombe, Can. Milk Products, Toronto, Ont.; Geo. Robertson, Robertson Bros., Toronto, Ont.; Frank J. Clouse, Dom. Envelope & Cartons Ltd., Toronto, Ont.; Gavin Browne, Fletcher Mfg. Co., Toronto, Ont.; W. T. Gregory, Cowan Co., Ltd., Toronto, Ont.; J. W. Thomas, Telephone City Candy Co., Toronto, Ont.; S. P. Stillwaugh, Fletcher Mfg. Co., Toronto, Ont.; C. W. Laing, Laing Bros., Hamilton, Ont.; E. R. Almas, Cowan Co., Ltd., Toronto, Ont.; R. Gay, Gay Bros., Niagara Falls, Ont.; H. R. Heigham, Patterson Candy Co., Toronto, Ont.; W. H. Patterson, Patterson Candy Co., Toronto, Ont.; Chas. Lauder, Chas. Lauder, Toronto, Ont.; W. Crothers, W. J. Crothers Co., Kingston, Ont.; F. W. Stonberg, Burgers, Ltd., Toronto, Ont.; F. J. Sabine, F. J. Sabine, Toronto, Ont.; G. F. Morris, International Time Recording Co., Toronto, Ont.; Frank Mutton, International Time Recording Co., Toronto, Ont.; W. J. Bradshaw, Bradshaw Ltd., Toronto, Ont.; E. A. Bradshaw, Bradshaw Ltd., Toronto, Ont.; W. H. Brophy, Can. Chewing Gum, Montreal, Que.; J. Thomson, Can. Chewing Gum, Toronto, Ont.; Walter Leitch, Jos. Baker Sons, Brantford, Ont.; W. H. Cane, Wm. Cane & Son, Newmarket, Ont.; Morden Neilson, Wm. Neilson Co., Toronto, Ont.; J. S. McCaul, Jos. Baker Sons, Brantford, Ont.; E. J. Farmer, Dainty Conf. Co., Toronto, Ont.; F. Emid, Emid Co., Toronto, Ont.; A. E. Skinner, Dominion Paper Box, Toronto, Ont.; H. N. Cowan, Cowan Co., Toronto, Ont.; K. S. White, Bowes Co., Toronto, Ont.; H. Lawton, Bowes Co., Ltd., Toronto, Ont.; Samuel H. Baer, Blanke Baer, Extract and Preserving, St. Louis, Mo.; R. P. Smith, Wm. Neilson, Ltd., Toronto, Ont.; T. P.

O'Connor, Laura Secord Co., Toronto, Ont.; H. Walker, Wm. Neilson Co., Toronto, Ont.; J. W. Fenny, Fenny Candy Co., Toronto, Ont.; C. E. Bean, Bean & Westlake, Woodstock, Ont.; C. W. Taussig, Nulemoline Co., New York City; Russel Murry, Russel, Montreal, Que.; F. W. Bean, Bean & Westlake, Woodstock, Ont.; G. M. Morgan, Cowan Co., Ltd., Toronto, Ont.; J. F. Blackburn, W. G. Patrick & Co., Toronto, Ont.; Thos. Shortis, Quaker Candy Co., Toronto, Ont.; T. W. McFarland, D. S. Perrin Co., London, Ont.; H. J. Lowery, Wm. Neilson, Toronto, Ont.; T. L. Bruce, Bruces, Ltd., Toronto, Ont.; H. P. Cowan, Cowan Co., Ltd., Toronto, Ont.; Frank McCormick Mfg. Co., London, Ont.; F. A. Hurley, Willard's Chocolates, Toronto, Ont.; Colin Currie, D. S. Perrin Co., London, Ont.; A. E. Uren, Baker & Confectioner, Toronto, Ont.; W. R. Finkle, W. G. Patrick & Co., Toronto, Ont.; C. A. Drouin, Bon Bon Candiac, Quebec, Que.; L. G. Blourd, Jos. Dufreshne Co., Joliette, Que.; D. S. Porter, Rudd Paper Box, Toronto, Ont.; J. C. Copping, Christie Brown Co., Montreal, Que.; Jno, Farquharson, Montreal Biscuit Co., Montreal, Que.; C. E. Spooner, Todhunter Mitchell, Toronto, Ont.; E. G. Fisher, United Drug Co., Toronto, Ont.; W. H. C. McEachren, McEachren-Greenway-Coutts, Toronto, Ont.; W. H. Baush, National Equipment Co., Toronto, Ont.; J. F. Weaver, Crown Fruit & Extract Co., New York City; E. Littler, Walter M. Lowney Co., Montreal, Que.; A. D. Ganong, Ganong Bros., St. Stephens, N.B.; C. W. Stephens, Rudd Paper Box Co., Toronto, Ont.; Jas. A. Walker, O-Pee-Chee Co., London, Ont.; G. R. Hunt, Firstbrook Bros., Toronto, Ont.; J. P. Grant, Abbot Grant Co., Brockville, Ont.; Wm. Robertson, Robertson Bros., Toronto, Ont.; E. F. Langley, Langley Harris, & Co., Toronto, Ont.; Fred A. O'Connor, Betty Brown Candy Co., Toronto, Ont.; Ellis H. Wilkinson, Wilkinson Paper Co., Toronto, Ont.; H. W. Hunt, Hunts, Ltd., Toronto, Ont.; J. A. Simpson, Dainty Confectioner, Toronto, Ont.; Geo. W. Mathews, Huyler's, Ltd., Toronto, Ont.; Allan Ross, Wm. Wrigley Co., Toronto, Ont.; W. H. Hamblin Metcalfe Candy Co., Kitchener, Ont.; T. T. Maloney, Carter Rice Co., Boston, Ont.; C. J. Bodley, C. J. Bodley Ltd., Toronto, Ont.; Walter H. Coles, Geo. Coles, Toronto, Ont.; W. I. Brioux, Henry H. Ottens, Ltd., Toronto, Ont.; Wallace Anderson, Arcadia Sugar Refining, Toronto, Ont.; W. G. Browne, Rudd Paper Box Co., Toronto, Ont.; W. M. Paterson, Wm. Paterson, Ltd., Brantford, Ont.; Chas. Baker, E. L. Ruddy, Toronto, Ont.

Selecting Salesmen.

An address on selecting and training salesmen, by Frank E. Mutton, vice-president and general manager of the International Business Machines Co., Ltd., was one of the features of the morning session. Mr. Mutton's address was a practical talk on this all-important subject, and he pointed out the qualifications a salesman should possess. It was not a wise policy to engage a salesman on his first application. He had found that frequently two and three interviews took place before a man was finally engaged. Mr. Mutton outlined the essentials that went to make a good salesman. Character, health, manner and personal appearance were requisites of the first importance, together with a desire to learn and to work. "Very often," Mr. Mutton stated, in the course of his remarks, "some of the finest salesmen have started as clerks in retail stores. Their experience there in meeting the public, and in getting their first ideas in selling, have made them well fitted, with additional training, for salesmen in larger fields, and of a more difficult character."

Entertainment Features.

Following the luncheon at one o'clock, three addresses were given on advertising, E. L. Ruddy speaking on outdoor advertising, J. Coughlin on street car advertising, and Allan Ross on newspaper advertising

The delegates were entertained to a trip around the Toronto harbor during the afternoon. and at 5.30 dinner was served at the Sunnyside Pavilion. The Bowes Co., Ltd., Toronto. entertained the association to a theatre party on Tuesday evening.

"Salesman Should Be Host And the Customer His Guest"

Geo. S. Matthews, Huylers, Limited, in Addressing Confectionery Association at Noon-day Luncheon Talks on Retailing and Present Conditions

SPEAKING to the delegates attending the convention of the confectionery, biscuit and chocolate industries, at the noon-day luncheon of the first day's session, at the King Edward Hotel, Toronto, George S. Matthews, of Huyler's Ltd., delivered a forceful address on the subject of retail selling and conditions. Retailing, he began, is selling commodities in small quantities Successful retailing is systemized selling. In all settlements there is a central point of interest, where there is the larger sentiment and general contact. In a city such as Toronto for instance, the central point might be said to be the intersection of Yonge and King Streets, for where two great thoroughfares such as these meet, there is bound to be the greatest number of people. Estimating that 180 people pass this corner every minute, 14,800 people pass it every hour. During half that time that number is increased 50 per cent., making something like twenty-two thousand people instead of 14,800 every hour.

C. J. Bodley, secretary of the Confectionery and Chocolate Manufacturers' Association.

Value of Display

Mr. Matthews then visualized a confectionery store situation adjacent to this corner. Two per cent. of that crowd that passed there every hour would part with some of their earnings in that store, that is, working on the sense of sight to bring about that condition. If people were all blind, such would not be the case. Display attracts the sight, and is a big factor in the retailer's selling. Illuminated exteriors, tastefully arranged interiors, abundant displays of merchandise, all attract people and mean sales. Having attracted the people into the store, the next important thing is the voice of the salesman.

The Voice of the Salesman

It should always be kindly persuasive, and in answering questions he should always be thoroughly informed as to the product he is selling. Mr. Matthews here told of a certain clerk in a grocery store who was asked by a customer as to the nutritive qualities of cocoa. He was unable to tell the value of it as a nutritious article of diet. Mr. Matthews pointed out how this salesman should have been able to tell in detail if necessary the food qualities of cocoa, and had he followed the procedure of removing a tin of cocoa from the shelf, and while not mentioning or speaking of the brand, by frequently holding it before the customer, or pointing to it with his finger, he would not only have sold the cocoa, but would have created in the mind of the customer the desire to possess a tin of the particular brand he had held before her.

The Salesman a Host.

A salesman should look upon himself as a host, and his customer as his guest. In such an attitude only is the proper relation between dealer and customer carried out. Make retailing a sport, and the greatest sport to make it is angling. Go fishing for customers, but be a true

Continued on page 31

Convincing Customers of Price Declines

Grocery Commodities at Present Values Should Stimulate Buying —Recessions Have Been Gradual With the Exception of the Drastic Reductions on Potatoes, Sugar, Butter and Eggs

"I CANNOT see where the newspapers get all this stuff about foods being down in price," remarked the lady of the house to her husband one evening. "It costs me just as much to supply the table to-day as it did last year, and to read the papers you would think prices were down about half."

"Then you are either terribly extravagant or else you must be buying from a store which has been caught with a big stock and have not yet reduced their prices," answered the husband, who was enjoying the after-effects of a good dinner with his evening paper and the friendly pipe. "Take a piece of paper, Mary, and figure out the prices you were paying on twelve or fifteen articles a year ago with the price to-day and you will find that you are just paying about 40 per cent. less."

Does this answer the question that many retail merchants have been asking themselves when they are off by themselves in a quiet corner? Does it give the answer to the conundrum, why are customers curtailing their purchases? Undoubtedly it does. Many people are still under the impression that they are paying just as much for goods to-day as they were when prices were at the peak.

Most Recessions Gradual

The majority of merchants have reduced their prices, and many have been taking a big loss in the process of remarking prices in accordance with replacement values.

With perhaps the big reduction on potatoes and sugar and the recent drastic cut in the price of butter and eggs, the recessions have been gradual, often a cent or two at a time until, at the present time, picking out 28 food commodities we find that the wholesale decline, as compared with a year ago, has amounted to 34.8 per cent.

This gradual recession in prices is perhaps another reason why the general public is not aware of the fact that their dollar to-day is purchasing one-third more goods than it was buying at this same time last year. Then if the purchasing power of the dollar is greater than it has been, the merchant has by far a more powerful instrument by which trade can be stimulated than when prices were being advanced.

Should Stimulate Business

During the period of inflation, merchants were urging customers to buy because the next time the price would be higher. Now that prices are down, it would be a good plan to reverse the tactics. People are susceptible to buy at a lower price. This was proven out by their unlimited purchases during the few years when merchandise was advancing. This buying, however, was always done at a price that apparently was a little lower than market values. Then came the period of witholding purchases, simply because there were indications for lower prices. Prices did drop and are down in many instances to below pre-war values. Some lines, no doubt, have not yet reached the lowest point, while there are some that show tendencies for higher prices.

The fact that values are down should be a stimulus to business. Unquestionably it will be, if the public generally can be convinced on that point. It cannot be expected that there will be heavy buying for the future, such as occurred during the first few months of the war and then again in 1918. It is better that there should not be a repetition of that frantic scrambling to hoard up foodstuffs. What the country needs is a sane steady movement of merchandise that will keep the mills and factories busy and at a price that will show the producer of the raw material at least a just return for his time and investment.

Public Need Is More Light

It lies principally in the hands of the retail merchants to bring about this steady buying movement. Speaking generally, the public are not aware that prices are down as low as they are. Many are still under the impression that they are paying inflated prices and con-

34 PER CENT. DECLINE IN THESE LINES

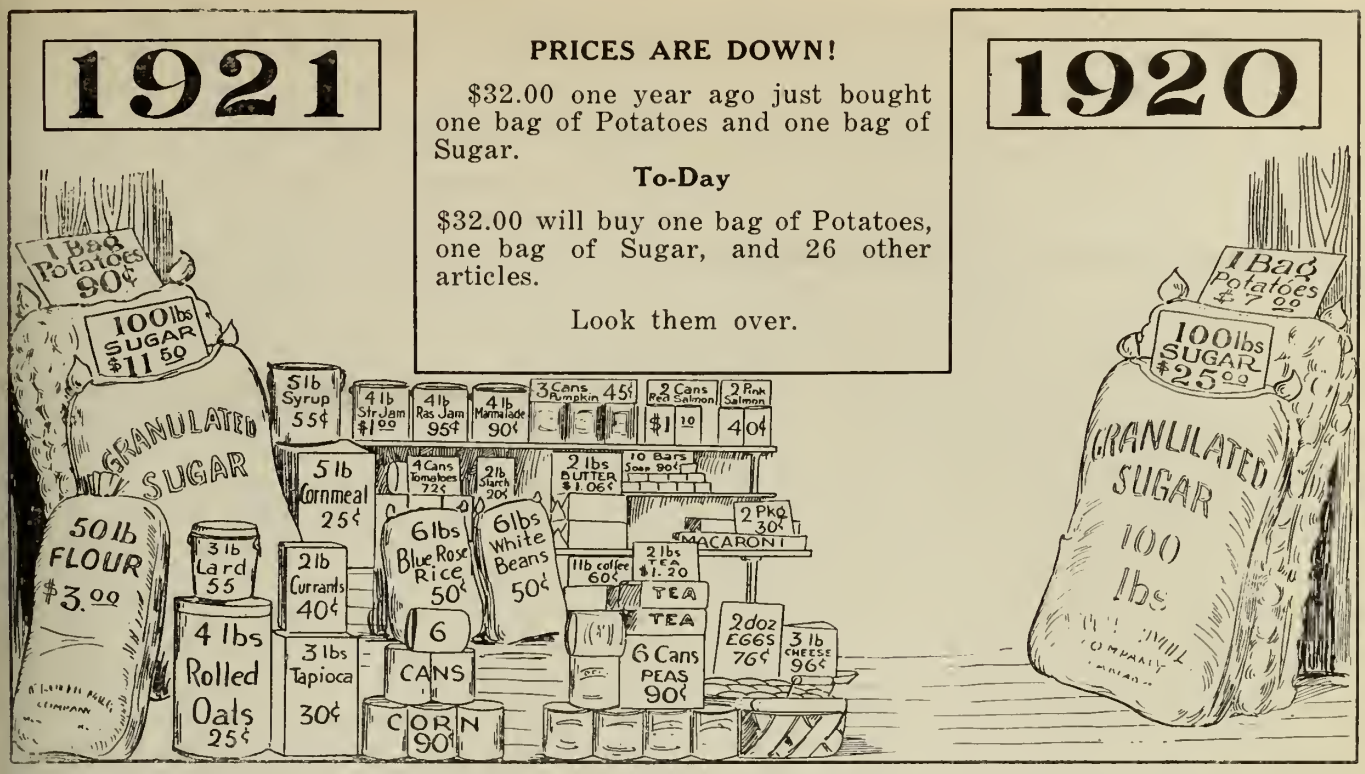
A SUBSCRIBER writes: "Be good enough to let us know about what percentage general groceries are down since about this time last year."

Picking out twenty-eight grocery commodities, a comparison of prices on May 1, 1920, and the same date this year, shows that the decline amounts to 34.819 per cent. Three lines on the list show a slight increase, namely, canned pumpkin, raisins and sockeye salmon. This decline would even be greater if the peak prices were compared with to-day's, as prices on May 1, 1920, are not by any means the highest. For instance, the highest price on sugar was in August of last year when quotations reached $24. In 1917, the peak price on flour was reached at $16.50 per barrel, cornmeal was $6.40 per bag, canned tomatoes were $2.50 per dozen and canned pumpkin was $1.65 per dozen. Currants in 1918 reached the peak price of 32 cents per pound and tapioca jumped to 15 cents per pound.

The following are the comparative prices on May 1 in the years 1920-21:

Comparative Prices

	1920	1921
Sugar, granulated, Montreal basis	19.00	10.50
Corn Syrup, 2-lb. tins, case	6.20	4.00
Rolled Oats, 98-lb. bag	5.75	3.15
Cornmeal, 98-lb. bag	5.75	2.75
Rolled Wheat, 100-lb. barrel	8.00	6.75
Sockeye Salmon, 1s, per dozen	4.75	5.60
Pink Salmon, 1s, per dozen	2.40	1.45
Tomatoes, canned, 2½s, per dozen	2.00	1.72
Peas, canned, Standard, per dozen	2.40	1.65
Corn, canned, per dozen	2.00	1.50
Pumpkin, canned, 2½s	1.35	1.45
Jam, Raspberry, 4s, each	1.35	0.80
Jam, Strawberry, 4s, each	1.40	0.80
Currants, Patras, per lb.	0.22	0.17
Raisins, seeded, per package	0.26½	0.28½
Rice, Texas Blue Rose, per lb.	0.20	0.06½
Rice, Rangoon, broken, per lb.	0.14	0.05
Tapioca, Pearl, per lb.	0.12½	0.07
Potatoes, 90-lb. bag, per bag	5.75	0.75
Flour, first patents, per barrel	13.60	10.00
Butter, creamery, per lb. print	0.68	0.50
Cheese, new, per lb.	0.31	0.27
Eggs, per dozen	0.55	0.32
Lard, 60-lb. tubs, per lb.	0.28½	0.15¼
Shortening, 60-lb. tub, per lb.	0.28½	0.11½
Laundry Soap, per box, 100 cakes	9.00	7.00
Laundry Starch, per lb.	0.11¼	0.08
Beans, hand picked, Ont., per bushel	6.00	3.25


1921
PRICES ARE DOWN!
$32.00 one year ago just bought one bag of Potatoes and one bag of Sugar.
To-Day
$32.00 will buy one bag of Potatoes, one bag of Sugar, and 26 other articles.
Look them over.
1920
1 Bag Potatoes 90¢
100 lbs SUGAR $11.50
GRANULATED SUGAR
50 lb FLOUR $3.00
3 lb Lard 55
4 lbs Rolled Oats 25¢
5 lb Syrup 55¢
4 lb Str Jam $1.00
4 lb Ras Jam 95¢
4 lb Marmalade 90¢
3 Cans Pumpkin 45¢
2 Cans Red Salmon $1.10
2 Pink Salmon 40¢
5 lb Cornmeal 25¢
4 Cans Tomatoes 72¢
2 lb Starch 20¢
2 lbs BUTTER $1.06¢
10 Bars Soap 90¢
2 Pkg 30¢
MACARONI
2 lb Currants 40¢
6 lbs Blue Rose Rice 50¢
6 lbs White Beans 50¢
1 lb coffee 60¢
2 lbs TEA $1.20
TEA
TEA
3 lbs Tapioca 30¢
6 CANS CORN 90¢
6 Cans PEAS 90¢
2 doz EGGS 76¢
3 lb CHEESE 96¢
1 Bag Potatoes $7.00
100 lbs SUGAR $25.00
GRANULATED SUGAR
100 lbs

Suggestion for a window display that is an education in prices. The display shows the purchasing power of the dollar to-day as compared with a year ago. A display such as this will go a long way towards making customers realize prices are down.

tinue cutting their purchases to the lowest point. This is stimulated to a great extent by the merchants advertising sacrifice sales, leading the public to believe that lower prices are coming, and that the merchant just wishes to clear up his stock before the slump does come and consequently the public are not buying in anywhere near the volume they would under normal conditions.

What the public needs is a little more light along the line that prices are reduced because raw materials, manufacturing and wholesale prices have dropped. Reduction or sensational sales will not stabilize or improve the consumption; they only tend to strengthen the attitude of the public who have been heard to say and are still remarking that, "Oh, well, they kept the price up as long as they could. No use buying to-day. To-morrow we'll buy it for less."

What the public needs is education. Show them that the purchasing power of the dollar is greater because market values are lower and not by any sacrifice or loss of money on part of the merchant. What better example can we get on this point than through the increased consumption of butter and eggs since the drastic declines of a few weeks ago?

A Suggestion to Follow

Advertising and window display will do a lot along this line. As a suggestion, supposing on one side of the window was placed a bag of potatoes and a hundred-pound bag of sugar. The retail value of these two articles one year ago was $32. Then figure out what the same amount of money will buy at to-day's price, and place them at the other side of the window. A large card placed in the center of the window reading "Prices are down! $32 one year ago just bought one bag of sugar and one bag of potatoes. To-day $32 will buy one bag of sugar, one bag of potatoes and 26 other articles. Look them over."

A little education similar to this will tend to stimulate consumption, stabilize buying and will bring confidence to the customer with less chasing around for "reduced prices."

Acreage to Tobacco Not More Than 50 Per Cent. of Last Year

London, Ont.—Not more than 50 per cent. of the usual acreage of tobacco will be planted in this district this year. Owing to the situation resulting from lowered prices a great many farmers are not putting in any tobacco. Instead they are specializing on early vegetables, fruit and grain. Tons of last year's crop are being sent to the plants at Blenheim, Leamington and Kingsville for processing and the growers hope in this way to at least break even. Last year's production costs were unusually high.

As a result of the business that has developed at Leamington in the handling of the farmers' tobacco the Diamond Tobacco Co. has under consideration an expenditure that may reach $100,000 for additional warehouses.

The cigar trade in London is reported by manufacturers to be the best in months. The buyers in the country towns are placing substantial orders and in addition to this the bookings for the summer resort trade are pouring in. Business is away ahead of last year, the manufacturers state. Orders from the West have been most satisfactory and reports from the various centers indicate that business, as far as the cigar trade is concerned, promises to be excellent. There are rumors that another cigar factory is to open in London shortly but so far no names have been mentioned.

Is Optimistic Over Business in the West

J. T. Menzies, general manager of Stewart Menzies Co., Ltd., Foy Building, Toronto, has just returned from a trip to the Pacific coast in the interests of his firm. Mr. Menzies is enthusiastic over the condition of business in the West, and stated that it was very favorable. While in the West he opened two new branch offices of the company, one at Vancouver and the other at Winnipeg. The one at Vancouver will be in charge of George Crawford and G. A. Birks, while the Winnipeg office will be in charge of Howard Menzies with F. Manley.

CANADIAN GROCER

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UNFAIR DISCRIMINATION

MANY druggists and manufacturers of pharmaceutical preparations have been manufacturing for extracts for some time, but the difference in the amount of excise duty levied on alcohol under the recent Budget druggists are required to pay in comparison with the amount levied on alcohol purchased by extract manufacturers will tend to divert the manufacture to the channels of the drug trade. Manufacturers of extracts claim that the increased duty will increase the cost of pure extracts 60 per cent., while druggists will be able to manufacture with practically no advance.

From the retail grocers' viewpoint this is a discrimination against their business. Extracts have always been a standard line in grocery stores, but if druggists are able to manufacture and sell at a lower price, the public naturally will purchase their extracts where they can buy them at lower prices. Undoubtedly this is a point that Sir Henry Drayton overlooked in revising the tariff and one which extract manufacturers hope to have remedied.

BEATING THE COFFEE PEDDLER

RECENTLY a western grocer realized that he was selling a small portion of his customers their coffee, and upon investigation he found that two coffee peddlers were making weekly trips to his town and had practically cornered all the coffee business. How to win back this trade was a question that caused this merchant many anxious moments. The more he thought about it, the more strongly he was convinced that some plan must be devised to eliminate this competition. He launched a campaign that caused the peddlers to take notice. They had to work a little harder to get business. After one month one of the peddlers discontinued visiting the town, and the other instead of making a weekly trip was only making it every two weeks. Finally this peddler also discontinued and the coffee peddler menace was ultimately wiped out.

The plan devised by this merchant was a simple one, but it meant a lot of hard work and perseverance. His plan was to make coffee the chief topic in his store and everyone urged to concentrate on the selling of coffee. In one window was installed an electric coffee mill. He received regular weekly shipments of freshly roasted coffee. He then sent a man to call upon every housewife in the community, and offered to all who would purchase coffee in ten pound lots, a special discount of three cents per pound. It was not required, however, that the whole ten pounds were to be purchased at one time, but the housewife had the privilege of taking it out just as required. If the quality of the coffee did not meet with their favor, they were welcome to cancel the complete order. Buying coffee under this method, put it in their homes every few days, freshly roasted and ground.

The coffee peddler menace of many another town throughout Canada is of serious concern to merchants. These peddlers do not pay anything to the support of the places wherein they obtain the large volume of their business. They feed upon the goodwill of merchants who have, in many instanees, spent a lifetime in building up the business community of their town. It is true these peddlers are required to pay a license to do business, but the amount is infinitely small in comparison with the amount of business they get and the amount of taxes that the merchants pay towards the upkeep of he town. The peddler too, is not content to stick to one line, but is gradually working into others, and diverging sales from the legitimate source of distribution, the retail merchant. The experience of this merchant might be followed with equal success by other grocers who are fighting the peddler nuisance.

EDITORIALS IN BRIEF

UNDER the new Budget ruling wholesalers have the option of absorbing the sales tax in the cost of the goods or of placing the sales tax on the invoice as a separate item. Merchants in receiving quotations would be wise to enquire whether the price quoted includes the sales tax.

* * *

EXEMPTIONS from the sales tax are now few in number. The tax on small individual articles is not a large amount, but when the turnover on these articles is considered the amount runs into considerable money. The idea of the sales tax is not that it should come out of the merchant's fair profit. The merchant, therefore, should be careful of his mark-up and see that the tax is absorbed in the cost.

* * *

SOME merchants state that customers complain of prices not being lower. One of the surest and most convincing arguments to employ is to show what prices were previously when they were at the peak and what they are to-day.

* * *

NOW that the luxury tax is off paekaged chocolates, it should be an incentive for the grocer to push box candy with greater vigor than ever before. The summer months provide a good time to sell candy, as many grocers are now increasing their revenue by adding such lines as ice cream and box candy.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

W. C. Macdonald, Regd., have erected a painted sign over the Orpheum Theatre in Montreal. It is illuminated at night by electric light and reads: "Macdonald's Cut Briar—the Tobacco with a Heart."

C. Ritz, manager of the Montreal office of the Robin Hood Milling Co., Ltd., is out of the city on a business visit to the western provinces.

J. L. Freeman & Co., merchandise brokers, Montreal, have been appointed representatives in the province of Quebec for the Fels Co., Ltd., soap manufacturers.

Fred C. Cornell, president of the Canadian National Millers' Association, was in Ottawa early this week in the interests of the Canadian millers with regard to the new taxation on their manufactured products.

ONTARIO

R. Oldham, Toronto, has sold to H. E. Kerr.

J. T. Elrick, Toronto, is discontinuing business.

J. S. O'Neal, Welland, is giving up business.

C. Hartley, Todmorden, is commencing business.

Wm. H. May, St. Thomas, has sold to Thos. Martin.

J. A. Pilon, Verner, has opened a grocery business.

David Watt, Powassan, is opening a grocery business.

W. J. Carruthers, Westboro, has sold to W. R. Soucie.

Hallo & Andary, Windsor, have sold to G. N. Andary.

W. A. Richardson, Merritton, has sold to Geo. H. Sherwood & Co.

Hodge's Grocery Store is now open at 1660 Dufferin St., Toronto.

Wm. C. Fear has commenced business at 1259 St. Clair Ave., Toronto.

W. S. Manning, Elmvale, Ont., has purchased Lawson's Grocery.

Broome & Hayward, Queen Street East, Toronto, have sold to H. J. White.

De Long Tea and Coffee Co. have moved to more commodious premises at 833 King St. E., Hamilton.

Cunningham & Prudence, Toronto, have purchased the business of McLean & McEachren.

Arthur Allen, of the Trent Valley Canners, Ltd., Trenton, Ont., was on a business trip to Toronto during the week.

Wm. Scott has opened up a grocery store at St. Clair Ave. and Weston Road, Toronto.

I. Carrier has opened a grocery store on Alma Street, Amherstburg, Ont.

Stanley Sheridan, of Ruthven, Ont., has joined the sales staff of A. Wilkinson, grocer, at Leamington.

F. J. Joyes has recently taken over the business at 111 Geneva Street, St. Catharines, formerly carried on by W. G. Midgeley.

At the regular meeting of the Chamber of Commerce in Chatham, Ont., last week, H. Malcolmson was elected to the directorate for a two-year term.

D. J. Reid, of Hamilton, Ont., has been appointed manager of the Lambton Packing Co. at Petrolea, taking the place of James Gay, who recently resigned.

J. Gascho & Son, of Zurich, Ont., commenced work this week on a large new warehouse to be erected adjoining their store.

William Lloyd, of Stratford, representative of Christie Brown & Co., with his wife and son have moved to Hillsboro on Lake Huron, where they will spend the summer.

Wm. Park, of Foster, Clark, Ltd., Maidstone, England, manufacturers of custard powder and other food preparations, was in Toronto this week, calling on Stewart Menzies Co., Ltd., Front Street.

Everend Orchard has purchased the business of W. Habermel at Shedden, Ont.

Mrs. Percy Mayberry, of Ingersoll, Ont., has purchased the Teall grocery and takes immediate possession.

Ed. J. Kilpatrick, of Strathroy, Ont., has disposed of his grocery business to Cecil Zavitz, who takes over the store immediately.

Archie Patterson, provision dealer at Ridgetown, Ont., sustained a serious loss in an early morning fire which completely wrecked the interior of his store.

Bruce Stratton, of Windsor, formerly in the grocery business at Tilbury, has been spending a few days with friends in Wallaceburg this week.

Fergus Levy is moving into new and larger premises in the Hurlburt Block at Mitchell, Ont. The interior has been completely renovated and splendid new plate glass show windows built.

Donald S. Menzies, of Stewart Menzies Co., Ltd., Toronto, is leaving on an extended trip to the Maritimes and Newfoundland in the interests of his firm.

John Vizzard, for the past year with the grocery firm of H. G. Hanson at Wheatley, Ont., left this week for Windsor, where he is going into business for himself.

Following a long illness T. S. Jardine, for the past ten years proprietor of the Jardine store at Palmyra, Ont., died on Monday. He was 56 years old and prior to locating in Palmyra was in business at Wallacetown.

Chas. Daley, who has conducted a grocery business on Geneva Street, St. Catharines, Ont., for several years, has recently completed a new store and dwelling at St. Patrick and Marquis Streets. Increased business and overcrowded quarters are given as the reason for the change. Mr. Daley expects to occupy his new premises some time in June.

One of the old business landmarks of Welland, Ont., has disappeared. J. S. O'Neal, who has carried on a grocery and hardware business on Main Street for forty years has retired. The business was formerly known as O'Neal and Hobin but Mr. Hobin disposed of his for forty years, has retired. The busi- Bank of Toronto have taken over the building and have already started to remodel it. Mr. O'Neal's stock was taken over by other merchants in the town.

372 SECURE PRIZES

$2,500 Given Away in the Dayton Scale Word Contest—3052 Words By Winner.

Toronto.—The International Business Machines Company, Limited, Toronto, put on a "Word Contest" some weeks ago, and have just announced the winners. The contest consisted of making the most words out of the two words, "Dayton Scales." It closed on March 15, with a large number of entries.

The winner was H. F. Prelipp of Hamilton, who sent in a list of 3,052. His prize was $300. The second prize winner was J. Robinson of Toronto, his prize amounting to $200, with 3,045 words. Winner of third prize of $100 was A. D. McIntyre of Woodville, Ont.; the fourth of $75, W. Spooner, Spooner's Grocery, Edmonton, Alta.; the fifth, Anne R. Manning of Winipeg, and the sixth, $20, J. E. Manning, Winnipeg. There were 30 prizes of $15 each, with J. R. Campbell of Parry Sound, Ont., leading the list. P. J. Tappin, of Grenfell, Sask., led the $10 prize winners, and P. R. Gasser, of Humboldt, Sask., the $5 list. John S. Boyd of Peterborough, Ont., was first in the $2.50 class. Altogether there were 372 prizes distributed and a total of $2,500 Every province in Canada was represented by those who secured prizes.

DAYTON SCALE

Are you or your friends in this list?

$15 PRIZES

No.	Name	Address	Personal
7	Jos. Lawrence, James St., Parry Sound, Ont.		J. R. Campbell
8	Burnett Bros., Winterbourne, Ont.		H. W. Burnett
9	C. W. Summers & Sons, 413 Hamilton Rd., London, Ont.		G. B. Wake
10	R. P. Clifford, 268 Danforth Ave., Toronto, Ont.		R. P. Clifford
11	R. P. Clifford, 268 Danforth Ave., Toronto, Ont.		Miss J. Oliver
12	John Campbell, Seguin St., Parry Sound, Ont.		John Campbell
13	C. W. Summers & Sons, 412 Hamilton Rd., London, Ont.		C. G. Summers
14	George Lumsden, 493 Horton St., London, Ont.		Geo. Lumsden
15	J. Bennet Hachey, West Bathurst, N.B.		J. Bennet Hachey
16	A. W. Phillips, Bristol, N.B.		John A. Drake
17	Maple Leaf Grocery, 2177 Powell St., Vancouver, B.C.		James Jensen
18	Kennedy Bros., Kensington, P.E.I.		P. J. Kennedy
19	P. Nadeau, Grand Cascapedia, Que.		Henry Nadeau
20	L. B. Mulligan, Billinge Bridge, Ont.		Reg. Hendy
21	McIntosh & Ranton, Atlantic Ave., Kerrobert, Sask.		J. A. McIntosh
22	J. Bennet Hachey, West Bathurst, Bathurst, N.B.		J. D. Allen
23	A. J. Esser, Main St., Grimsby, Ont.		A. J. Esser
24	J. L. White, Grand Falls, N.B.		Monique Martin
25	Lyndroute Groc., Ltd., 390 Roncesvalles Ave., Toronto, Ont.		C. P. Routcliffe
26	Lyndroute Groc., Ltd., 390 Roncesvalles Ave., Toronto, Ont.		H. Pepper
27	Nelson Routley, 392 Brock St., Peterborough, Ont.		Sidney Srobell
28	N. H. Johnson & Sons, Melaval, Sask.		[illegible]son
29	N. H. Johnson & Sons, Melaval, Sask.		W. J. Johnson
30	M. T. Greene, 1000 Denman St., Vancouver, B.C.		Miss L. Pease
31	Hicks Bros., 46 Ottawa St., Walkerville, Ont.		F. O. Hicks
32	N. H. Johnson & Sons, Melaval, Sask.		N. H. Johnson
33	McDermott & McCarthy, King St., Prescott, Ont.		Rita Boyd
34	Fox & Sloan, Railway Ave., Clair, Sask.		J. J. Smith
35	Athahasca Grocery, 10534 102nd Ave., Edmonton, Alta.		L. A. Craig
36	Athabasca Grocery, 10534 102nd Ave., Edmonton, Alta.		Lottie A. Craig

$10 PRIZES

37	The Elite, Grenfell, Sask.		P. J. Tappin
38	John Campbell, Seguin St., Parry Sound, Ont.		Lilly Bursey
39	Athabasca Grocery, 10534 102nd Ave., Edmonton, Alta.		Mrs. E. E. MacIntosh
40	Collier & Delany, Enchant, Alta.		H. Collie
41	A. Sweet & Co., Main St., Winchester, Ont.		Miss I. Knowland
42	F. J. Harthling, Wallace St., Wallace, N.S.		M. R. Forshner
43	The City Meat Market, Edwards Ave., The Pas, Man.		R. N. Easton
44	J. W. Martin, Coutts, Alta.		J. E. Best
45	J. W. Martin, Coutte, Alta.		Mrs. Eliz. Best
46	J. W. Martin, Coutts, Alta.		Cleona T. Best
47	Ryan Bros., Inglis St., Truro, N.S.		L. Blanche Fulton
48	Peter Nadeau & Sons, Grand Cascapedia, Que.		Miss R. Nadeau
49	G. B. Drake, 413 Hamilton Rd., London, Ont.		J. E. H. Easton
50	Frank Vickers, Main St., Lomond, Alta.		Ernest Frost
51	Michael Kelly, 36 St. David St., St. John, N.B.		Michael Kelly
52	H. F. Relyea, Wilson St., Perth, Ont.		W. A. Relyea
53	Tom Vickers Grocery, Travers, Alta.		P. L. Frost
54	P. Radigan, 45 N. Water St., Galt, Ont.		L. J. Diech
55	P. Radigan & Co., 45 N. Water St., Galt, Ont.		B. J. Radigan
56	Miss Annie Dyck, Hague, Sask.		Annie Dyck
57	Paul L. Doig, 6 Market House, London, Ont.		Paul L. Doig
58	H. C. McLellan, Arcadia Ave., Stellarton, N.S.		H. C. MacLellan
59	A. Dyck, Hague, Sask.		Nettie Dyck
60	Paragon Grocery, 220 10th St., Brandon, Man.		I. McDowell
61	E. E. Fisher, King St., Dundas, Ont.		R. E. Fisher

$5 PRIZES

62	C. Bruser, Humboldt, Sask.		P. R. Gasser
63	J. E. Manning, 493 Sargent St., Winnipeg, Man.		G. H. Beauston
64	J. B. Crawford, Est., Main St., Dutton, Ont.		Garfield E. Ross
65	Snyder & Armstrong, Lashburn, Sask.		A. S. Snyder
66	Wm. D. Knapp, 885 Adelaide St., London, Ont.		Wm. Knapp
67	Batchelor's Pure Food, 204 Menzies St., Victoria, B.C.		Leonard Batchelor
68	Herbert & McGregor, 302 Tenth St., Brandon, Man.		Leslie G. Brown
69	Thos. G. Cross, South Durham, Que.		T. J. Cross
70	Young's Meat Market, 105 Pandora Ave., Victoria, B.C.		D. B. Young
71	Wilbert McKinley, R.R. No. 5, Truro, N.S.		Wilbert McKinley
72	Mogan-Jones Co., Dinemore, Sask.		G. W. Mogan
73	McDougall & Sproule, White River, Ont.		De Voe Rumsey
74	Thomas McHaffie, Fusilier, Sask.		Mrs. T. McHaffie
75	William D. Hulf, Harding Ave., Weston, Ont.		Wm. D. Hulf
76	Stewart & Hucks, Harriston, Ont.		H. J. Hucks
77	H. R. Heron, Ltd., Main St., Netherhill, Sask.		H. R. Heron
78	B. A. Archibald, Ltd., Main St., Brock, Sask.		B. A. Archibald
79	Mrs. A. Levesque, Paspebiac, Que.		Mrs. A. Levesque
80	Codere & Fils, Ltd., Wellington St., Sherbrooke, Que.		L. J. Codere
81	J. B. Jett & Co., Taber, Alta.		Ernest Rose
82	Fenn Hardware Co., 79 Dickson St., Galt, Ont.		J. M. Ballantyne
83	Wm. Lochead, King St., Forest, Ont.		Mies E. Lochead
84	Keyes Bros., Winchester, Ont.		W. R. Keyes
85	Rodd & Mowbray, Kinsale, Ont.		Rodd & Mowbray
86	W. H. Steed & Co., Cardston, Alta.		W. H. Steed
87	G. B. Drake, Corner Grey and Adelaide, London, Ont.		Cora Gory
88	J. L. Cossaboon, Whitehead, N.B.		J. L. Cossaboon
89	S. L. Adolph, Main St., Listowel, Ont.		Lloyd Maybury
90	John Bullied, Lumsden, Sask.		John Bullied
91	Elias Nicholas, Canso, N.S.		Miss W. Roberts
92	J. W. Griffin, Gainsborough, Sask.		J. W. Griffin
93	Jas. B. Cline, Lord's Cove, Deer Island, N.B.		Jas. B. Cline
94	C. S. Patterson, 312 College St., Toronto, Ont.		C. S. Patterson
95	Jas. B. Cline, Lord's Cove, Deer Island, N.B.		Glen B. Cline
96	A. Graeb, King St., Preston, Ont.		W. E. Paulter
97	M. T. Greene, 1000 Denman St., Vancouver, B.C.		M. T. Greene
98	J. P. Gosche & Son, Clyde, Alta.		J. P. Gosche, Jr.
99	C. H. Loder, Stirling, Alta.		G. H. Lodor
100	J. P. Gosche & Son, Clyde, Alta.		Rena Milligan
101	David Mackey, Canal St., Dunnville, Ont.		David Mackey
102	Roy T. Lowther, Tuxford, Sask.		Roy T. Lowther
103	J. Ernst & Son, Ltd., Mahone Bay, N.S.		Willis A. Ernest
104	Thos. H. Bodley, Pefferlaw, Ont.		Clarence Bodley
105	A. E. Wrigglesworth, Shelburne, Ont.		L. C. Wrigglesworth
106	Mr. David Magee, Jr., Bridge St., Cardinal, Ont.		Hazel I. Magee
107	Wm. Andison, 440 Ave. D South, Saskatoon, Sask.		Florence Andison
108	Elias Nicholas, Canso, N.S.		Elias Nicholas
109	George Hales, R.R. No. 2, Northwood, Harwich, Ont.		Geo. Hales
110	M. L. Longeway, 320 St. Antoine St., Montreal, Que.		M. L. Longeway
111	The T. S. Ford Co., Ltd., Main St., Mitchell, Ont.		Robt. J. Keeler
112	C. W. Varcoe, 535 Parliament St., Toronto, Ont.		Cameron Varcoe
113	E. A. Longeway, 622 St. Antoine, Montreal, Que.		E. A. Longeway
114	Wright-Dawes Co., Main St., Hillsboro, N.B.		Gertrude Stevenson
115	Noe Rodrigue, 361 St. Mary's Rd., St. Vital, Man.		N. Rodrigue
116	Edmund LeBlanc & Co., Wedgeport, N.S.		Hatie LeBlanc
117	Smillie Bros., Ltd., Russell, Man.		R. C. Smillie
118	M. Bomenseur, 539 McTavish St., Ft. William, Ont.		George Bomenseur
119	Hansen Hardware Co., Barons, Alta.		J. E. Hansen
120	David Mackey, Canal St., Dunnville, Ont.		C. C. Sundy
121	J. W. Griffin, Gainsborg, Sask.		Harry Spangle
122	Schellenberg & Co., Hague, Sask.		A. A. Schellenberg

Words, words, words!
Half a million of them—tumbling in from Canada's farthest reaches—east, west, north, south.

And all to be counted, classified, checked within a few weeks.

H. F. PREL
HAMILTO
Winner of First Pr

It was a big order—but the International Business Machines Co. is used to big orders and that's why it is possible to announce in this issue the results of the big DAYTON SCALES WORD CONTEST.

The International Business Machines Co. extends its congratulations to the contestants neat, methodical manner in which they prepared an

THE LEADERS

FIRST PRIZE $300

H. F. PRELIPP - Hamilton Hardware Co. - Hamil

SECOND PRIZE $200

J. ROBINSON, Robinson Hdwe. Co., 195 Royce Ave.

THIRD PRIZE $100

A. D. McINTYRE - - - - - - Woodville

Mr. Prelipp's prize-winning total was 3,052 words, deriv
Several other

No.	Name	Address	
123	Truro Hardware Co., Inglis St., Truro, N.S.		I
124	St. Marys Hardware, Queen St., St. Marys, Ont.		R
125	H. B. Stoddart, King St., Forest, Ont.		H.
126	Lloyd Ripley, Victoria Block, Moncton, N.B.		
127	C. M. Webb, Granton, Ont.		
128	[illegible], Thamesville, Ont.		
129	E. J. Murphy, Dublin, Ont.		T.
130	P. J. Hunter, Broadway Antler, Sask.		
131	Alphonse Blais, 229 Notre Dame St., Tetford, Que.		A
132	A. K. Alford, Tide Head, N.B.		
133	C. C. Waters, Main St., Brigden, Ont.		
134	Rodd & Mowbray, Kinsale, Ont.		Miss
135	V. M. Nicholls, Gorrie, Ont.		Mis
136	P. J. Hunter, Broadway Antler, Sask.		
137	V. M. Nicholls, Gorrie, Ont.		T
138	W. J. Kilpatrick, Springfield, Ont.		Mrs. No
139	J. H. Wilson, 161 Mississaga St., Orillia, Ont.		
140	Sturgeon & Garvin, Canora, Sask.		
141	G. A. Mortimer, R.R. No. 3, Shelburne, Ont.		G.
142	R. L. Somerville, Middleville, Ont.		Ra
143	W. W. Chesley, Granville St., Bridgetown, N.S.		Miss Ed
144	Union Commerciale, Main St., Notre Dame, Man.		Unio
145	R. & F. Turner, Marie Joseph, N.S.		
146	Geo. A. Chase, Port Williams, N.S.		A
147	T. H. Swerbrick, Tichborne, Ont.		T.
148	4 X Market, Vulcan, Alta.		
149	Breakeyville Stores Co., Breakeyville, Que.		Jean
150	Wood Bros., Madawaska St., Arnprior, Ont.		
151	Jas. H. Carrell, Gleuora, Man.		Ja
152	J. P. McLaren, Canboro, Ont.		Jas.
153	C. B. Whidden & Son, Main St., Antigonish, N.S.		E
154	J. Rose Clark, Consul, Sask.		
155	Geo. Musgrove Co., Stonewood, Man.		
156	C. Maynard, 750 Danfortb Ave., Toronto, Ont.		
157	G. L. Jakes, Merrickville, Ont.		A.
158	H. J. Glover, 161 Richmond St., Chatham, Ont.		Mrs
159	A. W. M. Kelly, Hardy, Sask.		
160	E. C. Grimes, Box 148, Elora, Ont.		
161	Benj. C. Randall, 322 St. George, Moncton, N.B.		Ben
162	J. G. Quackenbush, 26 Richmond St., Smithe Falls, Ont.		
163	Thos. Steinberg, Marksville, Ont.		G
164	Nat. McMillan, Black Point, N.B.		M
165	Thos. Steinberg, Marksville, Ont.		
166	Woodward & Garrett, Main St., Kamcreek, Sask.		O.
167	H. Easter, Bass River, N.B.		E
168	Nat McMillan, Black Point, N.B.		Miss
169	McKimmons, Ltd., Souris and 3rd, Weyburn, Sask.		
170	H. J. Glover, 161 Richmond St., Chatham, Ont.		Miss
171	Nat McMillan, Black Point, N.B.		
172	O.K. Co-Operative, Ltd., Barnard St., Vernon, B.C.		

$2.50 PRIZES

173	Jno. S. Boyd, 639 George St., Peterborough, Ont.		
174	J. Mountstephen, Kakabeka Falls, Ont.		J.
175	N. Routly—392 Brock St., Peterborough, Ont.		J.
176	Harley H. Sherriff, 659 Pape Ave., Toronto, Ont.		Harl
177	P. J. Hunter, Antler, Sask.		A
178	G. Kanmacher, King St., Preston, Ont.		
179	Gesto General Store, R.R. No. 2, Essex, Ont.		Myrt
180	Farmers' Union Co., Berwick, N.S.		
181	Burnett Bros., Cadomin, Alta.		
182	Brown Hardware Co., 242 Carlton St., Toronto, Ont.		
183	S. R. Griffin & Sons, Goldboro, N.S.		J.
184	H. H. Sherriff, 659 Pape Ave., Toronto, Ont.		A
185	Dure Hardware Co., Woodville, Ont.		

PRIZE WINNERS

WORD CONTEST

. ROBINSON
TORONTO
of Second Prize—$200

their lists. This indeed, was an outstanding feature of the contest, which reflects great credit upon the retail merchants and clerks of Canada.

At every step the impartiality of the judging was safeguarded. The judges, in fact, were unaware of the names of the entrants when checking up the lists, by reason of the fact that each list on its arrival was given a number.

It is safe to assume that to thousands in Canada, the words DAYTON SCALES will mean more than they ever have heretofore — to mention them will be to call up a pleasant recollection of this clean-cut, wholesome, educational contest.

th is the list of the prize-winners and prizes as announced judges:

HE PRIZE LIST

FOURTH PRIZE $75

ONER - Spooner's Grocery - Edmonton, Alta.

FIFTH PRIZE $50

R. MANNING - J. E. Manning - Winnipeg

SIXTH PRIZE $20

ANNING - - 493-495 Sargent Ave., Winnipeg

T-O-N—S-C-A-L-E-S. Mr. Robinson sent in 3,045 words. ut 3,000 each.

Name	Address	Personal
oucette.	Burrows St. McCreary, Man.	Robt. Doucette
Everett.	King St., Iroquois, Ont.	H. B. Everett
Sherriff,	659 Pape Ave., Toronto, Ont.	Mrs. M. Sherriff
rmott &	McCarthy, Prescott, Ont.	Eileen McCarthy
A. Little,	Rockwood, Ont.	Mrs. J. A. Little
ayo, Limited.	Main St., N. Dauphin, Man.	G. A. Hunter
l Bros.,	Delta, Ont.	Harrison Russell
Caswell &	Co., Avonhurst, Sask.,	W. J. Moore
y & Harvey,	Main St., Exeter, Ont.	E. C. Harvey
Lepine,	249 4th Ave., Quebec, Que.	L. Lepine
Sehl,	Baden, Ont.	Fred. M. Sehl
tt Bros.,	Cadomin, Alta.	Fred. Chappell
Denomine,	St. Joseph, Ont.	M. J. Denomine
James Hardy,	Gabarus, N.S.	Wilfred Greene
rances Union	Co-Operative Co., Fort Frances, Ont.	C. McLennan
owry Store,	Ltd., Camrose, Alta.	A. B. Lord
Moorehead,	Main St., Georgetown, Ont.	Art. Norrington
Kerr,	Carman, Man.	Maurice Nunas
Nicol,	Pipestone, Man.	Fred. McNicol
Kennedy	Hardware, Main St., Ailsa Craig, Ont.	Mary E. Wyllie
tedden &	Co., 178 Princess St., Kingston, Ont.	Jas. Redden
alton,	137 Benson Ave., Peterborough, Ont.	George Butcher
McNeill,	Ltd., Tyne Valley, P.E.I.	L. A. Burleigh
Gaskil,	Grand Manan, N.B.	Oscar B. Robinson
McGowan &	Co., Carman, Man.	Roy Skelton
Tucker,	Clarence, Ont.	Gladys M. Tucker
	Drayton, Ont.	Myril Cutting
Nicholas,	Port Stanley, Ont.	A. J. Nicholas
Philp,	Arthur, Ont.	J. W. Philp
Philp,	Arthur, Ont.	Mrs. J. W. Philp
Boisonneault,	St. Andrew St., Bathurst, N.B.	Mrs. E. Boisonneault
& Matthews,	Queen St., Niagara-on-the-Lake, Ont.	R. W. Allen
. P. O'Connor,	361 Agricola St., Halifax, N.S.	Mrs. J. P. O'Connor
Alice Eddy,	Welland St., Thorold, Ont.	Miss Alice Eddy
Huntley &	Co., Commercial St., Berwick, N.S.	Gladys E. Haley
Joyce,	112 Gerrish St., Halifax, N.S.	Gertrude Healy
Doheny,	Denman Island, B.C.	P. J. Doheny
yle & Son,	Victoria Sqr., Colborne, Ont.	R. Allen Coyle
Friendship &	Son, 210 Division St., Kingston, Ont.	S. J. Friendship
ight Grocery,	Argyle and 14th Aves., Regina, Sask.	Alfred Sharp
Sparham,	Crows Nest, B.C.	E. H. Sparham
Vanvelson,	Front St., Wroxeter, Ont.	Rona Vanvelson
& Harvey,	Main St., Exeter, Ont.	Miss H. M. Preszlator
G. Millar,	3rd Avenue, Rapid City, Man.	John G. Millar
York Fruit	Store, 314 Princess St., Kingston, Ont.	Nan. Amey
Creed,	Cottage St., Upper Newport, N.S.	R. H. Creed
erative Farmers,	Ltd., Emerald Junction, P.E.I.	J. W. Fyfe
General Store,	R.R. No. 2, Essex, Ont.	T. A. Kennedy
Hodgeson,	Nelson St., Wallaceburg, Ont.	Frank A. Knox
ne, George St.,	Sydney, N.S.	Eva Fine
Carey,	Yonge St., Aurora, Ont.	Mrs. M. E. Carey
Ravin,	Clear Creek, Ont.	Arthur Ravin
n Jones Co.,	Dinsmore, Sask.	George R. Corey
Marsten,	Plaster Rock, N.B.	B. T. Marsten
Griffin &	Sons, Goldboro, N.S.	Simon O. Griffin
McGowan &	Co., Carman, Man.	Mrs. A. E. Porter
McGowan &	Co., Carman, Man.	J. G. McGowan
Bros.,	Main St., Picton, Ont.	Tom M. Mounce
McFaul,	Brownsburg, Que.	Thos. J. Anderson
onfectionery,	17 Hastings, W. Vancouver, B.C.	J. D. Langlois
McGowan &	Co., Carman, Man.	Mary E. Nicholson
Huntley &	Co., Berwick, N.S.	Chas. E. Peveril
Archibald,	Ltd., Main St., Brock, Sask.	B. A. Archibald
ogers,	Kerrwood, Ont.	Wilfred Rogers
McGowan &	Co., Carman, Man.	W. Harrison
Thurrott,	Newcastle Bridge, N.S.	H. P. Thurrott

No.	Name	Address	Personal
252	Central Park Grocer,	381 Carlton St., Winnipeg, Man.	R. I. Colquhoun
253	C. P. Ruddy Co.,	9903—85 Ave., Edmonton, Alta.	G. T. Ruddy
254	Central Park Tea Rooms,	Vancouver, B.C.	F. L. McClement
255	J. D. Soley,	Main St., Springhill, N.S.	H. N. Soley
256	R. and F. Turner,	Marie Joseph, N.S.	Mary A. Turner
257	R. L. Somerville,	Main St., Middleville, Ont.	Agnes Yville
258	McMullan & McRoberts,	Main St., Bothwell, Ont.	Mary McRoberts
259	Hudson's Bay Co.,	103rd St., Edmonton, Alta.	Peter Blake
260	J. Suroff,	872 Bloor St., Toronto, Ont.	Miss N. H. Suroff
261	MacDonald & Persson,	Stockholm, Sask.	McDonald & Persson
262	W. R. Bigham,	Thames, Ingersoll, Ont.	Roy A. Bigham
263	J. H. Zeigler,	33 King St., Waterloo, Ont.	Miss Weidenhammer
264	A. J. Roop,	Archiendis St., New Glasgow, N.S.	S. McKinnon
265	J. H. Zeigler,	33 King St., Waterloo, Ont.	O. R. Hasenflug
266	W. B. McKay Co.,	Main St., Sussex, N.B.	Gordon B. McKay
267	Pringle Stark Co.,	Huntingdon, Que.	T. B. Pringle
268	M. T. Greene,	1000 Denman St., Vancouver, B.C.	Agnes Greene
269	Mrs. A. Marzetti,	Grozier, Ont.	Mrs. A. Marzetti
270	Mrs. Sam. Geiger,	Main St., Semans, Sask.	Mrs. Sam. Geiger
271	Clements, Ltd.,	Main St., Vegreville, Alta.	W. T. Clements
272	Charles S. Luck,	32 Church St., Furville, N.B.	Chas. Luck
273	Millet U.F.A. Corp.,	Millet, Alta.	N. M. Howe
274	J. D. Fligg,	Syke St., Meaford, Ont.	Grace C. Fligg
275	R. W. Hammond,	Edmundston, N.B.	R. W. Hammond
276	Perry & Sanders,	Port Maitland, N.S.	Geo. Sanders
277	Walton Bros.,	Broadway St., Pilotmound, Man.	M. Walton
278	Geo. Musgrove & Co.,	Main St., Stonewall, Man.	Mrs. E. Musgrove
279	H. Stainton, Ltd.,	44 Vaughan Rd., Toronto, Ont.	Geo. Simpson
280	M. F. Ames,	Plainville, Ont.	H. L. Ames
281	M. F. Ames,	Plainville, Ont.	M. F. Ames
282	W. Roy Fowler,	Main St., Sackville, Ont.	Roy Moore
283	T. M. Ogilvie,	Wentworth Centre, N.B.	T. M. Ogilvie
284	John K. Zeigler,	33 King St., Waterloo, Ont.	Mrs. J. Zeigler
285	J. C. Heffroen,	Queen St., Blyth, Ont.	Wm. J. White
286	James Foley,	21 King St., St. Catharines, Ont.	Mary Foley
287	Kamsack Bakery,	Kamsack, Sask.	A. Garrets
288	W. S. Roode,	Colchester, N.S.	Myrtle Roode
289	H. A. Fogal,	Dan, Man.	H. A. Fogal
290	M. McDowell,	Cavan, Ont.	M. McDowell
291	M. McDowell,	Cavan, Ont.	L. Clarke
292	R. E. Hyson,	Mahone Bay, N.S.	R. E. Hyson
293	J. W. Cooper,	Osage, Sask.	J. W. Cooper
294	Stephenson & Cook,	Collingwood, Ont.	Sadie Houghton
295	James A. Kirkpatrick,	Shubenacadie, N.S.	Harry Stallard
296	Stephenson & Cook,	Collingwood, Ont.	Thos. Stephenson
297	C. F. Bishop & Son,	Alberni, B.C.	Ethel M. Bishop
298	Rockyford Meat Market,	Main St., Rockyford, Alta.	T. Birt
299	P. Pabeanis,	Osler, Sask.	W. J. Abrams
300	N. T. Pare Enrg.,	Deschambault, Que.	Louis Parc
301	Wm. Marsh,	7 Convent Market, London, Ont.	Fred. Reed
302	Edwin Walton,	King St., New Glasgow, N.S.	Edwin Walton
303	John Driedger,	Osler, Sask.	John Driedger
304	W. Howey,	Main St., Port Rowan, Ont.	W. Howey
305	W. H. Duffy Sons,	Limited, Main St., Hillsboro, N.B.	Miss LaVeta B. Connor
306	Wm. H. Gardiner,	Pitt St., Cornwall, Ont.	Wm. H. Gardiner
307	McMullan & McRoberts,	Main St., Bothwell, Ont.	F. L. McMullan
308	M. Fowler,	Wharn & Oxford, London, Ont.	M. Fowler
309	John Rice,	133 Danforth Ave., Toronto, Ont.	S. Ebach
310	Ideal Cash Grocery,	Baker St., Nelson, B.C.	H. C. Grizzelle
311	W. H. Duffy Sons,	Ltd., Main St., Hillsboro, N.B.	Karl S. Duffy
312	Frank Gunn,	Imperial, Sask.	Frank Gunn
313	J. Eaton,	Main St., Bloomfield, Ont.	H. A. Bowerman
314	Pierre Langis,	Amqui, Que.	Pierre Langis
315	James A. Kirkpatrick,	Shubenacadie, N.S.	Jean H. Kirkpatrick
316	Mrs. E. F. McLean,	Gerrard, B.C.	Mrs. E. F. McLean
317	B. B. Ives,	714 Maryland St., Winnipeg, Man.	B. B. Ives
318	Crysler Bros.,	Lake Valley, Sask.	Chas. A. Crysler
319	A. C. Mills,	122 Wharncliffe Rd., London, Ont.	A. C. Mills
320	D. McMillan & Sons,	Main St., Maxville, Ont.	Mayme MacMillan
321	James A. Kirkpatrick,	Main St., Shubenacadie, N.S.	Burton B. Bennette
322	Philip Manby & Co.,	Saltcoats, Sask.	P. Manby
323	Hornby Grocery,	660 Hornby St., Vancouver, B.C.	P. H. Brown
324	The Wright Dawes Co.,	Hillsboro, N.B.	Arvilla N. Keirsead
325	London Meat Supply Co.,	Market House, London, Ont.	H. L. Smith
326	L. A. Hill,	Blackfalds, Alta.	A. E. Farrell
327	A. M. Harris,	Ltd., Caledonia, R.R. No. 1, Ont.	A. M. Harris
328	Jas. P. Quinn,	Blackville, N.B.	Frank J. Quinn
329	J. E. Smuck,	Hagersville, Ont.	Dorothy Smuck
330	A. R. Salton,	Main St., Port Morien, N.S.	A. R. Salton
331	Herold Bros.,	Snakespeare, Ont.	Lou. B. Herold
332	D. Mistele,	Rodney, Ont.	Kathryn Mistele
333	J. D. Soley,	Main St., Springhill, N.S.	J. D. Soley
334	The Star Groc.,	Elora St., Mildmay, Ont.	J. N. Schefter
335	D. A. Thomson,	Coronation, Alta.	D. A. Thomson
336	Charles Watt & Co.,	Castalia, N.B.	R. F. Winchester
337	Heuichel & Co.,	Sask. St., Rosthern, Sask.	H. H. Heulchel
338	Ovenwalter, Ltd.,	746 Columbia St., New Westminster, B.C.	Thos. Hyland
339	Keyes Bros.,	Winchester, Ont.	Geo. Wingard
340	Boyd Bros.,	King and Union, St. Stephen, N.B.	W. R. Keyes
341	Harley H. Sherriff,	659 Pape Ave., Toronto, Ont.	Alex. J. Boyd
342	O. B. Fennell,	124 Lansdowne Ave., Vancouver, B.C.	H. H. Sherriff
343	Stewart Bros.,	Dundarn, Sask.	O. B. Fennell
344	Sumner Co., Ltd.,	Main St., Moncton, N.B.	Robt. J. Stewart
345	Estate W. C. Strader,	Williamsburg, Ont.	H. M. Wilson
346	H. H. Sherriff,	659 Pape Ave., Toronto, Ont.	Geo. Wingard
347	W. T. Campbell,	Rodway, Ont.	Mrs. M. Sherriff
348	Prentice & Sproule,	Collingwood, Ont.	Mrs. W. T. Campbell
349	Geo. Musgrove & Co.,	Main St., Stonewall, Ont.	L. Prentice
350	W. R. Bowers Hardware,	12831 Fort. Rd., Edmonton, Alta.	H. O. May
351	Geo. Bennett,	Main St., Hagersville, Ont.	Mrs. W. O. Bowers
352	Roh. Scott & Co.,	Scotstown, Que.	Frank Burke
353	P. Burns & Co.,	Victoria Ave., Fernie, B.C.	Rob. Scott
354	A. W. M. Kelly,	Hardy, Sask.	Fred. Denison
355	Brown's Grocery,	King St., Hagersville, Ont.	A. W. M. Kelly
356	Brown's Grocery,	King St. Hagersville, Ont.	Mr. F. D. Burke
357	F. W. Scollen,	256 Christie St., Toronto, Ont.	Chas. S. Brown
358	P. Hanlon & Son,	Centralia, Ont.	Mrs. F. W. Scollen
359	Okanagan Co-Operative Co.,	Barnard Ave., Vernon, B.C.	P. Hanlon & Son
360	Breakeyville Co.,	Ltd., Breakeyville, Que.	Horace C. Foote
361	Adelard Mercier,	Rigaud, Que.	J. Le'Dion Lachance
362	Harry Rice,	394 Dundurn St. S., Hamilton, Ont.	Adelard Mercier
363	Ottawa Record Exchange,	533 Rideau St., Ottawa, Ont.	Mrs. E. Rice
364	P. Burns Co.,	Ltd., Jasper Ave., Edmonton, Alta.	Daniel Potter
365	C. H. Foster,	9 Euston St., Charlottetown, P.E.I.	Alfred A. Butler
366	The Star Grocery,	Elora St., Mildmay, Ont.	C. H. Foster
367	Robert Rankin,	35 Main St., North Bay, Ont.	Carl Schefter
368	Latham's Hardware,	River St., Moose Jaw, Sask.	Wm. R. Rankin
369	J. McKnight,	Douglastown, N.B.	J. A. Wilson
370	Smellie Bros.,	Ltd., Shoal Lake, Man.	Alice F. McKnight
371	Elias Nichols,	Canso, N.S.	J. S. Ross
372	W. H. Thorne & Co.,	Ltd., St. John, N.B.	E. Nichols
			G. M. Williams

Yours very truly,

International Business Machines Co., Limited

[FRANK E. MUTTON, *Vice-President and General Manager*

300 Campbell Avenue, Toronto

Offers Solution of Merchant's Dilemma

General Merchant in Western Canada Seeks Advice—Some Sane Suggestions in Order That He May Get From Under—He is Advised to "Stick" to the Game

By HENRY JOHNSON, Jr.

DEAR SIR:—I ask your advice as to whether I should stay in business here or seek new pastures. Briefly, to relate my history: I started in business here without the slightest shred of mercantile experience. I bought a general store and stock for $14,000 and paid down $2,500—all I had. Then with the help of two clerks I started in to do a credit business. Not having experience, one clerk did the buying and arranged prices. At the end of the first year I found out I had an unscrupulous clerk. He had arranged with others to overbuy and then buy in the wreck when I went broke. However, I got next too soon and, while I got a large stock in, I cancelled a large portion. I then had to do my own buying and have done it since. I have built up a business from $25,000 my first year to $880,000 last year and my small capital has grown until I now have, by close calculation, about $11,000 equity. It is not a lot, and yet my first year being a distinct loss I consider that fair for six years.

After reading your articles and attending the short course for merchants I went to work to find out exactly what my liabilities and assets were and to know exactly what is my monthly expense, and I am astonished and discouraged; for, on figuring everything, as stock received on spring order and accounts not due for four months, I owe in round figures $20,000. My stock amounts to about $19,000 and last year my turnover was a little better than $80,000.

I have an idea that the load is too heavy and that the best thing I can do is to get from under and start again somewhere with my experience as an asset as I surely have the experience now. Or do you think it possible to go to work in a good district like this and get from under? I get good margins. On groceries I divide cost price by 80, on shoes and dry goods I divide the cost by 60 and 65. Anyway, I would appreciate your opinion insofar as you can express it with the information you have.

I have accounts due me of $10,000 but am unable to collect now and the bulk of it I will not get until fall.

Yours very truly,
UNEASY.

Never Say Die!

Why give up? If your experience is an asset, it has been bought at a high price. To realize on it at anything near value, use it yourself! If you could sell it to others, you could not get nearly as much for it as you can make it worth in your own business. That is the real place to cash it in.

If your stock is taken at cost, then you have $19,000 stock, plus $10,000 book accounts, a face value of $29,000, plus an established business, equipped with fixtures and appliances. That is not merely a respectable equity, but it is equity ready to use in the task of digging out—and you can do it!

First: Quit buying. I mean that as literally as it is possible to make it. It means buy only for fill-ins and in the smallest quantities. Do not buy a dozen if you only sell six in a month. Do not buy two cases if a case will carry you until the next lot can be got in. Lean over backwards in the task of saying "No" to every offer of goods.

Second: Increase your mark-up wherever possible. You have been in business six years . You must by now know that your rate of twenty per cent. is insufficient on many, many lines of grocery items. Why, one of the most important causes of grocery failure to make money is this lazy rule of thumb method of having a fixed, hard-and-fast percentage which is never exceeded! I am emphasizing this fact that it is not exceeded, because any number of exigencies compel it to be lessened on large quantities of groceries. Revise your prices upward with diligence and your keenest judgment. Do not think that a price is not raised if it is raised only a cent on some things; because one cent added to a fifteen-cent item increases the margin by over six per cent. Six per cent. on $80,000 sales is $4,800. Therefore, if you thus increase your earnings by slight fractions on half your sales you will thereby get in $2,400 extra velvet in a year.

I do not know about shoes and dry goods, except that the average shoe expense is around 24 per cent.; that with that expense there are many items necessarily sold on a basis that does not return cost, expense and profit. Hence, here, too, study to see where you can make up things a fraction higher.

Dry goods expense is about the same as shoes. This line has white goods and certain other things which are sold below the cost of operation. Therefore, you must get a price sufficient on other things to cover and leave a profit on the whole, or you will fail. So, while 35 to 40 per cent. looks like a liberal general margin, it is far insufficient for many things. Is this not right here one of your main weakness? I suspect it is.

On Luxuries, Margin Must Be Big

On extreme style goods, your margin cannot be too wide. It is proper, indeed, it is no more than safe—to get 50, 60, 70 per cent. on such lines. I cannot give specific figures, because I do not know your store and stock, so I must indicate in general terms. But I say emphatically, get higher prices wherever you can.

Third: Collect. Collect just as diligently as you possibly can. What you cannot get now, work on steadily until the time comes for it to be paid. Then get the money!

Meantime, during the waiting period, do this: Go over each account among the long-winded ones. Use a fine tooth comb on them. Study not only whether the people have paid promptly at the season end in the past, but whether the account has paid you any net profit. If the person has been slow or dilatory, that is sufficient reason to cut him off the minute the bill is paid. Also cut him off after he has made a big payment at the season end even if he has not paid in full. Take your loss while it is small rather than wait until it gets big.

But there is more to this. Take your evenings to study the character of those accounts, item by item. Dig into them to see if even the ones that have paid promptly have earned any net profit for you. Go over the sales slips and find whether any profitable items are included. Many a customer buys much, but the bill does not pay for the service rendered because the goods are uniformly low in grade and narrow of margin.

As you do this, make notation right on the bill—in a secret cipher of your own—so that you will know that account is not to be continued after it is paid. Do that now, so you may not be influenced by any consideration other than your own true interest later on.

Is No Child's Play

As you do this, realize that it is a life and death matter. You must be as inflexible as iron in your determination, or you will not win out.

When any account is paid that you have decided to close, close it. Tell the customer that there will be no more credit. Say that you find you have to curtail credits, that times are too close, and you have not the capital, that you have to draw in. Then if pressed too hard, as when one will say: "You continue to trust Hanscom—why not me—why cut me out?" you can come back

(Continued on page 31)

NEWS FROM WESTERN CANADA

WESTERN

Harry Hall & Co., Ltd., have moved their offices from the Standard Bank Building to 501 Winch Building, Vancouver.

W. Murray, Western manager of the W. G. Patrick Co., Winnipeg, Man., is on a business trip East to their head office in Toronto.

F. G. Gill, of Gill & Duffus, London, England, while in Winnipeg last week paid a visit to the offices of the W. G. Patrick Co., Ltd.

C. H. Spearin, manager of the Brandon branch of Codville's, Ltd., was in Winnipeg last week on a business trip and paid a visit to head office.

Spear Miller, proprietor of the Palace of Sweets at Prince Albert, Sask., has purchased the Princess Candy Kitchen in Saskatoon and takes possession immediately.

Nicholson-Rankin Limited, Winnipeg, have been appointed agents for Manitoba, Saskatchewan and Alberta for the Tupman Thurlow Co., Inc., Australia and Chicago, packers of canned meats.

H. R. MacKenzie, of the Dominion Chocolate Co., of Toronto, while in Winnipeg on a business trip called on their Western representatives, Donald H. Bain Co.

The merchants of Kelowna, B.C., observe Thursday half holiday throughout the year. Legislation in British Columbia compels all merchants to close their stores half a day each week and throughout the Okanagan Valley the day is Thursday.

W. A. Marshall Co., Winnipeg, have bought out James B. Carter Co. and are handling the agencies formerly carried by this firm. This firm has had ten years of merchandising experience and it is their intention to cover the grocery trade from Port Arthur to the Coast.

The Swift Canadian Company entertained about forty-five members of the Manitoba Legislature, together with the executive of the Women's Institute, at their Winnipeg plant last week. R. B. Hunter, manager, presided, and gave a short address on the relation of the farmer to the packer. E. W. Phelps, provision manager, urged co-operation to increase production, and advocated raising more hogs.

PURE FOOD SHOW IN VANCOUVER PROVES ATTRACTIVE

Vancouver (Special). — A pure food show is being conducted in Vancouver at the present time designed to increase the public knowledge of the variety and excellence of the foods of local manufacture. Space in the permanent exhibit of British Columbia manufacturers is being used. The diversity of the local enterprises is a matter of astonishment to most citizens. While British Columbia canned fish and knitted goods, peanut-butter and apples are standards of excellence throughout the Dominion, there are a myriad of small industries ranging from needle threaders to gramophones springing up to bid for public patronage.

Improvement Is Reported in Market For Canned Salmon

Vancouver, B.C., May 17.—Fred Gosse, manager the Canadian branch of this San Francisco firm, stated that recently there had been a marked improvement in the canned salmon market. Besides fairly large orders for domestic trade there is a decided movement in the export salmon business, several large deals in pinks and chums having been consummated in recent weeks. The settlement of European conditions, taken together with improved European exchange, is stimulating the trade with the Continent, and canned fish and fruits are among staple purchases.

OFFERS SOLUTION OF MERCHANT'S DILEMMA

(Continued from page 30.)

and say that Hanscom's account is very profitable and yours is not! It is necessary to be as courteous and non-committal as possible in these matters—but remember that a customer who does not pay you does not need too great diplomacy. He is not worth having, so do not worry too much about how he is going to "feel." Your feelings if you fail won't be very pleasant!

Fourth: Cut all expenses! Work as you never worked in your life before. Cut out every penny that is not absolutely necessary—and be sure your judgment is not warped on what is necessary. Try to find ways to eliminate expense. Cut out help, lights, service—everything you possibly can.

Thus, by keeping your head level and seeing that you get as wide margins as the traffic will bear, by discontinuing buying, by opening no new accounts—absolutely none in any circumstances!—by collecting diligently and by cutting every expense, you can win out.

In this way you can take out of your stock — at fuller margins — enough to meet your bills as they fall due. And as you do this, look ever ahead to the day when they will all be paid, with the determination that, when that day comes, you will buy only what you can discount afterwards! Never mind if you have carried $20,000 stock. Cut it down to $7,000 and let it not get bigger than that except as it may be purchased on a cash-discount plan. Be your own boss at any price!

Eternal Vigilance the Price

Everlasting diligence, watchfulness that takes no chances and takes nothing for granted are some of the elements of success. This discipline through which you are going is no whit more trying or severe, no more grinding or insistent, than was that under which I labored when I got onto my feet the first time.

One of the surest ways to accomplish it is to make your decisions beforehand. As you go over your bills, your accounts outstanding, your cash, determine what you will do to-morrow, and what will be your course with each account. If you do this, your judgment will be sound, for it will be uninfluenced. Then if ever in doubt, give yourself the benefit of the doubt. Get over the habit of thinking of the other fellow for a while! Think of yourself and the obligation you owe yourself to succeed.

It is a hard row to hoe, but by no means is it in impossible soil. Like things have been done times untold before. They will be done again. You can do it—for yourself, not another—go to it!

SALESMAN SHOULD BE HOST

(Continued from page 23)

sportsman, and do not fish them all. Leave some for the other fellow.

Big Tourist Trade Will Help.

Speaking of business conditions, Mr. Matthews said that they were in the minds of many very poor at the present time. "But how could they be otherwise?" he asked, "when the whole world is unsettled. A man borrows one hundred dollars from a friend, and gives him an I.O.U. for it. Both believe they have one hundred dollars. One then becomes frightened, and on the I.O.U. borrows another one hundred dollars from someone else. That in a measure is the situation in the world today. I can see some early redress here in Canada if the harvests are bountiful, and if, too, we can attract tourists in large numbers to our country during the summer months. If we have good retailers, keen to business opportunity, we can do this. Let us be patient, and things will right themselves. Persons of exalted character are needed in times like these, and with proper guidance living will again be normal."

"The Retail Trade is the Sales Force"

British Columbia Manufacturers Are Told Why "Buy Made-in-B.C. Products" Campaign Has Not Made Greater Headway—Retail Support and Advertising Are Essentials to Successful Marketing

By Staff Correspondent Canadian Grocer

VANCOUVER (Special). — After four months of effort along the lines of "Buy Made in B.C. Products" the British Columbia manufacturers, at a banquet in the Hotel Vancouver, on the evening of May 6, decided that they had not made sufficient headway.

The manager of the "Made in B.C. Campaign," Bruce McKelvie, has "done the impossible." He has able committees which have worked along the lines that their titles imply; "Made in B.C. Day Committee," also a "Made in B.C. Night Committee," and committee on "Education" and a committee on "Extension Work." As usual, a live handful of men have thrown into the effort the ability and industry that have made them successful as individuals.

Some Simple Truths

"Why, then, has not greater success crowned our efforts?" they ask.

Bruce McKelvie told the manufacturers a few simple truths about the "why" and these truths were supplemented by George Hougham, secretary of the British Columbia board, Retail Merchants' Association of Canada, who was a guest. Mr. McKelvie told the manufacturers that up to date they had spent too little on advertising. Frank Parsons, chairman of the movement, told the manufacturers that they seemed to expect to run a campaign on "hot air" instead of "cold cash." The amount of money spent by British Columbian consumers for goods manufactured and grown in Eastern provinces was never touched upon. None of the broad vision manufacturers in British Columbia are so insular as that. No exception is taken to the importation of such commodities as are not produced in British Columbia or Canada.

But one of the conditions that is seriously challenged is the fact that millions of dollars of British Columbia money are being spent for goods of foreign manufacture and foreign growth that can be and are being manufactured and grown in British Columbia. It was estimated that if the articles of Canadian manufacture were at least given the preference, quality and price being equal, employment could be given in British Columbia to another ten thousand citizens.

Three Reasons for Non-Success

"Why has the campaign not been a greater success?" asked Mr. McKelvie. "There are three reasons. Not enough money provided. Not enough advertising done. Not enough co-operation from the retailers."

He added: "Let you British Columbia manufacturers provide the funds that will permit me to advertise to your customers what you have. And let us give the retailer the support that he has a right to expect. I have had many retailers take the trouble to telephone me and volunteer to give you the use of their windows if I could supply suitable cards. I had none. Why? Because I had not sufficient funds to prepare same. Now, any one of your foreign competitors would not only supply a complete window trim, but would send a man up to dress and decorate the entire window for that grocer."

Retail Trade Is Selling Force

"The retail trade is your sales force. Your sales force, you know, needs to be trained. Needs to have intelligent direction. Needs to have a common objective, and a desire to increase the sale of your goods. If, between your sales force and your office, there existed unexplained friction, and unadjusted differences, your sales would suffer. Gentlemen, there is something wrong with your sales force. Your sales force is a disorganized, disrupted unit. Ninety per cent. of your salesmen think competitively; are trained in an environment of competition. Only a crisis makes them co-operate. You want the public to think in terms of "Made in B.C. Goods" and you don't find the retailer responding. There are a thousand and one little 'pin-pricks' of irritation that are keeping the retailer from being the best possible salesman that he could become for you."

Among the "pin-pricks" Mr. Hougham mentioned "uncertain price." "What enthusiasm," asked Mr. Hougham, "can a grocer have to sell a local baking powder, for instance, that is displayed along one Vancouver street at prices ranging from 19 cents to 30 cents for the same brand, the same sized tin?"

Mr. Hougham stated that he was in favor of price fixing by the manufacturer, checked by an inland trade commission, when necessary. He also mentioned wholesalers selling to consumers directly in competition with the retailers whose support they asked.

Vinegar Prices are Maintained

Vinegar Quotations in 1920 Were Not Increased Like Other Products—Present Prices Will Hold Throughout 1921

AS the vinegar season is now approaching, Canadian Grocer has investigated conditions governing the price of spirit vinegar. Practically all vinegar plants in Eastern Canada purchase their alcohol from one concern, and this concern in turn purchases its raw molasses from the West Indies. In past years, the contracts for molasses were made about August or September of each year for the following year's delivery, and the alcohol prices were then determined and contracts made with vinegar manufacturers. The price of vinegar for the following season was announced about November, the wholesale grocers then taking orders in December and January for the next year's business.

This was followed out in 1919 and as sugar was about seven cents at that time, and the price of molasses was about the same as in former years, consequently vinegar prices for 1920 delivery were not increased like other products. Last year as the sugar market was showing signs of unsteadiness about the time that the contracts for molasses were usually made, the alcohol company held off until late in the fall when conditions were more favorable and therefore saved the vinegar business considerable. Although prices are slightly higher this year than last, it must be remembered that vinegar did not rise like other commodities last year and manufacturers claim that the present prices will hold throughout 1921. Vinegar is manufactured all the year round, and manufacturers provide for storage room for large quantities and consequently are not affected by the trade holding off until prices decline, as there is very little fluctuation in consumption from year to year.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

THE markets for general grocery commodities are ruling fairly steady although there appears to be considerable price cutting by wholesale houses. Sugar refiners are holding their list price but there is a great deal of irregularity in prices, many houses cutting prices to practically below their cost, undoubtedly in many instances this is being done in order to clear up stocks. The raw sugar market is still in an unsettled condition although during the past week the undertone was somewhat strengthened.

Teas, coffees, walnuts and almonds continue in a strong position under an active demand. Advices from the coast state that there is likely to be higher prices on the new pack of sockeye salmon attributed to the attitude of the fishermen who have recently refused to fish at the price set. These fishermen have been engaged principally to fish sockeye, and if the higher prices are allowed to the fishermen naturally this can be expected to reflect on the finished product.

The situation in the primary markets for prunes and apricots has been considerably strengthened owing to the increased demand for export to Europe. France and Germany have made large purchases of prunes, and England for apricots. This has resulted in holders of fruit developing a waiting attitude and they show no inclination to sell, apparently sitting back awaiting higher prices.

Europe has also become a heavy buyer of Southern rice which has greatly stimulated that market, with the result that prices have advanced ¾ cent per pound during the past week. Spot stocks, however, are unchanged, but with stocks light the tendency is that the higher price in primary markets will be reflected on this market at an early date.

The produce markets have an uncertain tone which is accentuated by the poor outlook for export. Butter, cheese and eggs are all on the downward trend, and it is difficult to state with any degree of definiteness what will materialize in the next few days.

Smoked, barrel and salt meats have shown further declines during the week in keeping with the lower hog market.

QUEBEC MARKETS

MONTREAL, May 18.—In general the grocery market is quiet this week with a few minor changes, principally due to the absorption of the sales tax in the wholesalers' list price. This is not the general practice with the wholesalers, but in some cases the manufacturers have seen fit to include the tax in the cost of their goods. The most striking feature of the market is the cut in the price of granulated sugar made by some of the local wholesalers. Early this week a reduction of 25c per cwt. was made by one of the wholesalers and the others quickly followed, making the price $10.25. The refiners, however, have not changed their quotations, which stand steady. The quotations on the new crop of Japan tea showed a drop of 25 cents as compared with the price quoted on the new crop last year. Although the primary market for Indian and Ceylon teas shows more strength local conditions have resulted in a decline in nearly all teas handled by local wholesalers. This is an effort to clean up stocks on hand which have been rather stagnant.

Coffee Prices Steady

Montreal.

COFFEE.—There is no change in the quotations on coffee. The market is steady, with a good demand for supplies.

California Fruits Reduced

Montreal.

CANNED GOODS.—A reduction of 10 per cent. on all lines of California canned fruit has been made by some of the local wholesalers in order to clean out supplies. The list given below gives the prices to date. A number of lines are out of stock in a number of cases. Sliced pineapple and Bartlett pears are scarce. There are no changes in canned vegetables. Some reductions have been made on canned salmon and red spring is quoted fifteen cents lower at $3.60. Clover Leaf salmon is also reduced in price and the halves are now selling at $2.80, a reduction of five cents per dozen. One pound tins, tall, are reduced to $5.15 and flats are reduced to $5.30. Other sockeye brands have been reduced to $5.00 per dozen. The reduction in price is the result of competition on the market. Crosse & Blackwell's pickles are advanced 25 cents per dozen on the half pints and are quoted at $4.50. There is an advance of 50 cents on pints, which are quoted at $7.75.

CANNED VEGETABLES		
Asparagus (Amer.) mammoth green tips	....	5 25
Asparagus, imported (2½s)	....	6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, Standard	1 80	1 90
Do., early June	....	2 00
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
CANNED FRUITS		
Apricots, 2½-lb. tins	....	4 75
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	3 10
Do., 2½-lb.	....	5 00
Do., 2-lb.	....	4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	3 90
2½-lb.	5 00	5 25
1-lb.	....	2 90
Pears, 1s	....	3 20
Do., 2-lb.	....	4 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.	....	2 25
Do., light syrup	....	2 00

Pineapples (grated and sliced), 2½-lb.	....	4 20
Do., 2-lb.	....	3 20
Do., 1-lb.	....	2 00
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
Rhubarb, preserved	....	2 80
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Cereals Unchanged

Montreal.

CEREALS.—Prices are holding with only a small demand for supply on account of the season of the year. It will be noticed that as cereals in packages weighing less than forty-eight pounds are subject to the tax and therefore may show an advance in the price quoted by the wholesaler or if the wholesaler choose the tax may be shown as a separate item. This does not include rolled oats, which the department rules as subject to the sales tax on any sized package. Dried beans are exempt from the sales tax.

Oatmeal, gran., fine standard	....	3 60
Rolled Oats, 90 lbs.	....	3 15
Pearl Hominy	....	3 25
Cornmeal, Gold Dust Brand	....	3 25
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	4 25
Pearl Barley	....	5 25
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 10
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00
Split Peas, per bag	....	5 00

Good Demand For Nuts

Montreal.

NUTS.—There are no changes in the quotations on nuts. Prices are steady and walnuts are scarce, with a good demand for supplies in all lines. The peanut market as a result of a better call for supplies has shown more strength.

Almonds, Tarragona, per lb.	0 26	0 28
Do., shelled	....	0 54
Do., Jordan	....	0 75
Chestnuts (Italian)	....	0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.	0 17	0 18
Brazil nuts (new)	....	0 25
Do., Barcelona	0 12	0 15
Peanuts, Jumbo	....	0 15
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1	....	0 11½
Do., salted, red	0 21	0 25
Do., shelled, No. - Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	0 26	0 28
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 65
Do., Bordeaux	0 63	0 65
Do., Chilean, bags, per lb.	....	0 40
Do., Spanish, shelled	....	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Fig Prices Stronger

Montreal.

DRIED FRUITS.—Dried fruits are quiet this week, with very little change. Figs show more strength, with higher prices quoted on the primary markets. Sultanas are strong and scarce. Other lines are steady, with a good movement of supplies.

Apricots, fancy	....	0 33
Do., choice	....	0 27
Do., slabs	....	0 22
Apples (evaporated)	0 12½	0 14
Peaches (fancy)	....	0 28
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 ounces	....	0 27¼
California Seedless, in bulk	0 18½	0 19½
Cluster, 20 1-lb. pack	....	6 75
Currants, loose	....	0 15
Do., Greek	0 13	0 15
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 25
30-40s	....	0 19
40-50s	....	0 17
50-60s	....	0 13½
60-70s	....	0 12½
70-80s	....	0 10
80-90s	....	0 09
90-100s	....	0 08

Watermelons Arrive

Montreal.

FRUITS.—There is practically no change this week in quotations on fruit. Oranges, lemons and pineapples are in good supply, with a variance in prices on pineapples which show a tendency towards a higher price, due to the demand for early supplies. The first watermelons are offered at $1.50 each and California cherries are on the market selling at $6.00 a box.

APPLES—		
Boxes, 175s, 216s	....	4 25
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 00
Do., Porto Rico	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Cal., 300-360s	4 25	4 50
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	5 75	6 50
Do., Florida, 150-216s	4 75	5 00
Do., Blood Oranges, half boxes	....	3 75
Tangerines	....	4 25
Strawberries, per pint	....	0 35
Pineapples, 24s, 30s, 36s, crate	....	6 50
Watermelons, each	....	1 50
California Cherries, per box	....	6 00

Spice Market Quiet

Montreal.

SPICES.—There is no change in quotations on spices. The market is steady and quiet, with only a fair call for supplies on account of the season of the year.

Allspice	....	0 20
Cassia (pure)	0 27	0 30
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 23
Chicory (Canadian), lb.	....	0 14
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	....	0 36
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 30
Ginger (Cochin)	....	0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 45
Pepper, black	....	0 25
Do., white	....	0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamo nseed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	9 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Cane Syrups Reduced

Montreal.

MOLASSES.—There is no change in the market for molasses or corn syrups. Prices are steady under a fair demand. Cane syrups are reduced fifty cents a case of two dozen. The new price is $6.50 for the two-pound tins.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 06½
Half barrels, about 350 lbs.	....	0 06¾
Quarter barrels, about 175 lbs.	....	0 07¼
2 gals., 25-lb. pails, each	....	2 25
3 gal., 38½-lb. pails, each	....	3 25
5 gal., 65-lb. pails, each	....	5 20
2-lb. tins, per case	....	4 00
5-lb. tins, per case	....	5 30
10-lb. tins, per case	....	5 00
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	4 60
5-lb. tins, 1 doz. in case, case	....	5 90
10-lb. tins, ½ doz. in case, case	....	5 60
	Price for	Island of Montreal
Barbadoes Molasses—		
Puncheons	....	0 77½
Barrels	....	0 79½
Half barrels	....	0 79½
Puncheons, outside city	....	0 72½
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.	....	2 40
2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case, case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

Sugar Prices Cut

Montreal.

SUGAR.—Local wholesalers have again begun cutting sugar prices. One wholesaler led the way by quoting $10.25 on granulated and the others followed. This is now the general price in Montreal, but the refiners' price is unchanged and stands firm at $10.50, although the attitude of the wholesalers to some extent weakens the market.

Granulated Sugar, per cwt.	....	10 50
Do., barrels	....	10 50
Granulated, gunnies, 20/5	....	10 90
Do., gunnies, 10/10	....	11 00
Do., cases, 20/5-lb. cartons	....	11 10
Do., cases, 50/2-lb. cartons	....	11 25
Yellow, light, per cwt.	....	10 10
Do., medium, per cwt.	....	10 10
Do., dark, per cwt.	....	9 90

Rice Demand Better

Montreal.

RICE.—There is no change in the rice market this week. Dealers state that with the low prices there is a little better movement of supplies.

RICE—		
Carolina, extra fancy	....	0 07
Do. (fancy)	....	0 06
Honduras, fancy	....	0 05
Rangoon CC, per cwt.	....	3 90
Do., B, per cwt.	....	4 15
Texas rice	....	0 4½
Siam	....	0 06

Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras	....	0 07
Siam	....	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Slight Advance in Starch

Montreal.

PACKAGE GOODS.—Some of the starch manufacturers are absorbing the sales tax in their cost and consequently an addition of one-eighth cent has been made to the price of starches. Prepared cornstarch is now selling at 10⅛ cents per pound, and laundry starch at 8⅛ cents and celluloid starch, packed forty-five to the case, is advanced to $4.20 per case. Most of the cereal manufacturers are so far showing the sales tax as a separate item and there is therefore no change in quotations made. No definite arrangement has yet been made, however, and wholesalers may later show the tax in their aggregate costs which will result in a slight advance in price. This has not yet been determined and the prices in general are unchanged.

PACKAGE GOODS

Breakfast food, case 18	....	3 50
Cocoanut, 2-oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3 doz. case.. 3 40	3 55	3 75
Cornmeal, yellow, 24s	....	3 00
Do., 36s	....	4 16
Oat Flakes, 20s	....	4 80
Rolled oats, 20s	....	5 00
Do., 18s	....	2 00
Oatmeal, fine cut, 20 pkgs.	....	6 75
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	3 25
Hominy, pearl or gran., 2 doz.	....	3 00
Health Bran (20 pkgs.), case	....	2 85
Pancake Flour, case	....	3 60
Do., self-rising, doz.	....	1 50
Wheat Food, 18-1½s	....	3 25
Wheat Flakes, case of 2 doz.	....	2 95
Porridge Wheat, 36s, case	....	6 40
Do., 20s, case	....	6 50
Self-rising Flour (3-lb. pkg.), doz.	....	2 80
Do. (6-lb. pack.), doz.	....	5 50
Do., Buckwheat flour, per doz.	....	1 50
Corn Starch (prepared)	....	0 10⅛
Potato Flour	....	0 12½
Starch (laundry)	....	0 08⅛
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s	....	4 35
Shredded Wheat	....	4 95
Cooked Bran, 12s	....	2 25
Euamel Laundry Starch, 40 pkgs. case	....	....
Celluloid Starch, 45 pkgs., case	....	4 20
Package Cornmeal	....	3 00
Malt Breakfast Food (36 pkgs.)	....	9 50
Quaker Two-Minute Oat Food	....	1 80
Puffed Rice Pancake Flour	....	2 90
Egg Noodles, case 24	....	2 25
Macaroni	....	2 25
Quaker Quakies	....	3 40

New Japan Teas Lower

Montreal.

TEAS.—The Japan tea market opened this week, with quotations on the new crop 25 cents lower than the opening price of last year. This price, however, is still high for Japan teas, but the result has been an easier feeling on spot stocks with lower prices. The choice grades of Japan tea are offered now at 77 cents per pound. Some lower prices are quoted on Java, Indian and Ceylon teas, although the market does not show any more weakness than has characterized it for some time. Wholesalers have made some adjustments in quotations as a result of the easier feeling that has prevailed, but as far as black teas are concerned there are no new developments. In fact, primary markets show more strength.

Ceylons and Indians—		
Pekoes	0 22	0 26
Broken Pekoes	0 32	0 40
Broken Orange Pekoes	0 48	0 55
Javas—		
Broken Orange Pekoes	0 48	0 55
Broken Pekoes	0 35	0 40
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)	....	0 77

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Fresh Tomatoes Lower

Montreal.

VEGETABLES.—There is a further advance in the price of new cabbage on account of the demand for supplies. The quotation shows an advance of $1.00 to $5.00 per crate. Cucumbers are also advanced 50 cents per hamper for the same reason and are now quoted at $8.00. New tomatoes, however, are a little easier in price and are quoted 50 cents lower at $7.50 per crate. There is a good demand for fresh vegetables and as the season is early this year local supplies will be, it is expected, on the market at an early date, with resulting lower prices. Potatoes and onions are steady in price. Cauliflower, lettuce, spinach, and parsley are in good supplies, with prices holding.

New cabbage	....	5 00
Celery, Florida, per crate	4 00	4 75
Do., California	....	11 00
Carrots, per bag	0 75	1 00
Cucumbers, per hamper	....	8 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Lettuce	....	....
Parsley	....	....
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 10	1 25
Do., sweet, hamper	....	5 50
Spinach, box	....	....
Spanish Onions, per case	5 00	5 50
Turnips, per bag	0 75	1 00
Yellow Onions, cwt.	....	2 75
Red Onions, per cwt.	....	3 00
Texas Onions, per cate	....	2 75
New Tomatoes, per crate	....	7 50

A CORRECTION

Montreal.—In a previous market report it was stated that Comfort Lye had advanced to $7.25 per case. This is an error, the quotation should read $6.50 per case.

Powdered Milk Lower

Montreal.

MISCELLANEOUS. — Quarter inch cotton rope is reduced two cents a pound and is now quoted at 35 cents. Squirrel brand peanut butter is reduced two and a quarter cents a pound in bulk and is now selling at 21 cents. Powdered milk is also reduced in price. Cases of 24 one-pound tins are now selling at $9.15, a reduction of $1.25. Some of the soap manufacturers have chosen to add the sales tax to the list price of their goods, with the result that some brands are advanced ten cents a case, and others are up twenty cents a case.

ONTARIO MARKETS

TORONTO, May 18.—One brand of powdered milk is reduced, also peanut butter, castile soap, soda and sweet biscuits. Starches are slightly higher. Dealers in honey have reduced quotations and as there still appears to be good supplies throughout the country, with a very small demand, quotations at country points are also down. The primary markets for southern grown rices have developed a firmer tone and prices are higher at the coast under stimulus of export business to Europe. Prunes and apricots are firmer at the coast. New pack California asparagus is offered at slightly higher prices. There appears to be a firmer undertone on jams and some wholesalers are bringing their prices more in line with manufacturers' list. Almonds and walnuts continue to hold a strong position. Teas and coffees are firmly held. The sugar market has an uncertain tone in view of the unsettled and weak condition of the raw sugar market.

New Asparagus Higher

Toronto.

CANNED GOODS.—Brokers announce that the new pack of California asparagus is quoted at an advance of 10 to 15 cents per case higher than last season. Recent advices from the coast state that fishermen have gone on strike for higher prices and as these fishermen have been hired principally to fish sockeye salmon, it would indicate that if the fishermen receive the higher rate, a higher price can be expected on sockeye salmon. Stocks of sockeye at the coast are practically cleaned up and as spot stocks are also light, a firm position can be expected. There is slightly firmer undertone on jams, some wholesalers being inclined to advance prices more in line with manufacturers' list. Jams, however, can still be bought at prices around 80 cents for fours and $3 to $3.50 per dozen for 16 ounce jars.

Salmon—		
Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska, reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Cohoe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	3 25	3 50
Do., ¼-lb. tins	....	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	2 10
Canned Vegetables —		
Tomatoes, 2½s, doz.	1 60	1 85
Peas, Standard, doz.	1 65	1 70
Beets, 2s, doz.	1 45	2 45

Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.	....	1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each	....	0 90
Black Currants, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Gooseberry, 4s, each	....	0 89
Do., 16 oz., doz.	....	4 10
Peach, 4s, each	....	3 75
Do., 16 oz., doz.	....	0 83
Red Currants, 16 oz., doz.	....	4 40
Do., 4s, each	....	0 94
Raspberries, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Strawberries, 16 oz., doz.	....	4 60

Prunes Are Stronger

Toronto.

DRIED FRUITS.—The primary markets for prunes and apricots continue in a strong position. This is stimulated to a great extent by the demand for export to Europe. France and Germany have become big buyers of prunes and England for apricots. It is reported that New York brokers have developed a waiting attitude and are holding back their stocks in anticipation for higher prices. There has been a good demand for prunes locally, but mostly in small quantities. Raisins are holding firm at unchanged quotations. Several shipments of raisins have been re-shipped to the United States, mainly on account of the fact that the price is lower here, when the difference in exchange is taken into account.

Candied Peels—		
Lemon	....	0 42
Orange	....	0 44
Citron	....	0 72
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 17
Do., Vostizza	....	0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 50
Dromedary, 3 doz. to case	....	7 00
Fard, per box aprox. 12 lbs.	....	3 25
Hallowee dates, per lb.	....	0 11
Figs—		
Smyrna layers, 4 Crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 10½
Prunes—		
30-40s, 25s	....	0 20
40-50s, 25s	....	0 16
50-60s, 25s	....	0 13
60-70s, 25s	....	0 10
70-80s, 25s	....	0 09½
80-90s, 25s	....	0 09
90-100s, 25s	....	0 08
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	..	0 42
Standard	....	0 34
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 28½
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 28½
Valencia	....	0 23
Evaporated apples	0 14	0 15

Cereals Steady

Toronto.

CEREALS.—The cereal market quiet with prices ruling fairly steady under a slow demand.

	F.o.b.	Toronto
Barley, pearl, 98s	....	5 50
Barley, pot, 98s	....	4 75
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 00
Cornmeal, Golden, 98s	....	2 75
Oatmeal, 98s	....	4 50
Corn Flour, 98s	....	3 75
Rye Flours, 98s	....	6 00
Rolled oats, 90s	....	3 15
Rolled Wheat, 100-lb. bbl.	....	6 75
Cracked Wheat, bag	....	5 00
Breakfast Food, No. 1	....	6 00
Do., No. 2	....	6 00
Rice Flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 50
Flaxseed, 98s	....	7 00
Peas, split, 98s	....	5 75
Marrowfat green peas	0 05¼	0 06
Graham flour, 98s	....	4 75
Whole Wheat Flour	....	4 85
Wheat Kernels, 98s	....	6 35
Farina, 98s	....	6 35

Pineapples Higher

Toronto.

FRUITS.—Shipments of Cuban pineapples are light and in consequence prices are advanced, now ranging from $5 to $6.50 per case. Next week's shipments are expected to be still lighter. The first shipment of watermelons arrived and are offered at $1.50 to $1.75 each. Messina lemons are up 50 cents per case but Californias are unchanged. California cherries are selling at $6 to $6.50 per case.

Oranges, California Navels—		
126s	....	6 25
150s	....	6 25
176s	....	6 25
200s, 216s, 250s	5 50	6 25
Calif. Valencnas, 126s, 150s, 176s.	....	6 00
Do., 200s, 216s, 250s	....	6 00
Do., 288s, 324s	....	5 50
Grapefruit—		
54s, 64s	6 00	7 00
70s, 80s, 96s	6 50	7 00
Bananas, Port Limons	....	0 09
Lemons, Cal.	....	4 75
Do., Messinas	....	4 50
Apples—		
Winesaps, per box	3 25	3 75
Strawberries, pts.	....	0 24
Do., qts.	....	0 42
Pine apples, 18s, 24s, 30s, case	....	6 50
Do., 36s	....	6 50
Do., 42s, 48s	....	5 00
Watermelons, each	1 50	1 75

Honey Prices Down

Toronto.

HONEY—Dealers have reduced prices, apparently wishing to clean up their stocks. There is a very limited demand but there still appears to be a fairly heavy supply.

Honey, extracted, Ontario, No. 1, white clover, in 30 and 60-lb. tins	....	0 19
10-lb. tins, per lb.	....	0 20
5-lb. tins, per lm.	....	0 21

Nuts Hold Strong

Toronto.

NUTS.—There are no new developments in the market for nuts. Shelled walnuts continue firm under a strong demand. Almonds are also strong but quotations on spot are unchanged. In one quarter, new brazils in the shell are offered at 16 cents per pound, bag lots, as a one week special.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., Californis	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	7 50
Cocoanut, unsweetened, lb.	....	0 30
Do., sweetened, lb.	....	0 35
Do., shred	....	0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 20	0 22
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 73	0 75
Do., Manchurian	....	0 58
Do., broken	....	0 43
Peanuts, Spanish, lb.	....	0 10
Brazil nuts, lb.	....	0 95
Pecans, lb.	....	1 40

Starches Slightly Higher

Toronto.

PACKAGE GOODS.—A slight advance of one-eighth cent per pound is announced on starches. There is no change in package cereals.

PACKAGE GOODS		
Rolled Oats, 20s, round, case	....	5 00
Do., 20s, square, case	....	5 00
Do., 18s, case	....	2 00
Do., Aluminum Prem., 20s	....	6 40
Corn Flakes, 36s, case	3 40	3 75
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 10
Do., No. 2, lb. cartons	....	0 09
Laundry Starch	....	0 08
Do., in 1-lb. cartons	....	0 08
Do., in 6-lb. wood boxes	....	0 08
Do., in 6-lb. tin canisters	....	0 12
Celluloid Starch, case	....	4 15
Potato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	5 75
Cornmeal, 24s	....	3 00
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Wheat Flakes, 24s	....	5 00
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 00
Buckwheat flour, 24s	....	3 50
Two-minute Oat Food, 24s	....	1 80
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 00
Do., pearl, case	....	3 00
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65
Puffed Rice Pancake Flour, 24s	....	2 90

Pickles in Better Demand

Toronto.

PICKLES.—Wholesalers report quit an active movement on pickles durin the past week. This activity is attrit uted to the approach of the holiday an merchants supplementing their stocks i anticipation of increased business du ing the summer season. Quotations r main unchanged.

Pickles—Sour Mixed—		
8-ounce bottles, per doz.	....	2 45
10-oz. bottles, per doz.	....	2 80
14-oz. bottles, per doz.	....	....
18-oz. mason jar bottles, doz.	....	3 50
5-gal. keg	....	8 50
10-gal. keg	....	14 50
Sweet Mixed and Mustard—		
8-oz. bottles per doz.	....	2 85
10-oz. bottles	....	3 25
14-oz. bottles	....	....
18-oz. mason jars, per doz.	....	4 35
5-gal. kegs	....	11 00
10-gal. kegs	....	18 00

Rice Markets Firmer

Toronto.

RICES.—Under stimulus of heav export business to Europe, the Souther rice markets have developed a strong tone with prices advanced one-half one cent per pound. Blue Rose rice primary markets has advanced ¾ cen

per pound during the week and although spot prices are unchanged future shipments are costing importers a higher figure.

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.	....	0 06½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08

No Change in Syrups

Toronto.

SYRUPS.—There are no changes in syrups or molasses. The demand is fairly good according to immediate requirements.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case	....	4 60
Cases, 5-lb. tins, white, 1 doz. in case	....	5 90
Cases, 10-lb. tins, white, ½ doz. in case	....	5 60
Cases 2-lb. tins, yellow, 2 doz. in case	....	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 30
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 00
Cane Syrups—		
Barrels and half barrels, lb...	....	....
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	....	7 50
Molasses—		
Fancy, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal	....	0 56
Do., half bbls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins. No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Spice Prices Steady

Toronto.

SPICES.—The market is ruling fairly steady under a demand controlled by immediate requirements. Quotations are unchanged.

Allspice	0 19	0 22
Cassia	....	0 26
Cinnamon	....	0 41
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Pastry	....	0 28
Pickling spices	....	0 19
Mace	..	0 75
Peppers, black	....	0 19
Do., white	....	0 31
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 35
Do., 80s	....	0 45
Do., ground	....	0 35
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Turmeric	....	0 30
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 45
American high-test, bulk	....	0 45
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality Cheaper grades can be purchased for less.

Sugar Unsettled

Toronto.

SUGAR.—There is a tone of uncertainty in sugars due to the weak condition of the raw sugar market. Quotations, too, are very irregular, ranging from $10.35 to $10.75 and in fact we did hear of one lot moving at $10.15, but this could not be confirmed. The demand is limited and there is no effort made to stock up as was the case a year ago.

St. Lawrence, extra granulated, cwt.	10 84
Atlantic, extra granulated	10 84
Acadia Sugar Refinery, extra granulated	10 84
Dom. Sugar Refinery, extra granulated	10 84
Canada Sugar Refinery, granulated	10 84

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20a, 40c; gunnies, 10/10s, 50c; cartona, 20/5a, 60c; cartons 50/2s, 75c.

Differentials on yellow sugars: Under basis. bags 100 lbs., No. 1, 40c; No. 2, 50c; No. 3, 60c.

Teas Continue Firm

Toronto.

TEAS.—Speaking generally, buying of teas is still confined to small lots for immediate requirements and there does not appear to be much effort made to carry a surplus either by wholesalers or retailers. It was intimated some weeks ago in Canadian Grocer there was likely to be an increased duty placed on tea. This, however, did not materialize to the amount expected and the duty is only increased by the sales tax. This sales tax increases the cost four per cent. and those merchants who were fortunate enough to buy ahead of their requirements are the better off thereby. Some package tea packers are absorbing the 2½ per cent. import tax and are only pasing on to the retailer 1½ per cent. The market situation remains in the same firm position that has characterized this market for some time.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	32	0 60
Broken Pekoea	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., aifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Cucumbers Scarce and High

Toronto.

VEGETABLES. — Cucumbers are scarce and prices are considerably advanced, from $8.50 to $10 per hamper is quoted this week as compared with $6 a couple of weeks ago. The cool weather of the past few days has somewhat curtailed the deliveries of Canadian asparagus and the market has stiffened. A few days of warm weather, however, will increase the production and prices will probably tend lower. The first car of Carolina new potatoes is expected to arrive this week end and are quoted at $7.50 per barrel. Tomatoes are arriving in heavy shipments and are offered at $6.50 to $6.75 per crate of six baskets for Floridas and Mexicans are selling at $6 per lug containing about 30 pounds. Canadian potatoes are slow at unchanged prices.

Cabbage, Jumbo case, 150 lbs.	5 00	7 00
Onions, 75-lb. aack	....	1 00
Do., New Texas, crate	....	2 50
Potatoes, per bag	0 70	0 80
Mushrooms, 3-lb. crate	....	3 25
Cal. Head Lettuce, crate	....	7 50
Leaf Lettuce, doz.	0 35	0 40
Celery	5 50	6 50
Tomatoes, 6-bkt. crates	6 50	7 50
Pepper, per doz.	....	1 25
Parsley, per doz.	....	1 00
New Beets, hamper	....	2 50
New carrots, hamper	....	2 25
New spinach, bushel	....	1 75
Asparagus, local 2 doz. bunches to basket	2 50	2 75
Green Peas, hamper	....	5 50
Wax and green beans, hamper	....	3 00
Cucumbers, hamper	8 50	10 00
Do., Hothouse, 11-qt. bkt.	....	....
New Potatoes, Floridas, bbl.	7 00	7 50
Green Onions, per dozen	0 30	0 35

Powdered Milk Lower

Toronto.

MISCELLANEOUS.—A reduction is announced on Klim, following are the new prices: cases of 6/10 pound tins $3.40 per tin, cases 24/16 ounce tins $4.50 per dozen, cases 48/8 ounce tins $2.50 per dozen. La France castile soap is red ced to $3 per box of 100 cakes and $4.25 per case of 29 bars. Red Feather peanut butter is reduced to 21 cents per pound in 12-pound tins and $3.45 per dozen for one-pound tins. Soda biscuits are reduced one cent per pound and sweet one to four cents per pound. Cowan's Maple Buds and Medallions are down to 42 cents per pound.

WINNIPEG MARKETS

WINNIPEG, May 18.—The coffee market is ruling firm. Canned goods are showing an improved demand at the low level. The prune market is firmer and supplies of currants are reported light. The New York raw sugar market is showing a firmer tone. All varieties of nuts are quoted higher. Starch advanced during the week. The rice market is slightly steadier. Fruit quotations are somewhat higher with vegetables lower.

Canned Goods Steady

Winnipeg.

CANNED GOODS.—Trading in this line has been active during the past two weeks but prices on tomatoes, corn and peas are firm as independent packers' stocks are practically cleaned up. The demand for canned fruit has shown an improvement with quotations unchanged. Canned fish shows no change.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1a, 4 doz. case	9 35	12 00
Do., ½a, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50

Lobsters, ¼s, 8 doz. case, doz....	....	2 80
Do., ½s, 4 doz. case, doz.....	....	4 55
Oysters, 1s, 4 oz., 4 doz. case, cs.	....	8 60
Pilchards, 1s, tall, 4 doz. case, case	....	7 35
Do., ½s, flat, 8 doz. case, case	....	10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case..	....	22 00
Do., ½s flat, 8 doz. in case..	....	23 75
Red Spring, 1s, tall, 4 doz. case	....	14 75
Do., ½s, flat, 8 doz. case....	....	15 50
Cohoe, 1s, tall, 4 doz. case....	....	16 75
Do., ½s flat, 8 doz. case....	....	18 25
Pink, 1s, tall, 4 doz. case.....	....	7 00
Do., ½s, flat, 8 doz. case...	....	8 50
Humpback, 1s, tall, 4 doz. case	....	5 00
CANNED FRUIT (Canadian)		
Apples, 5 tins in case, per case.	2 90	3 35
Blueberries, 2s, 2 doz. case.....	....	7 15
Cherries, 1s, 4 doz. case.....	8 25	9 00
Peaches, 2s, 2 doz. case.....	6 75	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case	....	5 00
Do., Lombard, light syrup, 2s, 2 doz. case	....	4 65
Do., heavy syrup, 2s, 2 doz. case	....	5 95
Raspberries, 2s, 2 doz. case.....	10 25	10 75
Strawberries, 2s, 2 doz. case ...	9 00	9 75
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case	....	13 65
Peaches, 2½s, 2 doz. case	....	12 60
Do., sliced, 1s, 4 doz. case ...	....	14 50
Do., halved, 1s, 4 doz. case ...	....	14 50
Do., 2s, 2 doz. case	....	9 75
Pears, 1s, 4 doz. case	....	16 25
Pineapples, sliced, 2s, 2 doz. case	....	8 00
CANNED VEGETABLES		
Asparagus, Tips, 1s, tins, 4 doz. case, per doz.	....	4 75
Beans, Golden Wax, 1s, doz. cs.	....	4 75
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corn, 2s, 2 doz. case	3 30	4 00
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2-½s, 2 doz. case	....	7 00
Pumpkins, 2-½s, 2 doz. case ...	....	3 00
Sauer Kraut, 2-½s, 2 doz. case .	....	4 90
Spaghetti, 2 doz. case	....	2 15
Tomatoes, 2½s, 2 doz, case.....	3 60	3 85
Spinach, 2-½s, 2 doz. case ...	6 75	7 25

Cereals Unchanged

Winnipeg.

CEREALS.—There is no change in the cereal market. Prices are steady and a better movement is noticed for package cereals. The demand for bulk cereals has fallen off.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons..	4 75	5 00
Do., 36s, case, square kts.....	....	4 85
Do., 18s case	....	2 40
Corn Flakes, 35s, case	3 50	3 80
Cornmeal, 2 doz. case, per case...	....	3 80
Puffed Wheat, 3 doz. case, case..	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Grape Nuts, 2 doz. case, per case	....	8 83
Package Peas, 3 doz. case, case..	....	3 00
Cream of Wheat, 3 doz. case, case.	....	9 00
BULK CEREALS		
Rolled Oats, 80s, per bag	....	2 35
Do., 40s, per bag	....	1 33
Do., 20s, per bag	....	0 70
Do., 10-8s, per bale	....	3 15
Do., 15-6s, per bale	....	3 65
Oatmeal, 98s, gran., or stand., bag	....	3 50
Wheat Granules, 98s, per bag.	....	6 00
Do., 15-5s, per bale	....	6 75
Peas, whole, green, 100-lb. bag, per bush.	....	3 80
Do., split, yellow, 98s, per bag	....	7 90
Do., split, yellow, 49s, per bag	....	4 00
Do., 24s, per bag	....	0 75
Do., 10-10s, per bale	....	3 65
Buckwheat grits, whole, 98-lb. bags, per bag	8 25	8 50
Beans, 100-lb. bags, per bushel..	3(40	3 60
Lima Beans, 100-lb. bags, per lb.	0 10½	0 12

Flour Fairly Steady

Winnipeg.

FLOUR.—The market is holding fairly steady. In 24-pound sacks flour is quoted at $5.70 per hundred, an advance of 20 cents.

FLOUR—		
98-lb. sacks	....	5 32½
Two 49-lb. sacks	....	5 40
Four, 24-lb. sacks	....	5 70

Coffee Market Firm

Winnipeg.

COFFEE.—The primary coffee markets have been gaining strength but quotations made by local dealers are unchanged. The demand for coffee has shown an improvement.

COFFEE—		
Rio, lb.	0 18½	0 19½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 27	0 29

Prune Market Firmer

Winnipeg.

DRIED FRUITS.—Shipments of evaporated apples are arriving from the United States and are quoted lower. The prune market is showing a firmer tone for all sizes. Apricots remain firm and a better movement is noticed. Other lines of dried fruit show no change. Spot stocks of currants in Greece are reported light as large quantities of the better quality have been shipped to England and it is thought there will be no decline in prices.

DRIED FRUIT		
Evaporated Apples, per lb.....	....	0 14
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 12½
Do., pkge., 3 doz. case, lb.....	....	0 15¾
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt....	....	0 30
Peaches, standard, per lb.	0 20	0 21
Do., choice, per lb.	0 23	0 24
Do., fancy, per lb.	0 24	0 25
Do., Cal., in cartons, per carton	....	1 10
Do., unpitted, per lb.	....	0 12
Pears, extra choice, per lb.	....	0 25
Do., Cal., cartons, per carton	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 19
40-50s, 25s, per lb.	....	0 17
50-60s, 25s, per lb.	....	0 14
60-70s, 25s, per lb.	....	0 12¼
70-80s, 25s, per lb.	....	0 10¾
80-90s, 25s, per lb.	....	0 09¾
90-100s, 25s, per lb.	....	0 08½
In 5-lb. cartons, per carton..	....	0 60
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 22½
Cal., bulk, seeded, 25-lb. boxes	....	0 27
Do., pkt. seedless, 11 ozs., 3 doz. to case, per lb.	....	0 22
Do., bulk, seedless, 25-lb. boxes, per lb.	....	0 27
Pears, extra choice, per lb.....	....	0 30
Apricots, choice, 25s, lb.	....	0 32
Do., 10s, lb.	....	0 34
Do., Standard, 25s, lb.	....	0 28
Do.,, choice, 10s, lb.	....	0 30
Do., fancy, 25s, lb.	....	0 36
Do., fancy, 10s, lb.	....	0 38

No Change in Sugar Prices

Winnipeg.

SUGAR.—The New York raw and refined sugar market has been fairly steady. There are no price changes on Canadian refined although some local wholesalers are offering sugar at lower prices than refiners' list.

Extra granulated, bags, 100 lbs. .	....	12 00
Do., gunnies, 5/20 lbs.	....	12 40
Do., gunnies, 10/10 lbs.	....	12 50
Do., cartons, 20/5 lbs.	....	12 60
Do., cartons, 50/2 lbs.	....	12 75
Yellow, No. 1 light, bags, 100 lbs.	....	11 60
Do., golden, bags, 100 lbs. ...	....	11 50
Powdered Sugar, bbls.	....	12 10
Do., boxes, 50 lbs.	....	12 30
Do., boxes, 25 lbs.	....	12 50
Icing, barrels	....	12 25
Do., boxes, 50 lbs.	....	12 40
Do., boxes, 25 lbs.	....	12 60
LUMP SUGAR—		
Soft Lumps, boxes, 100 lbs...	....	12 70
Do., boxes, 50 lbs.	....	12 80
Do., 25 lbs.	....	13 00
Do., cases, 20 cartons	....	13 75
Do., cases, 40 half cartons..	....	14 50
Small Lump, boxes, 100 lbs. ..	....	12 60
Do., boxes, 50 lbs.	....	12 70
Do., boxes, 25 lbs.	....	12 90
Do., cartons, 50/2 lbs.	....	14 00
Hard Lump Sugar, barrels...	....	12 90
Do., boxes, 100 lbs.	....	12 90
Do., boxes, 50 lbs.	....	13 00
Do., boxes, 25 lbs.	....	13 15

Spices Are Steady

Winnipeg.

SPICES.—The spice market is quiet under a light demand. It is thought that the bottom has been reached on many lines and reports from primary markets state that prices on replacement stocks will be higher.

Allspice Jamaica, best quality, lb.	....	0 2[illegible]
Cassia, Batavia, per lb.	....	0 38
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	0 55	0 50
Ginger, washed, Jamaica, No. 1.	....	0 55
Do., Jamaica, No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb...	....	0 80
Nutmegs, extra large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 40
Do., med..brown, 110 to lb., lb.	....	0 38
Do., carton of six, per doz. ...	....	0 80
Pepper, black, Singapore ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb. pkg., per doz...	....	1 00
Do., bulk, No. 1, per lb.	....	0 28
GROUND SPICE		
Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb. ...	....	0 30
Do., No. 2, bulk, per lb. ...	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Cloves, bulk, per lb.	....	0 65
Do., 2 oz., cartons	....	1 45
Do., 4 oz. cartons	....	2 00
Do., 4 oz. cartons	....	1 70

Tea Market Firm

Winnipeg.

TEA.—The primary tea market shows a firmer tone. This is having little or no effect on the local market as the movement of teas has shown no improvement. Prices are unchanged but are slightly steadier in view of the strength of the primary market.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 4[illegible]
Do., second quality	0 32	0 3[illegible]
Pekoes, first quality	0 40	0 4[illegible]
Do., second quality	0 35	0 4[illegible]
Broken Pekoe, first quality ..	0 42	0 4[illegible]
Broken Orange Pekoe, 1st qual.	0 50	0 6[illegible]
Japan	0 52	0 7[illegible]
JAVAS—		
Pekoe Souchongs	0 30	0 3[illegible]
Pekoe	0 32	0 4[illegible]
Broken Pekoe	0 33	0 4[illegible]
Broken Orange Pekoe	0 38	0 4[illegible]

Walnut Market Higher

Winnipeg.

NUTS.—Shelled walnuts continue in a strong position with quotations on spot ranging around 69 cents per pound. Stocks in France are practically exhausted with no possible chance of any improvement until the new crop is harvested. Indications are that prices will reach a higher level as the local market is almost bare. Shelled almonds are also in a strong position and although quotations are unchanged a tendency for an advance. Shelled pecans continue firm at high figures. Shelled brazils are offered at lower figures for future delivery. Spanish shelled [illegible]

nuts are showing an upward tendency and higher prices may be expected.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, per lb.	....	0 12½
Pecans, per lb.	....	1 40
Walnuts, per lb.	....	0 69
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 25
Walnuts, per lb.	....	0 25
Almonds, per lb.	....	0 25
Brazils, per lb.	....	0 25
Pecans, per lb.	....	0 28
Cocoanuts, per doz.	....	1 50
Cocoanuts, per sack	....	11 00

Syrup Market Steady

Winnipeg.

SYRUP.—The syrup market is holding steady with no change in prices.

CANE SYRUP—		
No. 2s	....	7 30
No. 5s	....	8 40
No. 10s	....	7 85
No. 20s	....	7 65
CORN SYRUP—		
Cases, 2-lb. tins, white, 2 doz. in case	....	4 90
Cases, 5-lb. tins, white, 1 doz. in case	....	6 25
Cases, 10-lb. tins, white, ½ doz. in case	....	6 00
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 00
Cases, 2-lb. tins, yellow, 2 doz. in case	....	4 30
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 65
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 40
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	5 40
MAPLE SYRUP—		
Pure, 2½s, tins, case of 2 doz.	....	24 85
Pure, 5s, per case of 1 doz.	....	22 65
Pure, 10s, per case of ½ doz.	....	21 05
TABLE SYRUP—		
Maple flavor, 2½s, tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 30
3-lb. tins, 2 doz. case	....	11 70
5-lb. tins, 1 doz. case	....	9 50
10-lb. tins, ½ doz. case	....	9 20
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	4 80
2s, 4 doz. in case	....	4 40
2½s, 4 doz. in case	....	4 10
5s, 4 doz. in case	....	4 10
10s, 4 doz. in case	....	4 05

Starch Advances

Winnipeg.

STARCH.—Starch of all kinds advanced one-eighth cent per pound; new quotations are as follows:

Cornstarch, 1-lb. pkgs., per lb.	....	0 09⅛
Do., No. 1 quality, per lb.	....	0 10⅝
Gloss, 1-lb. pkgs., per lb.	....	0 10⅞
Celluloid, 1-lb. pkgs., per case	....	4 30

Jams Show No Change

Winnipeg.

JAMS.—There is a better demand for jams since prices have reached a lower level.

Eastern		
Strawberry, 4s, per tin	....	0 86
Black Currant, 4s, per tin	....	0 86
Raspberry, 4s, per tin	....	0 86
Apricots, 4s, per tin	....	0 80
Cherry, 4s, per tin	....	0 80
Peach, 4s, per tin	....	0 80
Compound (all flavors), 4s, tin	0 53	0 58
Western.		
Strawberry, 4s, per tin	....	0 95
Black Currant, 4s, per tin	....	0 95
Raspberry, 4s, per tin	....	0 95
Apricot, 4s, per tin	....	0 90
Cherry, 4s, per tin	....	0 90
Peach, 4s, per tin	....	0 90

Rice Market Steady

Winnipeg.

RICE.—The rice market is approaching steadiness and some varieties of American have advanced.

Grapefruit Higher

Winnipeg.

FRUITS.—Small quantities of California cherries are arriving by express and are quoted from $6.50 to $7 per case. Pineapples are arriving in heavy shipments and are selling freely at $8 per case. Grapefruit is higher due to the new duty tax which has been placed on same. Oranges are a little higher but no change has occurred on bananas or lemons. Strawberries are arriving freely.

ORANGES, Navels—		
126s, per case	....	7 00
150s, per case	....	6 50
176s-200s, per case	....	6 00
216s, per case	....	5 50
250s, 288s, 324s, 260s, per case	....	5 00
Lemons, Cal., per case	5 75	6 50
Grape Fruit, Porto Rico—		
64s, 80s, per case	....	8 00
Do., Florida, 64s, 70s, 96s, case	....	9 00
Bananas, per lb.	....	0 11½
APPLES—		
Winesap, 138s and larger, case	....	4 50
153s, 163s, per case	....	4 00
173s, 188s, per case	....	3 50
216s, per case	....	2 75
Delicious, small sizes, per case	....	4 00
Pineapple, 30s, per case	....	8 00
Strawberries, qts., per case	....	10 00

Tomatoes Are Lower

Winnipeg.

VEGETABLES.—Large shipments of vegetables are arriving from the South and prices generally tend easier. Tomatoes are down $2 and are quoted at $6. Asparagus is lower in price and quoted at $5 per case. Ontario rhubarb has arrived on the market and is quoted at $3.75. Cabbage advanced from 7 to 10 cents per pound and indications point to further advances. A better demand for vegetables is noticed with the approach of warmer weather.

Rhubarb—Walla Walla, per case	....	3 75
Asparagus, per case	....	5 00
Spinach, per case	....	2 00
Cabbage, by the crate, per lb.	....	0 10
Do., broken lots, per lb.	....	0 10½
Head Lettuce, per case	....	7 50
Do., per dozen	....	2 00
Leaf Lettuce, per dozen	....	0 65
Radishes, per doz.	....	0 65
Green Onions, per doz.	....	0 60
Cucumbers, Davids' hoth'se, doz.	....	3 50
Tomatoes, Mexican, per lug	....	6 00
Onions, Valencia, per case	....	6 50
Do., New Texas, Bermudas, crt.	...	3 00
Do., B.C., per sack	....	2 00
New Carrots, Beets and Parsnips, per lb.	....	0 06
Potatoes, per bushel	....	1 00
Do., 25 bush. lots, per bush.	....	0 90

Some Paper Reduced

Winnipeg.

PAPER.—E. B. Eddy Co. have reduced prices of Beaver and Cleaver manilla wrapping paper one cent per pound, making the new prices as follows: Beaver manilla, $6.50 per 100 pounds; Cleaver manilla, $6 per 100 pounds, net, f.o.b. Hull. Prices of other grades of wrapping paper remain unchanged. Freight from Hull to Winnipeg is $1.30 per 100 pounds. The list price of Verything toilet paper has been reduced to $6.25 per case with a discount of 19 per cent. in less than three-case lots. The extra discount for quantities previously in effect are still effective so that this paper can now be laid down in Winnipeg in 100-case lots at $3.80 per case net. In carload lots of not less than 400 cases at $3.64½ per case net.

YESTERDAYS ARE PASSED

By Frank E. Mutton

The problems of to-day are plans of to-day.

Re-adjusted minds must of necessity precede a re-constructed commerce.

We must stop depending on the past and begin to penetrate the present, in order to anticipate and participate in the future.

Trying to solve present problems with past plans is about as effectual as attempting to compete with electricity with the tallow candle—it spells failure.

Many of our to-days are failures because we are using yesterday's methods.

We all recall the rapid advance of the bicycle. But it was that situation that paved the way for the automobile. The people demanded an improved bicycle, and they got it.

Man has learned to travel on land, on water, and finally in the air, and it will not be a great while until travel will be spoken of not as navigation, or transportation, but as aviation, for it will be a better method.

Times were when the pulpit and the press did all the moulding of public opinion.

The pulpit is not nearly as effectual as it has been because it has not improved its methods.

The press is much more effectual than it ever has been because it has greatly improved its methods. But greater by far than both pulpit and press in the moulding of public opinion is the moving picture because it is a better method of education. It depends entirely on the eye. It shows up all the facts. As a consequence, our great dramatic stars of the past have been forced to learn how to face the camera instead of facing the audience. They have had to change their methods.

In former days of the stage, a resonant, ringing voice and good acoustics carried the big message of the drama to the ears of the people, but means of this kind have showed decline. To-day it is the lens, the camera and the screen that are carrying that great message to the eyes of the multitudes. The theatre has changed its methods.

What are we all doing in the way of changing our methods.

It will not do to watch for business to come back. We must run after it, grab hold of it, turn it around and force it back—with better methods.

It seems to the writer that the trouble with this country is that a great many people are sitting around waiting for prosperity to start. They have not made the proper effort for changing stale methods, nor to secure new tools. As I see it, prosperity has not got any self-starter. You have got to do the starting.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

British Columbia

FROM VANCOUVER, BY WIRE

Vancouver, B.C., May 18.—Business on the Coast has been rather quiet during the week, but interior points report almost normal business. The markets generally are quiet and few changes are noted. Strawberries are arriving in poor condition on account of the rain. Rhubarb is inclined to be scarce, and Washington is bringing 5 cents per pound. Both butter and cheese are weak and further declines are expected. Local laundry soaps are reduced 25 cents per case. Interior fruit districts report all crops in heavy blossom.

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., May 18.—Laundry soaps are up ten cents per case. One brand shortening advanced one cent per pound. Pure lard is lower, quoted at $11.40 to $12.00 per case for 3's. Small Kootenashi beans are quoted at $4.75 to $5.50 per hundred. Sago and tapioca are easier at $6.75 to $7.25. Large Ontario cheese is lower at 28 to 30 cents per pound. Peanut butter, No. 1 tins, are reduced to $2.95 per dozen, and in five-pound tins to $12.80 per dozen. One brand ginger ale is down $1.45 per barrel. Three cars of Cuban pineapples arrived during the week and are offered at $8.50 to $9.00 per case.

Beans, B.C., per hundred	4 75	5 50
Rolled oats, 80s	....	2 50
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.	....	12 77
Cheese, No. 1, Ont., large	0 28	0 30
Alberta cheese, twins	....	0 26
Do., large	....	0 31
Butter, Creamery, lb.	....	0 40
Do., dairy, lb.	0 30	0 35
Lard, pure, 3s	11 40	12 00
Eggs, new laid, local case	8 25	8 50
Tomatoes, 2½s	3 95	4 25
Corn, 2s, case	3 25	4 85
Peas, 2s, standard, case	3 90	4 10
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 15½
Do., 25s, lb.	0 14½	0 16½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 08½
Do., 70-80s	0 08½	0 11
Do., 60-70s	0 12	0 12¾
Potatoes, local ton	25 00	28 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N.B., May 18.—The feature of this week's market is the decided drop in butter prices, which averaged between 15 and 20 cents per pound. Creamery is quoted at 40 to 45 cents, dairy 35 to 40 cents, and tub 33 to 35 cents per pound. Molasses is easier at 70 cents per gallon. Cheese dropped to 23 and 24 cents per pound. Another cut of $1.00 was made in American clear pork. Oranges are steadier at $6.00 to $7.00 per case.

Cornmeal, gran., bags	....	3 50
Do., ordinary	....	2 45
Rolled oats	....	8 50
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	8 00	10 00
Molasses	....	0 70
Sugar		
Standard, granulated	....	10 70
No. 1, yellow	....	10 20
Cheese, new, twins	0 23	0 24
Eggs, fresh, doz.	0 33	0 36
Lard, pure, lb.	0 17¼	0 17½
Do., compound	0 13½	0 13¾
American clear pork	31 00	33 00
Tomatoes, 2½s, standard case	....	3 80
Beef, corned, 1s	....	4 00
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	0 40	0 45
Do., dairy	0 35	0 40
Do., tub	0 33	0 35
Potatoes, per bbl.	1 75	2 25
Corn, 2s, standard, case	....	3 30
Peas, standard, case	....	3 60
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	6 00	6 50
Oranges, California	6 00	7 00
Bananas, lb.	0 10	0 10½
Grapefruit, case	7 50	8 50

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N.S., May 18.—During the past week business has kept up to the usual good standard. Potatoes are quoted at $1.15 per 90-pound bag. Jamaica grapefruit has advanced to $7.00 per case. Florida grapefruit is unchanged, but higher prices are expected next week. Bermuda onions are now arriving and are quoted at $3.00 per crate. Eggs declined 5 cents, making present price 30 cents per dozen. Cheese has declined to 26 cents per pound. Creamery butter is selling at 32 cents.

Flour, No. 1 patents, bbl.	....	11 00
Cornmeal, bags	....	2 75
Rolled oats, per bag	....	3 95
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.	....	10 00
Sugar, standard, granulated	....	10 70
Do., No. 1, yellow	....	10 20
Molasses, gal.	....	0 73
Cheese, Ont., twins	....	0 26
Eggs, fresh, doz.	....	0 30
Lard, compound	....	0 17½
Do., pure, lb.	....	0 19
American clear pork, per bbl.	....	35 00
Tomatoes, 2½s, standard, doz.	....	1 90
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 36
Do., aver. 12-18 lbs.	....	0 34
Do., aver. 18-25 lbs.	....	0 32
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 32
Do., dairy	....	0 30
Raspberries, 2s, Ont., doz.	....	4 00
Peaches, 2s, standard, doz.	....	3 45
Corn, 2s, standard, doz.	....	1 65
Peas, standard, doz.	....	1 80
Strawberries, 2s, Ont., doz.	....	4 00
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 13½
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	1 15
Onions, Bermuda, case	....	3 00
Beans, white	....	3 65
Do., yellow eye	....	7 50
Bananas, lb.	0 09½	0 10½
Lemons, Cal.	....	6 00
Oranges, all sizes	6 00	7 00
Grapefruit, Florida, case	....	8 50
Do., Jamaica	....	7 00
Oats, per bushel	....	0 92

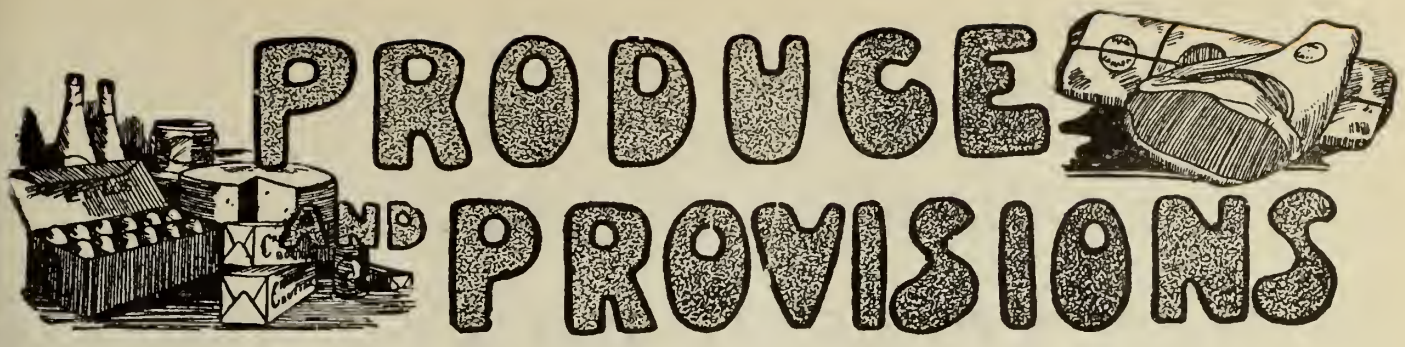
NEW PRODUCE CO.

London, Ont., May 17.—The announcement made in a previous issue of Canadian Grocer that a company of Detroit and Windsor capitalists was being formed to take over the plant of the Canadian Packing Co. at London Junction is followed this week by word that a charter for $1,000,000 has been granted. The firm will be known as the Producers' Terminal Co. and manufacturing operations are to commence next week. At a meeting of the directors the following officers were chosen: President and general manager, Wm. S. Haman; vice-president, Alfred Ironside; secretary-treasurer, Clayton Ironside; directors, Harry M. Todd and Wm. J. Howlett. The firm will employ 100 hands.

OTTAWA GROCERS WILL OPERATE THEIR OWN BAKERY

Ottawa, May 16.—Ottawa retail grocers will soon own and operate their own bakery if plans now being arranged come along as desired. A company will be incorporated with a capital of $50,000 and as practically the whole of this amount is now in sight, the venture appears likely to get away to a good start. A location on Breeze Hill Avenue has been practically decided on and an option secured.

W. Gardiner's general store in Bolton, Ont., was among the business places destroyed in a fire that visited the village a short time ago, when damage to the extent of $35,000 was done.



Butter and Eggs Now at Low Levels

Early Spring This Year is Responsible for a Big Production of Both These Commodities—Creamery Butter is Lower Now Than the Lowest Point Reached in the Same Period During the Last Four Years

By Staff Correspondent Canadian Grocer

MONTREAL, May 16.—The effects of the early spring this year have been perhaps more noticeably felt in the produce market, as far as the grocer is concerned. It was first noticed in the egg market when early in the spring the production showed a big increase with consequent lower prices. In the accompanying diagram it will be seen that prices on all lines of produce except cheese are now at a lower level than they have reached in the last four years. It shows the months of April, May and June since 1918, and prices are given weekly as quoted in Canadian Grocer. Each square represents a week.

Some Interesting Facts

At the end of the first week in May of this year, creamery butter reached a point four cents lower than the lowest point reached in these corresponding months of the last four years. In the second week in May, 1918, it went as low as 45 cents a pound and stayed at that price through the month of June. This fact is even more interesting, when it is noted that at that time the grass butter was not on the market and still with the price quoted for 1921, the new make of butter is on the market and the price quoted is for that quality. This fact is even more striking in the case of eggs. In May, 1918, fresh eggs went as low as 41 cents, but already this year the price has been down to 36 cents, and although it is now up two cents it is still lower than at any time during the spring months of the last four years. The same may be said of live hogs.

Good Prospects in Produce

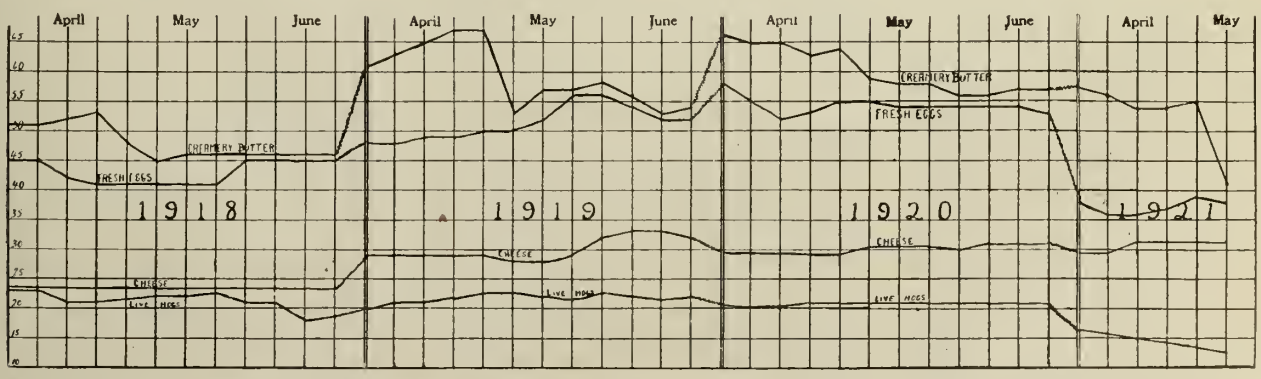
When a Canadian Grocer representative showed this record of produce prices to the manager of one of the Montreal produce firms, he said, "It is very interesting to see this comparison of prices, but one is apt to be led astray if they base any conclusions for future prices on records of past years. The prices are largely governed by the law of supply and demand. One is apt to say that since the chart shows that produce prices have, during the month of June in the last four years held fairly steady that they are likely to do so this year. It might be the case, but it is no safe rule. This year we have splendid prospects for an active produce market. Prices are much lower, the demand is good and the supply is even better. With the lower prices people will use more butter and eggs and the same may be said of meats.

Early Spring Responsible

"The early spring this year is almost entirely responsible for the fall in prices. It led to a bigger supply, a supply that exceeded the demand even when the demand increased. Last year the crops were fairly good, prices on feed were low and the farmers, rather than taking the low figures for their feed kept it and fed their cattle and their poultry better through the winter than they have been fed for some winters. The result was that when the early spring came and they were put out to feed they were not handicapped by being in poor condition. The cows responded quickly to the fresh feed, the yield of milk quickly increased and the hens being better fed laid more eggs. These conditions are general and the response from the country has been remarkable.

Pastures in Good Condition

"In the past week I have been down through the eastern provinces. There I found the pastures to be in excellent



The above chart shows the prices of fresh creamery butter in prints, fresh eggs, cheese and live hogs for the months of April, May and June in 1918, 1919 *and* 1920 *in comparison with the prices of April and May of this year. It will be noticed by the graphical comparison that prices on all but cheese are lower now than they have been in the spring months of the last four years.*

condition, the grass is fresh and the cattle are prospering on the early pasturage. This is quite a new thing, for in other years the pastures have not been ready so early.

An Active Market

"The merchants are not sorry to see the prices dropping the way they are when there is the good cause for it that we have this year. With it comes an increased consumption, a bigger turnover and a more active market. I do feel that even yet the bottom has not been reached in some lines of produce. Butter took a very sudden drop and in less than two weeks declined over eighteen cents a pound. It has been a market on which a merchant might make quite a loss unless he was watching conditions closely. Still the decline cannot but help business and with a good steady production, which I feel sure we will have, prices should keep to the low level. There is everything to indicate that this year Canada will have a record production of dairy and produce lines."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 18.—The feature of the produce market this week is the general weak condition that prevails, and a list of record low prices. Prices on butter, cheese, eggs and lard are now lower than they have been in three years. Butter further declined with increased supplies coming to hand. The apparent consumption of butter has increased with the lower prices. Eggs are also lower. The production is still very good and ample supplies to meet the demand are on the market. There is no improvement in the export demand, buyers are evidently still looking for lower prices. The cheese market shows further weakness with bigger offerings, and while the demand locally is good, the call for export is poor on account of the condition of the market. Cheese prices, in a wholesale way, are lower, but quotations to the retailer are unchanged although lower prices are expected. Quotations on live hogs are lower. Dressed hogs have also declined but fresh cuts are unchanged in price. There is a good demand for cooked and smoked meats with prices ruling steady. The only change in the fish market is a drop of one cent in the price of haddock with an improved supply.

Cheese Market Weak

Montreal.

CHEESE.—The cheese market shows further weakness due principally to the increased receipts in comparison with the previous week and with the corresponding week of last year. The absence of outside demand for supplies is also responsible for the easy tone to the market but at the same time there is a good demand for the local trade as a result of the lower prices. Local quotations are unchanged this week.

CHEESE—		
Large, per lb.	0 24	0 25
Twins, per lb.	0 24	0 25
Triplets, per lb.	0 24	0 25
Stilton, per lb.	....	0 35
Fancy, old cheese, per lb.	0 34	0 35
Quebec	0 26	0 28

Further Drop on Butter

Montreal.

BUTTER.—Butter prices show a further decline amounting to one cent per pound on creamery prints. The receipts of butter continue to improve and prices have a downward trend. Solids are selling at 29 cents per pound. At the lower level of values there is a good local demand for supplies which indicates an increase in the consumption and it is interesting to note that the price of butter is now lower than it has been for several years. This has resulted in a marked falling off in the sales of margarine and other substitutes. There is every indication that the price of butter will be easy for some time. With the declining market the demand for export is not large and stocks on hand are rapidly increasing.

BUTTER—		
Creamery prints, qual., new	....	0 30
Do., solids, quality, new	....	0 29

Lower Prices on Eggs

Montreal.

EGGS.—Reports from the country show that the production of eggs is still good and receipts in the city for last week show an increase over those of the previous week. Prices on select are 2 cents per dozen lower than prices quoted a week ago and No. 1's are selling at 30 cents per dozen. There is an active trade in eggs with a good demand and a large consumption on account of the low prices. Selects are now selling at 33 cents per dozen.

EGGS—		
Fresh eggs, per doz.	0 30	0 33

Lard Prices Drop

Montreal.

LARD.—There has been no improvement in the condition of the market for lard, the demand being limited and the feeling easy, with sales of Canadian refined grades at from 17 to 18 cents per pound in bricks, and 20 pound pails selling at 14½ cents. It is interesting to note that the price quoted on lard one year ago was 31 cents per pound in bricks.

LARD—		
Tierces, 360 lbs.	....	0 13½
Tubs, 60 lbs.	....	0 14
Pails, 20 lbs.	....	0 14½
Bricks	0 17	0 18

Cooked Meats Unchanged

Montreal.

COOKED MEATS.—There is an improved demand for cooked meats with the warmer weather and prices are holding steady.

Jellied pork tongues	....	0 38
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	..	0 42
Veal	....	0 30
Hams, cooked	0 50	0 55
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 59
Head cheese, 6-lb. tins, per lb.	....	0 16
Do., 25-lb. tin pails, per lb.	....	0 15

Barrelled Meats Hold

Montreal.

BARRELLED MEATS.—There is no change in quotations on barrelled meats. Prices are holding steady with only a small demand.

BARRELLED MEATS		
Barrel Pork—		
Canadian Short cut (bbl), 30-40	....	43 00
Clear fat backs (bbl.), 40-50 pieces	....	35 00
Heavy mess pork (bbl.)	....	36 50
Plate beef	....	25 00

Lower Prices on Hogs

Montreal.

FRESH MEATS.—Quotations on live hogs, select weight on cars, show a decline of $1 per cwt. on the price quoted one week ago. Selects are now selling from $12 to $12.50 per cwt. and heavies at from $11 to $11.50. The prices on dressed pork are unchanged, although there is an easier feeling and buying is consequently confined to immediate requirements. Fresh meats are unchanged in price and the beef market remains steady.

FRESH MEATS		
Hogs, live (selected off cars)	....	12 50
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 20	0 20½
Fresh Pork—		
Legs of pork (foot on)	....	0 30½
Loins (trimmed)	....	0 35
Bone trimmings	....	....
Trimmed shoulders	0 22	0 24
Untrimmed	....	0 24
Pork sausage (pure)	....	0 25

Fresh Beef—					
(Cows)				(Steers)	
$0 23	$0 27	Hind quarters	$0 25	$0 30	
0 11	0 14	Front quarters	0 12	0 16	
0 35	0 38	Loins	0 40	0 45	

Smoked Meats Steady

Montreal.

SMOKED MEATS.—There is no change in smoked meats. Prices are steady with a good demand.

BACON—		
Breakfast, best	0 36	0 39
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 33
Picnic Hams	....	0 23½
Wiltshire	0 34	0 39

MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 35	0 37
Do., 14-20	....	0 35
Do., 20-25	....	0 33
Over 35 lbs.	....	0 30
Do., 25-35	....	0 31

Haddock Prices Lower

Montreal.

FRESH FISH—Prices are steady with an improved supply of haddock, halibut and cod. There is also improvement in the supply of fresh lake fish, but prices are still holding. Haddock is one cent a pound lower.

FROZEN FISH		
Halibut, large and chicken	0 20	0 23
Haddock	....	0 07
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 7½	0 8½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11
Doree	0 12	0 13
Whitefish	0 16	0 17
Smelts	0 15	0 20
Fresh Lake Fish	....	0 20
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20
SMOKED		
Chicken Haddies, 15-lb. box	....	0 07
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box	....	0 17
Boneless Herring, per box	....	1 60
Smoked Herrings	....	0 21
Kippers, new, per box	....	2 75
Bloaters, new, per box	....	2 50
Smoked Salmon	....	0 35

ONTARIO MARKETS

TORONTO, May 18.—There appears to be a lack of confidence in the produce markets and with the outlook for export very uncertain, dealers are not showing any inclination to buy for storage purposes to any great extent. Butter is again reduced. Cheese showed a drastic cut but the opinion is expressed that a further cut will be necessary to bring prices more in line with the butter market. Eggs continue to move downward in a weak market. Lard is lower but shortening is unchanged. Margarine is also lower with tendencies for further recessions. Cooked hams, smoked bacon, smoked hams, salt and barrel meats all show reductions. Live and dressed hogs are lower, but beef, calves and lambs are fairly steady at unchanged quotations.

Butter Again Drops

Toronto.

BUTTER—Prices on butter were again lowered during the week. There appears to be some irregularity in prices, some produce houses quoting 32 cents on the top quality, others 31 cents, while still others quote 30 cents. Second grades are bringing around 28 cents. There is some uncertainty as to the condition of the market, some claiming that the situation is somewhat steadier, but others are of the opinion that the market continues very much upset, with tendencies for further declines. In view of export conditions, the latter appears to be the more correct view. Conditions and prices in the United Kingdom are such as show little encouragement for export and with the production steadily increasing there is more likely to be a downward movement than an upward.

BUTTER—		
Creamery prints, No. 1	0 30	0 31
Do., No. 2	....	0 28

Boiled Hams Easier

Toronto.

COOKED MEATS.—Some packers are quoting easier prices on cooked hams, but there are others who maintain their last quotations. Ordinary boiled ham ranges from 50 to 52 cents per pound and squared trimmed 53 cents. Boiled shoulders are down one cent, bringing the price to 44 cents per pound. Other lines are unchanged as listed below.

Boiled hams, lb.	0 50	0 52
Do., square pressed	....	0 53
Boiled shoulders, lb.	....	0 44
Head cheese, 6s, lb.	....	0 15
Choice jellied ox tongue, lb.	....	0 65
Jellied calves tongue	....	0 56
Bologna	0 18	0 20

Above prices subject to daily fluctuations of the market.

Cheese Prices Decline

Toronto.

CHEESE.—Quotations on cheese made a drastic decline during the week, bringing the price down to 18 cents per pound. The Toronto Produce Exchange were offering at 15¼ cents but no one appeared to show any inclination to buy heavily. It is thought that prices will probably drop a little lower to bring them more in line with the butter market. There is still some old cheese offered, which is holding at around 32 cents per pound. No new Stilton has been offered as yet but old is offered at 32 cents, which is one to two cents lower than last week.

CHEESE—		
Large, old	....	0 32
Do., new	....	0 18
Stilton, old, per lb.	....	0 32

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Eggs Moving Downward

Toronto.

EGGS.—A steady movement in the downward direction is noted in the market for eggs. Produce dealers are quoting to the trade 28 to 30 cents per dozen but are offering at country points 22 to 24 cents, in fact one house stated that they were bidding only 21 cents, but at time of going to press they had not purchased any at that price, but it is difficult to say what will materialize in the course of a few days.

EGGS—		
New laid	0 28	0 30
New laid in cartons	0 33	0 34

Prices shown are subject to daily fluctuations of the market.

Dressed Hogs Lower

Toronto.

FRESH MEATS.—The hog market continued weak during the week and prices on live hogs dropped 50 cents per hundred. Dressed hogs were also reduced $1 per hundred, bringing lightweight down to $15 to $17 and heavy $13 to $15. Beef, calves and lambs are fairly steady at unchanged prices.

Hogs—		
Dressed, light, per cwt.	15 00	17 00
Do., heavy, per cwt.	13 00..	15 00
Live, off cars, per cwt.	....	10 75
Live, fed and watered, per cwt.	....	10 50
Live, f.o.b., per cwt.	....	9 75
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 30
Loins of pork, lb.	....	0 33
Fresh hams, lb.	....	0 31
Tenderloins, lb.	....	0 55
Spare ribs, lb.	....	0 15
Picnics, lb.	....	0 18
New York shoulders, lb.	....	0 19
Montreal shoulders, lb.	....	0 19
Boston butts, lb.	....	0 25
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 10	0 12½
Ribs, lb.	0 18	0 26
Chucks, lb.	0 10	0 12
Loins, whole, lb.	0 32	0 38
Hips, lb.	0 18	0 22

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 16	0 20
Spring lamb, each	10 00	14 00
Yearling lamb, lb.	0 25	0 30
Sheep, whole, lb.	0 12	0 15

Above prices subject to daily fluctuations of the market.

Margarine Down One Cent

Toronto.

MARGARINE.—Quotations are reduced one to two cents per pound, bringing the price to 25 and 26 cents. In view of the low price on butter, the demand for margarine has considerably fallen off and it is felt that prices will have to reach a lower basis before the movement can be expected to show any improvement.

MARGARINE—		
No. 1, one-pound cartons	0 25	0 26
Nut, in cartons	0 20	0 22

Fresh Fish Scarce

Toronto.

FISH.—Shipments of fresh fish are still rather short and on some varieties there is barely sufficient to meet the demand. Quotations are well maintained but with a better supply easier prices are expected.

FRESH SEA AND LAKE FISH.		
Cod Steak, lb.	0 09	0 10
Do., market, lb.	....	0 09
Halibut, chicken	0 19	0 20
Do., medium	0 22	0 23
Fresh Whitefish	....	0 25
Fresh Herring	0 10	0 11
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 18	0 19
Fall Salmon	0 09	0 10
Haddock	0 10	0 11
FROZEN FISH		
Halibut, medium	0 22	0 23
Do., Qualla	0 09	0 12
Flounders	0 09	0 12
Pike, round	0 06	0 07
Do., headless and dressed	....	0 08
Salmon, Cohoe	....	....
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11
Smelts—		
No. 1, per lb.	....	0 17
No. 2, per lb.	....	0 11
SMOKED FISH		
Haddies, lb.	0 10	0 12
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	....	2 00
PICKLED FISH		
Salmon Snacks, lb.	....	0 24
Labrador Herrings, kegs, 100 lbs.	....	6 25
Do., bbls., 200 lbs.	....	11 75
Do., pails, 20 lbs.	....	2 00
Holland Herrings, Milchers	....	1 15
Do., mixed	....	1 00

Lard Prices Down

Toronto.

LARD.—Quotations are down one-half to one cent per pound with an easy market and a demand only for immediate requirements. One pound prints are quoted at 16 cents and on the tierce basis 14 cents.

LARD—	
1-lb. prints	0 16
1-lb. tierces, 400 lbs.	0 14

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Bacon Down One Cent

Toronto.

PROVISIONS. — Smoked hams and bacon are reduced one cent per pound on practicaly all cuts. There is a tendency on the part of some packers to maintain fairly high prices on hams, claiming they are doing this to curtail the demand in order to build up a reserve stock for the purpose of turning into cooked hams to meet the heavy demand which will materialize during the summer season. Dry salt meats are easier also pickled rolls in barrels are reduced.

Hams—		
Small, 6 to 12 lbs.		0 37
Medium, 12 to 20 lbs.		0 36
Large, 20 to 35 lbs. each, lb.	0 30	0 33
Heavy, 35 lbs. and upwards		0 29
Backs—		
Boneless, per lb.	0 48	0 51
Rolled, per lb.		0 58
Bacon—		
Breakfast, ordinary, per lb.	0 35	0 38
Do., special trim		0 51
Roll, per lb.		0 28
Cottage rolls		0 33
Wiltshire (smoked sides), lb.		0 30
Do., three-quarter cut		0 34
Do., middle		0 36
Dry Salt Meats—		
Lond clear bacon, av. 50-70 lbs.		0 19
Do., av. 80-90 lbs.		0 18
Clear bellies, 15-30 lbs.	0 19	0 20
Fat backs, 10-12 lbs.	0 15	0 18

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—	
Mess Pork	32 00
Short cut backs, 200 lbs.	40 00
Pickled rolls, bbl., 200 lbs.—	
Lightweight	48 00
Heavy	41 00

Above prices subject to daily fluctuations of the market.

Poultry Market Firmer

Toronto.

POULTRY.—Receipts of poultry during the past week have been the lightest for this season and in consequence the market has firmer tendencies with dealers offering slightly higher prices.

Prices Paid by Dealers.

	Live	Dressed
Turkeys	0 35- 0 45	0 45- 0 50
Chickens, spring	- 0 35	- 0 58
Roosters	- 0 25	- 0 28
Fowl, over 5 lbs.	- 0 34	- 0 34
Fowl, 4 to 5 lbs.	- 0 32	- 0 32
Fowl, under 4 lbs.	- 0 25	- 0 28
Ducklings	- 0 35	- 0 35
Guinea hens, pair	- 1 25	- 1 50
Chickens, live	0 25- 0 28	0 30- 0 35
Prices quoted to retail trade:		Dressed
Turkeys		0 60 0 63
Hens, heavy		0 35
Do., light		0 30 0 33
Ducklings		0 45 0 45

Shortening Unchanged

Toronto.

SHORTENING.—There are no changes in quotations on shortening, the market is steady to easy.

SHORTENING—		
1-lb. prints	0 14	0 14½
Tierces, 400 lbs.	0 11	0 11¾

In 60-lb. tubs, ½ cent higher than tierces, and in 30-l. pails, ¾ cent higher than tierces.

WINNIPEG MARKETS

WINNIPEG, May 18.—The feature of the produce and provision market is the reduction in butter. The market continues weak and further declines are expected. Cheese is in an easy position with tendencies for lower prices. Eggs are also weak and lower quotations are expected. Live hogs are showing a firmer tone. Smoked hams and bacon are unchanged. Cooked meats are in better demand with unchanged quotations. Fresh lake trout is arriving. Crabs and lobsters are in good demand.

Butter Drops Ten Cents

Winnipeg.

BUTTER.—A drop of 10 cents per pound on butter is recorded since our last report. The butter market has been in a weak position for some time, but no such decline as this was expected. Lower prices were looked for, but it was generally conceded that the decline would come gradually. The market continues weak and further declines are likely. Fresh made creamery is quoted at 35 cents per pound. Large shipments are arriving with a good demand.

BUTTER—		
Creamery, best table grade		0 35
Dairy, best table grade	0 24	0 26
Margarine		0 28

Cheese Prices Lower

Winnipeg.

CHEESE.—The cheese market is weak and declining rapidly. Large shipments are arriving and are moving freely at the low quotations.

CHEESE—	
Ont., large, lb.	0 26
Ont. twins, lb.	0 26¼
Ont., triplets, lb.	0 26½
Stilton cheese, large, lb.	0 30

Eggs Are Easier

Winnipeg.

EGGS.—Owing to the continued heavy production of eggs the market has weakened and there has been a decline of 2 cents per dozen. The tone to the market is weak and buyers are expecting lower prices. New laid candled eggs are quoted at 26 cents per dozen.

Hog Market Firmer

Winnipeg.

FRESH MEATS.—Due to the limited offerings the hog market has shown a firmer tone and selects are quoted at $13 per hundredweight. Trading on the cattle market has been quiet and the few good quality killing cattle especially steers were offered from $7.50 to $8.50. Due to lack of receipts trading on sheep and lambs has been very quiet. Some lines of fresh pork cuts have shown a slight advance.

Selected, live, cwt.		13 00
Heavies	10 00	12 00
Light	12 50	13 00
Sows	8 00	9 00
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 24	0 25
Spare ribs		0 16
Loins of pork, lb.	0 30	0 34
Fresh hams, lb.	0 25	0 35
Picnics, lb.		0 19
Shoulders	0 18	0 21
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 20
Front quarters, lb.	0 09	0 11
Whole carcass, good grade, lb.	0 12	0 16
Mutton—		
Choice, lb.		0 17
Choice long hinds (leg and loin)		0 26
Choice Stews		0 12½
Lambs—		
Choice, 30-45 lbs.		0 25
Veal—		
Good veal, 40 to 80 lbs., hind quarters		0 18

Poultry Unchanged

Winnipeg.

POULTRY.—There is no change in the poultry market. Receipts continue light with prices holding steady.

No Change in Lard

Winnipeg.

LARD.—There is no change in quotations on lard or shortening and prices remain unchanged.

Pure lard, No. 1 quality, per lb. (in tierces of 400 pounds.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening (wooden pails), 20-lb. pails), per pail	2 85
Shortening, tierces of 400 lbs.	0 12¼

Smoked Meats Steady

Winnipeg.

PROVISIONS.—A steady feeling prevails in the market for ham and bacon. There is a good demand from the city and country trade. Prices are holding steady.

Hams—		
8 to 16 lbs., per lb.	0 44	0 45
16 to 20 lbs., per lb.		0 43
Boneless, 8-16 lbs., per lb.		0 49
Skinned, 14-18 lbs., per lb.		0 48
Skinned, 18-22 lbs., per lb.		0 44
Bacon—		
Back, 6 to 10 lbs., lb.		0 54
Cottage Rolls, boneless		0 32
Bellies, 6 to 10 lbs., per lb.		0 44

Pork Tongues Lower

Winnipeg.

COOKED MEATS.—Roast ham has declined one cent per pound, now quoted at 58 cents. Jellied pork tongues are reduced to 47 cents per pound, while jellied ox tongues have advanced 5 cents, now quoted at 65 cents per pound. With the approach of warmer weather the demand has shown an improvement.

HAMS—	
Best quality, skinned, 8-13 lbs.	0 56
Do., 13-16 lbs.	0 53
Roast Ham, lb.	0 58
Roast shoulders, lb.	0 41½
Head Cheese, 1-lb. tins	0 17
Jellied Ox Tongues, lb.	0 65
Pork tongues, lb.	0 47
Luncheon Cooked Meats, lb.	0 23

Fresh Crabs 35 Cents

Winnipeg.

FISH.—Fresh lake trout is arriving and is in good demand at 20 cents per pound. Fresh halibut and salmon are selling freely at 20 cents and 33 cents per pound. Fresh crabs are now on the market and are quoted at 35 cents each. Lobsters are selling freely at 75 cents each.

SITUATIONS VACANT

EXPERIENCED SALESMEN FOR EASTERN and Western Ontario for large wholesale grocery firm. References required. Box No. 34. Canadian Grocer, 153 University Ave., Toronto, Ont.

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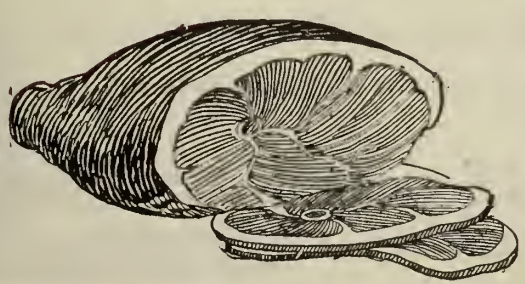

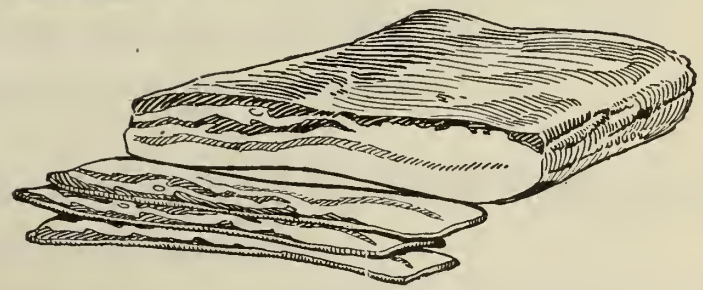

Must the Printing Industry Follow the Building Trades to Stagnation?

An unheard of condition exists in the building trades in Canada.

Everywhere there is a crying need for homes, but practically none are being built. Why?

Because the cost is considered prohibitive. Labor and materials are so high that the man who contemplates building a home for himself counts the cost, and decides that he cannot afford it.

The result, of course, is increased demand for houses to rent—and higher rents—and no one knows the end.

We don't want this stagnation to occur in the printing industry, but employers are right now faced with a demand from the International Typographical Union that the 44-hour week shall be the basis for all wage scales, and the Toronto Unions are demanding a wage of $44 per week. This will add 36 per cent. to the wage bill of Toronto job printers and publishers, other than those of daily papers.

Does anyone feel that under present economic conditions an increase from 73c per hour to $1.00 per hour for printers is justified?

Does anyone believe that the effect of such an increase in the labor cost of printed matter, can be other than harmful to the industry as a whole?

Printers can only find employment as long as users of their product continue to buy.

Will there not come a time, when—if costs keep on mounting—printers will find themselves in the same position as many highly skilled carpenters, bricklayers, plasterers, and painters are now in? They are willing and anxious to work but cannot find a market for their services.

This is a matter in which the buyers of printing—the subscribers to this and other papers—and the advertisers—are vitally concerned. An increase of 36% in the wage bill of publishers would necessarily involve an increase in subscription price and advertising rates.

That is plain.

Publishers would be very reluctant to add one cent to the present subscription price of their papers or to effect any increase in advertising rates, but they cannot possibly absorb any such addition in wage costs as is proposed, and stay in business.

An expression of the opinion of readers of this paper on the Union's proposals, involving an increase of 36% in the labor cost of printed matter, is asked. Will you not write a letter to the editor (not for publication) telling him your view of the situation?

Don't let us drive the printing industry into the condition of the building trades.

This statement is published by and has received the endorsation of the Toronto publishers who are members of the

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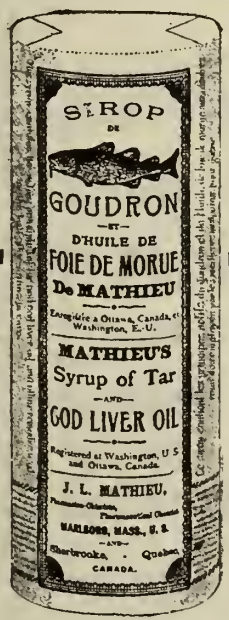

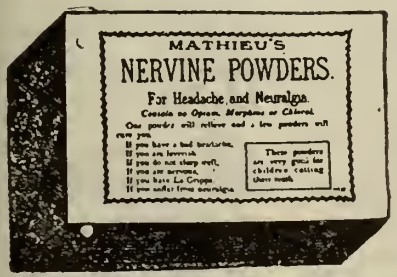

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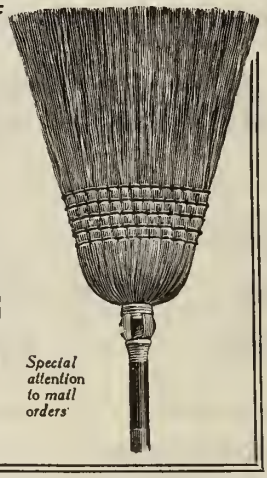
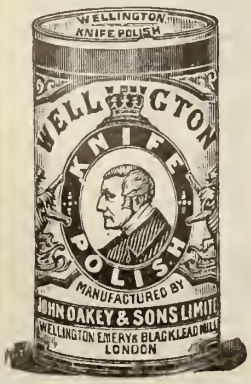
5 string, fancy corn, all selected stock, polished handle.	5 string, good quality house broom, popular weight. Stands up to every test.	4 string, from cheaper stock, well made, and worth the price.

We also make a number of other lines, including Toy Brooms and Whisks.



Special attention to mail orders

Waterloo Broom & Brush Company, Limited
Telephone 286 Waterloo, Ontario



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.,
180 St. Paul St. West, Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each, 48 cans	$11 50
Reindeer Brand, each 48 cans	11 00
Silver Cow, each 48 cans	10 60
Gold Seal, Purity, ea. 48 cans	10 45
Mayflower Brand, ea. 48 cans	10 45
Challenge Clover Brand, each 48 cans	9 85

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	$7 25
Jersey Brand, Hotel, each 48 cans	7 25
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 00
Jersey Brand, Family, each 48 cans	6 00
Peerless Brand, Family, each 48 cans	6 00
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 00
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.,

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case $4 80

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches Laundry Starches

Boxes—

4-lb. Canada Laundry	$0 08
100-lb. kegs, No. 1, white..	0 08½
200-lb. bbls., No. 1 white..	0 08½

Toronto, Ontario.

40-lb. Edwardsburg Silver Gloss 1 lb. chromo pkgs.	0 10¼
Celluloid, 45 cartons, case..	4 15

Culinary Starch
(Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½

(20-lb. boxes ¼c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 10
40 lbs. Canada Corn Starch, 1 lb. packages, per lb..	0 08½
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 08½
40 lbs. Argo Corn Starch, 1 lb. packages	0 09
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., 1 lb. packages	0 08½

(20 lb. boxes ¼c higher, except Potato Flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 1
5-lb. tins, 1 doz. in case	5 9
10-lb. tins, ½ doz. in case	5 6

KARO

24—2-lb. tins, per case	4 5
12—5-lb. tins, per case	5 3
6—10-lb. tins, per case	5 0

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	4 5
5-lb. tins, 1 doz. in case	5 3
10-lb. tins, ½ doz. in case	5 0

(5, 10, and 20-lb. tins have wire handles.)

MAZOLA

	Per case
No. 1, 24 tins, 1 lb.	$ 6 7
No. 2, 12 tins, 2 lbs.	6 2
No. 4, 12 tins, 4 lbs.	11 7
No. 8, 6 tins, 8 lbs.	10 8

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1 8

MAGOR, SON & CO., LTD.

INFANTS' FOOD

	Do
Robinson's Patent Barley—	
1-lb.	
½-lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODUCTS LIMITED

Ontario Prices.

KLIM.

8 oz. tins, 4 dozen per case	$10 0
16 oz. tins, 2 dozen per case	9 0
10 lb. tins, 6 tins per case	19 0

COLMAN'S OR KEEN'S MUSTARD

	Per doz. tin
D.S.K., ¼ lb.	
D.S.F., ½ lb.	
D.C.F., 1 lb.	
F.D., ¼ lb.	

	Per jar
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

Keen's Oxford, per lb.	0 2
In cases, 12 12-lb. bxs. to case	0 2

NUGGET POLISHES

	Do
Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1
White Cleaner (liquid)	$2
Card Outfits — Black, Tan, Toney Red, Dark Brown	4
Metal Outfits — Black, Tan, Toney Red, Dark Brown	5

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$1
Bobs, 12s	1
Currency, 12s	1
Stag Bar, 9s, boxes, 6 lb.	1
Pay Roll, thick bars	1
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	1
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	1
Great West Pouches, 9s, 3-lb. boxes, ½ and 1-lb. lunch boxes	1
Forest and Stream, tins, 9s, 2-lb. cartons	1
Forest and Stream, ¼s, ½s, and 1-lb. tins	1
Master Workman, 2 lbs.	1
Master Workman, 4 lbs.	1
Derby, 9s, 4-lb. boxes	1
Old Virginia, 12s	1
Old Kentucky (bars), 8s, boxes, 5 lbs.	1

ROYAL ACADIA SUGAR

ROYAL ACADIA SUGAR

"Every Grain Pure Cane"

A wholesome production from the pure cane to the purest refined granulated sugar — then called Royal Acadia Sugar.

It has a reputation that will bring you repeat sales and a profitable trade.

Your highest recommendations of Royal Acadia Sugar are justified, as it possesses every quality that will give perfect satisfaction.

"Every Grain Pure Cane."

Sold in 2 and 5-lb. cartons: 10, 20 and 100-lb. bags, half-barrels and barrels.

The

Acadia Sugar Refining Co., Limited

HALIFAX, CANADA

Canadian and British Made PRODUCTS

for the

Canadian Trade

Vanillin "BUSH"
Emulsions
Oil Vanilla
Pure Fruit Extracts
Butter Flavor

We guarantee the quality of all these lines.
Write us for quotations.

The W. J. Bush & Co. Canada, Ltd.

MONTREAL TORONTO WINNIPEG

ARNETTIZE YOUR STORE

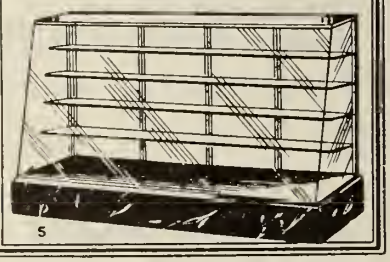
It Is a Fact

that stores we have Arnettized are showing greatly increased sales and growing popularity.

Arnett Service arranges your store to make the most sales with the least trouble. The Silent Salesman has time for all your customers.

Write for illustrated catalog and details of Arnett Expert Service.

Thomas Lewis Arnett
Souris, Man.



NUGGET BROOMS

Bear Close Inspection

Do you know why the dealer finds Nugget Brooms so profitable? Because the woman who once buys a Nugget Broom will never use another Brand. Every Nugget Broom the dealer sells helps him to build up a permanent Broom business.

Invite your customer to pull the broom stock apart until she finds the very heart of a Nugget Broom. The corn here is just as clean, as free from seeds, as carefully trimmed, as on the outside. This hand-selected corn gives a Nugget Broom many more weeks of service than the ordinary broom.

There are eight Keystone Brands. Brooms of each brand are guaranteed uniform in quality.

KEYSTONE BRAND

Send for a sample shipment.

Stevens-Hepner Co., Limited
Port Elgin, Ont.

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz...	$5 60
Perfection, ¼-lb tins, doz. .	1 55
Perfection, ½-lb. tins, doz..	2 85
Perfection, 10s size, doz. ..	1 10
Perfection, 5-lb. tins, per lb.	0 41

UNSWEETENED CHOCOLATE

Supreme Chocolate, 6-lb. boxes, per lb.	0 40
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 00
Perfection Chocolate, 10c size, 2 doz. in box, per box....	1 80

SWEET CHOCOLATE

Eagle Chocolate, ½s, 6 lbs. in box, per lb.	0 32
Eagle Chocolate, 10c size, 2 doz in box, per box.....	1 80
Diamond Chocolate, 10c size, 2 doz. in box, per box	1 80
Diamond Chocolate, 5c cakes, 20 cakes in box, per box..	0 75

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb...	0 42
Milk Croquettes, 5-lb. boxes.	0 40
No. 1 Milk Wafers, 5-lb boxes, 30 boxes in case, per lb. ...	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 39
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.....	0 39
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 39
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 39
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ⅛s, wrapped, 4-lb. box, 36 boxes in case, per box	$2 15
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 00
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 40

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	5 75
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	3 15
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	6 00
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 25
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 00
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	1 90
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	1 90
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	1 90
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 10
20—1c Milk Chocolate Sticks,	

BRODIE & HARVIE, Ltd.
14 Bleury St., Montreal.

XXX Self-Raising Flour, 6-lb. packages, doz.	$5 60
Do., 3 lbs.	2 85
Superb Self-Raising Flour, 6 lbs.	5 40
Do., 3 lbs.	2 75
Crescent Self-Raising Flour, 6 lbs.	5 50
Do., 3 lbs.	2 80
Buckwheat, Self-Raising, 1½ lbs.	1 5[illegible]
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1 50

SMALL'S LIMITED, MONTREAL

FOREST CREAM MAPLE SYRUP

Price	Delivered	F.o.b. Factory	Ont. & Marit.
36—10 ozs., bottles..	$ 8 10		$ 9 85
24—16 ozs., bottles..	7 75		8 55
12—32 ozs., bottles...	6 95		7 85
24—28 ozs., tins	9 90		10 60
12—80 ozs., tins	14 25		15 25
6—160 ozs., tins ...	13 85		14 90
1—5 gall. tins	13 50		14 55
In barrels, per gal. .	[illegible] 50		2 70

FOREST CREAM PURE SYRUP

36—10 ozs., bottles...	$ 6 65		$ 7 40
24—16 ozs., bottles..	6 15		6 95
12—32 ozs., bottles..	5 35		6 05
24—28 ozs., tins	7 10		7 80
12—80 ozs., tins	10 30		11 30
6—160 ozs., tins ...	9 80		10 80
1—5 gal. tin	9 50		10 55
In barrel, per gal. ..	1 70		1 90

STANDARD SUGAR SYRUP

36—10 ozs., bottles..	$ 5 75		$ 6 50
24—16 ozs., bottles..	5 25		6 05
12—32 ozs., bottles..	4 45		5 15
24—28 ozs., tins	5 45		6 15
12—80 ozs., tins	7 95		8 95
6—160 ozs., tins....	7 50		8 50
1—5 gal. tin	7 05		8 10
In barrel, per gal. ..	1 20		1 40

FOREST CREAM MAPLE BUTTER

24—13½ ozs., tins ..	$ 4 65		$ 4 75
24—2½ lbs.. tins	11 75		12 80
1—30 lbs., pail	4 80		....
2—30 lbs., pails ...	9 80		10 85
In barrel, per lb. ...	0 14		0 15½

FOREST CREAM AMBER HONEY

48—No. 1 Tumblers..	$ 6 40		$ 6 85
24—No. 3 Tumblers..	6 90		7 40
24—2½ lbs., tins ...	19 75		20 85

FOREST CREAM PEANUT BUTTER

48—No. 1 Tumblers..	$ 5 30		$ 5 75
24—No. 3 Tumblers..	4 75		5 25
24—2 lbs., tins	11 80		12 65
1—24 lbs., pail	4 55		....
2—24 lbs., pails ...	9 75		10 60
In barrel, per lb....	0 17½		0 19

FOREST CREAM SALTED PEANUTS

1—15 lbs., pail ...	$ 2 75		$ ....
2—15 lbs., pails ..	6 05		6 60
In bags of 85 lbs...	13 15		14 50
In bsrrel, per lb. ...	0 16¼		0 18

FOREST CREAM PEANUTS, MAPLE SUGAR COATED

72—5c packages	$ 2 40		$ 2 55
48—No. 1 Tumblers..	4 95		5 30
24—No. 3 Tumblers..	4 45		4 85
24—1 lb., tins	8 45		8 90
1—12 lbs., pail	3 85		....
2—12 lbs., pails ...	8 20		8 65

FOREST CREAM SALTED PEANUTS (BLANCHED)

72—5c packages ...	$ 2 40		$ 2 55
48—No. 1 Tumblers..	4 40		4 75
24—No. 3 Tumblers..	3 50		4 00
24—1¼ lbs., tins ...	8 50		9 05
1—15 lbs., pail	3 10		....
2—15 lbs., pails....	6 50		7 05

Pineapples

now at their height for preserving. After next week shipments will probably lighten.

Tomatoes Cucumbers

Strawberries

California Valencia Oranges
(Good keepers)

Lemons

Prospects for firmer prices with warm weather

WHITE & CO., LTD.
TORONTO

Buy Pines this Week for Preserving

We think this week Pines will be at their Best for Preserving and prices at their **Lowest.**

Place your **Orders Now** and do not be disappointed.

Also

Two cars Fine Juicy Navels this week. Sweeter than Early Valencias for Eating.

Tomatoes, Cabbage, Asparagus, Lettuce, Strawberries—fresh daily.

Everything of Selected Quality.

Hugh Walker & Son, Ltd.
The House of Quality
GUELPH, ONTARIO

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & Co.
Hamilton and Winnipeg

Marsh's Grape Juice

Marsh's Grape Juice
Unfermented Port
Black Cherry Wine
Raspberry Vinegar
Marsh's Pure Apple Cider

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren-Wright, Limited
to and Montreal

Products

MFG LTD.

15 different Varieties

Every one a big seller and Brings Repeat Business.

Why not send us an order for some of the following:

Sweet Mixed Pickles	Chow Chow
Sour Mixed Pickles	Corn Chowder
Catsup	Onion Salad
Whole Pickle Beets	Marmalade
Sliced Pickle Beets	Extracts
Red Cabbage	Confectioners' Colors
Worcester Sauce	Maraschino Cherries

Imported Sardines

Nova Scotia Agents: Supplies, Limited, Kentville

Ontario Agents: Chadwick & Wright, 28 Duke St., Toronto

New Brunswick Agents: W. S. Clawson & Co., St. John

The Trade Sundries Mfg., Ltd.
Clark Street, Montreal

The
CROWN
Trade-Mark

on a bag of white beans is a guarantee of their uniform size and choice quality

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

Familiarizing the Trade With Your Trade-Mark, Brand or Name

The whole value of a trade-mark, brand or name lies in its renown.

The surest, quickest and least expensive way to make your trade-mark, brand or name well known to the whole Canadian grocery trade is by identifying them each week through continuous advertising in Canadian Grocer—Canada's only weekly grocery trade newspaper—the source to which they look for every business message to the grocery trade of the Dominion.

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If you have anything to sell to the Trade, you should advertise it in this paper.

BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

New stoneware catalogue just out, prices effective April 1st. Yours for the asking.

The Toronto Pottery Co. Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.

Agents:
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.
OPPENHEIMER BROS., LTD. Vancouver, B.C.
BAIRD & CO., Merchants, St John's, Nfld.

Order from your Jobber to-day
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivary 7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

BARRELS
From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

Information
We can keep you posted with all daily news and business Tips.
Canadian Press Clipping Service
143-153 University Avenue, Toronto

NEW CROP VALENCIA RAISINS MAY BE LOWER

Juan B. Domensch, fruit exporter of Denia, Spain, writes that weather conditions for the Valencia raisin crop have been unfavorable despite plentiful rains. Expectations are that the crop will be 10,000 to 12,000 tons unless something unforeseen happens. Prices are expected to be lower owing to exchange, but the farmers will continue to receive the same amount in pesetas.

RICE MARKET ADVANCING

Recent advices from the coast on the rice situation say:

"The southern rice market has been advancing steadily during the past two weeks. This is beginning to have its effect on the New York market. Our mills report that those farmers who have been weak holders of rough rice are now sold out. Export orders too are being placed for nearly all grades. This rice is being shipped from Gulf ports to Europe and South America on exceedingly low freight rates, the rates running as low as 25c per hundred pounds to French and German ports. Indications are that the market will continue firm with probably further advances."

R.M. FLEXIBLE
BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
Before Burning
After Shaping on burner
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE-SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
R.M. Moore & Co., Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

TANGLEFOOT PRODUCTS
STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH AND ANT POWDER.
THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

The SARNIA PAPER BOX CO., Ltd.
SARNIA, ONT.
Manufacturers of:
Ice Cream Cartons, Paraffined.
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers.
Folding Candy Boxes; also handy Paraffine boxes for bulk Pickles, Mincemeat, etc.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

Wanted

AGENCIES WANTED

SALESMAN DESIRES TO REPRESENT strong competitive house for Northern Ontario. A firm which desires this trade and which favors a branch in the territory are the people advertiser wants to link up with. Box 26, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE

FOR SALE—SOLID BRICK BUILDING, 35 FT. by 100 ft., in the centre of Mount Joli. One of the best equipped stores in the province. A great opportunity for a smart man with capital. Could make one hundred thousand dollars of business easily. It is situated in a rich agricultural centre and a town of over three thousand population. Would sell on account of poor health. Box 136, Mount Joli, P.Q.

FOR SALE — GENERAL STORE IN THE heart of the famous Creston Valley; stock consists of general merchandise. Building can be bought or leased on terms. For further particulars write Box 52, Creston, B.C.

FOR SALE—TWO KENT-McCLAIN SHOW-cases; 2 Walker bin counters (11 ft.); 1 Arctic refrigerator; 1 meat block. Write for further list if interested to Box 30, Canadian Grocer, 153 University Ave., Toronto, Ont.

HELP WANTED

WE REQUIRE A FIRST-CLASS STOCK AND cost man for wholesale Grocery Department, with good credentials. Box No. 28, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITIONS WANTED

SALESMAN GOOD CONNECTION WITH GRO-cery trade in Western Ontario desires position. Good sales record and best of references. Salary or salary and commission. Apply Box 32, Canadian Grocer, 153 University Ave., Toronto, Ont.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

We Present a Record—
Not a Prospectus

Reputation gained by years of vigorous, conscientious and successful work.

John A. Thompson
General Manager Western Canada
TORONTO

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

BAKER'S COCOA *and* CHOCOLATE

Registered Trade-Mark

preparations are the standards for quality. All other brands are compared with them but none has been found to be better.

Made in Canada

On the Market for 140 Years

Walter Baker & Co. Limited
Montreal, Can. Dorchester, Mass.
Established 1780

READER'S NOTICE

Regarding

CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this advance notice. Be sure to give your old address as well as the new one.

SAY YOU SAW IT IN CANADIAN GROCER IT WILL HELP TO IDENTIFY YOU.

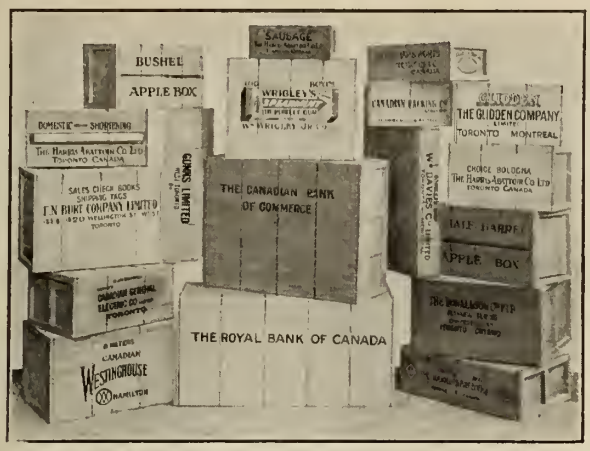
YOUR DEPARTMENT OF SERVICE
Canadian Grocer
Classified Advertisement Section
143 UNIVERSITY AVE., TORONTO
PHONE ADELAIDE 5740

Tell the Advertiser where you saw his Advertisement. . . .

4-ONE-BOXES

ARE USED BY

The Leading Manufacturers of Canada



Above is a view of containers we supply to some of our customers

BECAUSE:—

1. Lower costs.
2. All shipments sealed.
3. Remove pilferage.
4. Eliminate claims and damaged goods.
5. Express the character of your products.
6. Simplify packing.
7. Quicker handling both at factory and in transit.
8. Lower freight and express charges.

"A BINDING GUARANTEE OF SAFE DELIVERY"

Reproduction of trade-marks can be made on cases—thus adding to appearance and advertising value.

Write for Literature to Dept. G.

Canadian Wirebound Boxes, Limited

1000 Gerrard Street East - - TORONTO

Sales Offices: MONTREAL AND HAMILTON

Order from Your Wholesaler

Master Mason

Canada's Joy Smoke

For a real good smoke recommend to your customers Master Mason.

Made from the finest leaf, fully matured, perfectly aged tobacco. You can build up a good tobacco trade by selling Master Mason.

Rock City Tobacco Co.

Limited

QUEBEC and WINNIPEG

DAYTON ANNOUNCEMENT

Word Contest Prize Winners

TO THE PUBLIC:

We take pleasure in announcing to the thousands of competitors and their friends, all over Canada, the results of the Big $2,500 Dayton Scales Word Contest.

Dayton Scales quickly save for Canadian merchants sums far exceeding those we are giving in prizes.

After several busy weeks, the task of checking up carefully every list sent in has been completed by the capable and impartial committee appointed for this purpose, and the keen interest displayed everywhere in the contest; the vast number of replies received and the many evidences they give of resource and initiative are all gratifying to us. We have every hope that our satisfaction over the outcome of this clean-cut, wholesome contest will be shared by our patrons and the general public.

DAYTON

Prize List Leaders

H. F. PRELIPP
Winner of First Prize

FIRST PRIZE—$300
H. F. Prelipp—Hamilton Hardware Co., 316 King St. West, Hamilton, Ont.

SECOND PRIZE—$200
J. Robinson—Robinson Hardware Co., 195 Royce Ave., Toronto, Ont.

THIRD PRIZE—$100
A. D. McIntyre—A. D. McIntyre, Hardware Dealer, Woodville, Ont.

FOURTH PRIZE—$75
W. Spooner—Spooner's Grocery, 10128 124th St., Edmonton, Alta.

FIFTH PRIZE—$50
Miss A. R. Manning—J. E. Manning's Grocery, 493 Sargent Ave., Winnipeg, Man.

SIXTH PRIZE—$20
J. E. Manning—J. E. Manning's Grocery, 493 Sargent Ave., Winnipeg, Man.

In all, 372 Cash Prizes, aggregating $2,500, are being awarded. The names of the 366 other Prize Winners will be found on pages 28, 29 of this issue.

A LESSON FROM THE CONTEST

The Dayton Scales word contest proves that Canadian retail merchants and their clerks are systematic.

A glance at the lists of words sent in shows that the great majority did not tackle their problem in haphazard fashion—but built up their lists to surprising totals by well-ordered, systematic research.

The lesson is:

The systematic merchant and the systematic clerk should insist on store equipment which will promote system in doing business.

The store equipped with Dayton Scales is the store which employs SYSTEM to save time and money for both buyer and seller.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

F. E. MUTTON, Vice-Pres. and Gen. Mgr.
Head Office and Factory:
300-350 Campbell Ave., Toronto, Canada

CANADIAN GROCER

Member of The Associated Business Papers—Only Weekly Grocery Paper Published in Canada

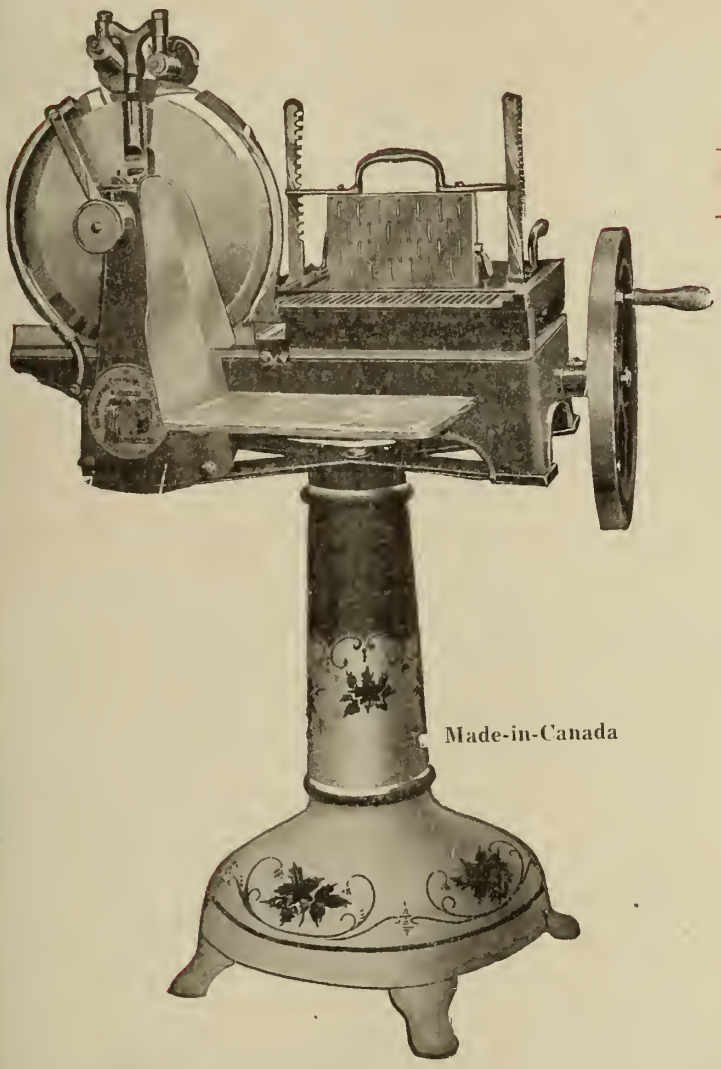
THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV. PUBLICATION OFFICE: TORONTO, MAY 27, 1921 No. 21

Double Your Cooked Meat Sales

with a

BRANTFORD SLICER



Made-in-Canada

THE perfect manner in which this Brantford Machine slices cooked meats adds greatly to the appearance of the meats and always increases sales. Many merchants tell us that they have more than doubled their sales of meats with their Brantford Slicers.

Investigate this "Made-in-Canada" Slicer before you buy and compare it with other makes. Then you will know why the Brantford Slicer is the choice of so many of Canada's finest stores.

Write for Catalogue

The Brantford Computing Scale Co., Ltd.

Brantford - Ontario

Branches: Toronto, Montreal, London, Hamilton, Winnipeg, Vancouver, Halifax, Regina

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

Aladdin DYE SOAP

How Many Women Stand Before Your Counter Each Day?

To answer this question is to realize the number of sales that might be yours if Aladdin Dye Soap were displayed on your counter.

Nearly every woman who comes into your store is a prospect for Aladdin. To make Aladdin a quick seller we supply FREE with one gross order of Aladdin Dye Soap a handsome revolving display stand for your counter.

Your customers cannot fail to see this attractive Aladdin display. Curiosity impels them to give it a turn, bringing into view Aladdin's assortment of eighteen colors.

The suggestion makes the sale.

You can do even better by mentioning that many women find it an advantage to keep a half dozen assorted colors on hand. In this way your effort is often rewarded with a 90c sale instead of a 15c one.

Ask your jobber to send you a gross of Aladdin Dye Soap. Be sure to ask for the Free Display Stand.

CHANNELL LIMITED

TORONTO

Distributors of Aladdin Dye Soap
Manufacturers of O-Cedar Polish

The "Pink" is the Smallest Salmon

A great Poet once wrote:

"Ask why God made the gem so small,
And why so large the granite?
Because he meant mankind should set
The higher value on it."

The "Pink" is the Gem of the Pacific Coast and the most valuable of foods.

Try it like this:

SALMON A LA CRÉOLE

Cook in two heaping tablespoonfuls of butter one finely chopped green pepper, one minced onion, and one chopped tomato (or one-half cup of canned tomatoes), add one cup of milk; stir until the pepper and onion are soft; add one can of Pink Cascade Salmon, drained and minced; simmer; serve hot.

The rich flavour of *"Cascade"* Salmon is well known. Show your thrifty Lady Customers the above delightful mode of serving it.

The Highest Standard of Quality is Packed

by

B. C. Fishing & Packing Co., Limited

Vancouver, B.C.

"Canada Holds the Key"

Agnes C. Laut, in the May 15th issue of MACLEAN'S MAGAZINE, uses figures and facts that prove the future heart-beats of the great oil-burning leviathans of the ocean lanes will depend on the lakes of fuel that will be sucked up from the "basement" of Northwestern Canada. In an article, "Strangling Our Oil Goose," Miss Laut emphasizes:

"Canada has the oil. Canada holds the naval and merchant marine key of America. Edmonton in your generation and in mine will be a second Pittsburg. Great tankers will float out from Prince Rupert to supply the Orient. Tank cars will become as common across our prairies as grain cars. Our National Railways will—"

But you will have to read this talented author's article to get the picture she visualizes of the future of Western Canada when the development of oil resources of the North is at its zenith.

There is a strong hint in this article of Miss Laut's that Canada may "strangle her oil goose" by too much so-called caution. Read MACLEAN'S MAGAZINE, May 15th, and discover how Miss Laut argues that Canada will spoil her chances for control of the oil situation in North America and great wealth—if she *is not careful.*

A Tempting Array of Fact and Fiction

Take a peep into the May 15th issue of MACLEAN'S! Besides Miss Laut's article:—

"He Who Laughs Last-----!"
By Frederick William Wallace

A thrilling short story of action. Setting, the Atlantic coast; characters, deep-sea fishermen. Written by the dean of deep-sea short fiction writers.

"Canada Counts Noses"
By Nicholas North

Did you know that the first systematic census of people and their wealth was taken in what is now the Dominion of Canada in 1666, and that system was later copied by all the greater world nations? Read this article on census-taking in Canada and learn all about it.

"Neighbor's Wooing"
By Francis Dickie

A race-track story in which you can fairly hear the rhythmical hoof-beats of the contending horses as they pound around the course. There's a beautiful, scheming young woman in this story and some plot!

"The Slant-Eyed Man"
By Leslie Howard Gordon

This is the second in the series of "The Gates of Tien T'ze" stories. There's mystery here that keeps you guessing right up to the climax.

"Pawned"

Another generous instalment of **Frank L. Packard's** mystery-romance.

"Peacock's Pinnacle"
By M. O. Hammond

Here's the absorbing story of a director of the Bank of England who "was once a barefoot boy" in the hills of Glengarry. Read how this barefoot lad, who built castles in the air, and by dint of his own efforts, made every dream come true.

"The Legion of the Lost"
By J. L. Rutledge

Why do men disappear? Sometimes it's premeditated action on the part of the individual, committed for the same reason as suicide. At other times it's accident—and then again, there are grim disappearances that are never solved. In real life the long arm of coincidence often plays a role that baffles the detectives.

"Our Lower Prices Bogey"
By Charles Christopher Jenkins

Who's to be blamed for the falling off in demand for certain necessities? What caused the slump in wages in many lines of industry? Read this article in which is described the "Deadly Circle" to blame for the passing depression. The article includes a resumé of the situation from leading employers and labor leaders.

"Son of the Clackmannan Giant"
By Stanley R. Hofflund

Do you like prize-fight stories? Maybe you don't care for the brutal sort, but here's one that is different—of a prize-fighter with a soul and a woman at stake.

Review of Reviews

Included with this exceptional line-up of intellectual information and entertainment are the regular features of MACLEAN'S—the "Review of Reviews"—a comprehensive summary of the world's best contemporary short articles:

A British Spy in Soviet Russia
Joseph Shaplen
Drastic Remedies .....G. Bernard Shaw
Shall We Trade With Russia?
Sir Paul Dukes
Digging for the Missing Link.
Lloyd Chapman Andrews
The Little Entente....Walter Littlefield
Finds of the Trawler.....A Trawler Hand.
Interesting Views of Canada.
Forbes' Magazine
The Monk Who Imperils India.
Geo. F. Authier
Paying to Sit in the Dark.
Power Plant Engineering
Science Produces Smokeless Coal.
Current Opinion
Head Hunters of Borneo...Carl Lumholtz
Cannibals Watch the Movies.
Martin Johnson
The Black Moses .....Rollin Lynde Hartt
Bolshevism's Most Powerful Foe.
Philadelphia North American
Pigeon Slaughter at Monte Carlo.
The Nation
Mexico's Returning Civilization.
Mexican Review

MACLEAN'S
"CANADA'S NATIONAL MAGAZINE."

May 15th Issue - On All News-stands 20c.

or send $3.00 for a year's subscription to MacLean's Magazine, 143-153 University Ave., Toronto, Canada

MACDONALD'S

The Tobacco with a heart

The Men Who Buy Macdonald's

are men who have found a tobacco they like—a tobacco that is always the same in quality and value. Macdonald buyers are constant—Macdonald sales can be relied upon.

The men who buy Macdonald's are your best customers because they buy the tobacco that it pays you best to sell. If you have ever figured out your profits on Macdonald's you will know that there is scarcely another commodity on the market that can show you the same returns on your money as "the tobacco with a heart."

Canadian and British Made PRODUCTS

for the

Canadian Trade

Vanillin "BUSH"
Emulsions
Oil Vanilla
Pure Fruit Extracts
Butter Flavor

We guarantee the quality of all these lines.
Write us for quotations.

The W. J. Bush & Co. Canada, Ltd.

MONTREAL TORONTO WINNIPEG

ERUSTO

The New Discovery for Removing Rust and Iodine Stains

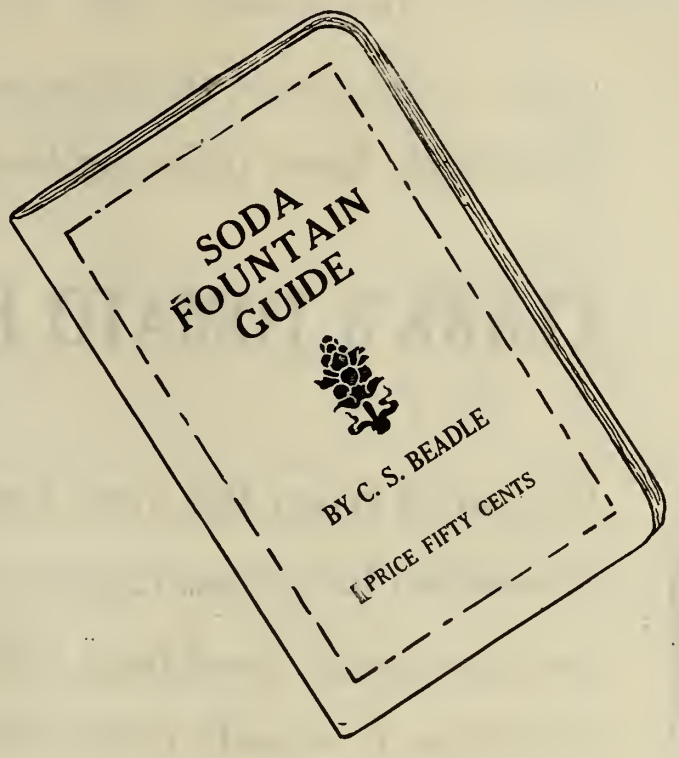
From all kinds of silks, cottons, woollens, colored goods, etc., without injury to the most delicate fabric.

ERUSTO is a long felt want in every household. Here is your chance to make many an extra dollar by supplying your trade with this wonderful discovery. Guaranteed to do the work instantly and satisfactorily.

We require representatives in every province—"write us"

National Specialty Company

95 Canning Street, Montreal



THIS booklet will help you to make more profit out of your ice cream business. It is compiled by an expert and it will tell you how to prepare, profitably and attractively, all the ice cream dishes and sundaes that are served to-day. It will also save you money by telling you how to care for your fountain.

This booklet is not an advertisement. It is an ice-cream handbook and guide, a part of the J. Hungerford Smith Co., Limited, Service, and a copy of it will gladly be sent to you **free** on request.

THE J. HUNGERFORD SMITH COMPANY, LIMITED

Makers of "True Fruit" Soda Fountain Requisites

TORONTO, CANADA

CLARK'S Tomato Ketchup

This is the season, Mr. Grocer, when table relishes are in demand and there is nothing finer offering to-day than

CLARK'S TOMATO KETCHUP

Prepared from the very finest red ripe Canadian tomatoes freshly picked from the vines and combined with the purest of spices it stands unrivalled in flavor.

It is used by the leading Railroads, Steamship Companies and Hotels, and is a Popular Seller.

Give Your Customers

Highest Quality at Reasonable Cost

W. CLARK, LIMITED - MONTREAL

EUREKA

REFRIGERATORS

are so built that a constant, positive circulation of cold, dry air is maintained. This feature fully covered by patents.

Your customers will appreciate the care you give to keep your perishables sweet and wholesome.
Don't repeat last summer's waste.
Get a Eureka.

Write for our new catalogue.

Eureka Refrigerator Co., Limited
Head Office: Owen Sound
Branches: Toronto, Montreal, Hamilton

A Favorite for Salads and Sandwiches

and a standard condiment for cold meats, fish and fowl. Now, with warmer weather coming,

Stickney & Poor's Prepared Mustard

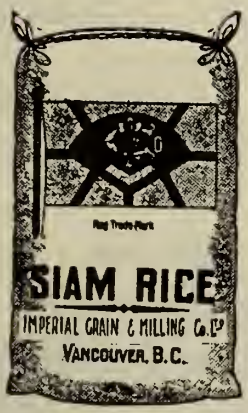
should show a marked increase in demand. It will, if you'll do your part. Display it prominently on counter and shelves—and tell your customers about it. It will make good with the first trial.

Your co-operating servant,
MUSTARDPOT.

STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

Efficiency | THE BRITELITE | Economy

THIS IS THE LIGHT Progressive Business Men Are Looking For

THE REASON IS OBVIOUS

★ ★ ★

It is a REAL Lighting Unit Reasonably Priced

Good light and all the light, scientifically distributed.

J. H. Edmunds Co., Limited
Manufacturers Electrical Fixtures, etc.
Phones Adel. 6731 -- 6732
221-227 Richmond St. West, Toronto, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

When Writing to Advertisers Kindly Mention this Paper

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

LE 75 French Cigarette Papers

Finest Quality

A White Gummed Paper That Will Satisfy Your Trade

This cut is a facsimile

of the actual package

100 Leaves to Book
Automatic Doubles
50 Books to Box

Order to-day from your jobber

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers
Head Office, WINNIPEG, MAN.
Branches:
SASKATOON REGINA CALGARY EDMONTON VANCOUVER LONDON, ENG.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

WALLACE'S HERRINGS

Like Wallace's Salmon and Pilchards, Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Let "Scott-Bathgate" Market Your Product

What we have done in the West for Christie's Biscuits. Robertson's Confectionery and Hungerford & Smith's Fountain Supplies we can do for your product. Our live staff of Detail men, calling on wholesale and retail trade, offer you an energetic personal service. Get in touch with us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

Thompson's Sealed Salted Peanuts

Packed in drum-shaped packages to retail at 5c. Forty packages to a carton. 22 cartons to a case.

Order from your jobber To-day

"Nifty Brand" whole blanched Jumbos, in 5 lb. tins, with envelopes. Packed in Canada by

A. E. THOMPSON

Box 2015 **WINNIPEG**

G. B. THOMPSON & CO., *Western Distributors, Winnipeg*

Eastern Representative: **Walter S. Bayley, 20 Front St. E., Toronto, Ont.**

Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.

8

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK and WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.
Concentrated representation within the Province of Ontario

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

BERT T. WAY & CO.
Brokers and Manufacturers' Agents
Room 211 Royal Bank Bldg. London, Ont.
We want manufacturers who are not selling their products in this vicinity to write us.

JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
REPRESENTING
J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
Correspondence Solicited Agencies Wanted
LAING BUILDING, WINDSOR, ONT.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

LAING & WATERS
Manufacturers' Agents and Commission Merchants
28 Wellington St. E., Toronto
We invite enquiries and guarantee satisfactory service.
Telephone Main 840

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

GALT'S
Quality
TEAS and COFFEES
"Satisfaction or Money Back"

COFFEE QUALITY

depends on the freshness of the coffee when it reaches the house-wife. The best coffee is ruined unless used within 30 days of roasting. Have yours shipped within 24 hours of roasting and just note the improvement.

Order a 25-lb. lot at the price you now pay, and if it isn't far ahead of any you ever tried, send it back collect.

D. A. GALT
107 Front St. E. Toronto, Ont.

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections.
18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 Place Royale, Montreal
Established 1876
Telephone Main 1581

VICTOR A. LEMIEUX
Importer and Exporter
We are open to represent Manufacturers of Food Products in the Province of Quebec.
References, Bank Nationale
Grain *Hay*
631 Coristine Bldg. Montreal

MAPLE SUGAR AND SYRUP
We can supply you with best quality in any quantity at right prices. Communicate with us.
Canada Produce Company, Limited
337 St. Paul East Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

BLUE MOUNTAIN VALLEY COFFEE
The coffee without a peer. A product of the British Empire. Build up your coffee trade by ordering from
MORSE, HUNTER & SMITH
Importers of Tropical Produce
244 Lemoine St. MONTREAL

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office
Agents for Canada for the HOMCO Products, including:
Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.
ENQUIRIES INVITED

Maple
OTTAWA - 1900 - PARIS

"Highest awards in all countries for past 90 years including 1919"

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"The name SMALL is standard for Maple quality, and price past 90 years. Advertised in street cars and leading farm and home papers. Stocked by jobbers world over."

Familiarizing the Trade With Your Trade-Mark, Brand or Name
The whole value of a trade-mark, brand or name lies in its renown.
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If a tea pedlar came to your house, you know what your wife would say to him. Now, wouldn't you like all your customers to say the same thing? What a lot more tea business it would bring back to you!

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Your opportunity lies in selling RED ROSE *package* TEA; RED ROSE is not peddled from door to door.

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Push it as you have pushed bulk tea.

If this is your case!

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Are you selling your share?

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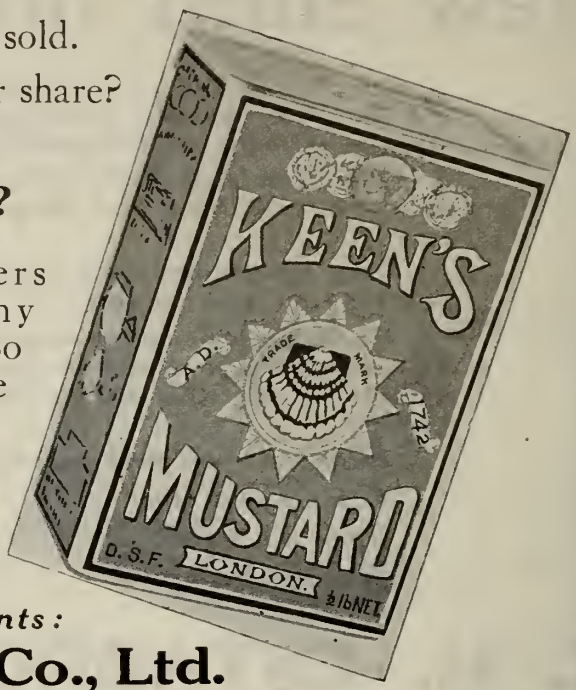
Your customers won't take any other brand. So keep in line with the times.



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Buy direct from British West Indies and Save Exchange

This Week's Offer

To Wholesalers and Manufacturers

Due to arrive direct from the British West Indies on or about May 23rd, 1921
New crop Barbados, St. Lucia, and St. Vincent Molasses
In puncheons and tierces.
Pure Trinidad Honey in cases of 112 lbs. Net.
Two Tins to the case.

We can also quote on
Trinidad and Venezuelan Cocoa, Coffee, Cocoanuts, Oranges, Grapefruit, Nutmegs, Ginger and other Spices, also Dyewoods, Native Timbers, etc.

Special quotations to large buyers
Our years of experience and Southern Connections are at your disposal at all times.
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Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

CANADIAN GROCER

VOL. XXXV. TORONTO, MAY 27, 1921 No. 21

"Include Sales Tax in the List Price"

Comment Among Retail Grocers is Almost Unanimous in Asking That Sales Tax Be Included in List Price—Allows the Retailer to Forget That There Is a Tax—New Ruling However Makes Compulsory Showing of 1½ Per Cent. Tax on an Invoice.

By Staff Correspondent of Canadian Grocer

MONTREAL, May 23.—The chief comment made by the retail grocers here on the budget question is their almost unanimous request that the sales tax or taxes be added either by the manufacturer or wholesaler to the cost, thus making a list price which includes the tax and allows the retailer to forget that there is a tax. It may be readily seen that the retail grocer's invoice showing a 1½ per cent. tax on the total becomes a mathematical puzzle when he begins to figure out his cost and consequent selling price.

A Problem To Be Avoided

The manager of Almy's grocery department in Montreal in expressing his opinion on this question to Canadian Grocer representative said, "By all means I want to see the sales tax added to the cost of each line and made part of the list price by either the wholesaler or manufacturer or both. I think that it would be very easy for either of these distributors to make that arrangement. To me there seems to be many advantages for such a system and the other system seems to be full of unnecessary trouble and worry with many possibilities of mistakes and an incentive to broadcast price-cutting. It seems that it would be a very simple matter for the distributors to simply make a new list price, including the tax, and let the retailer forget that there is a tax. When the list price is simply the actual cost, and the tax is added at the bottom of the invoice, it is only natural to think that a number of grocers will neglect to add in the tax when it seems so small on each article or else he will find it such a complicated task to figure out the aggregate cost of each line, that he will make a guess at it, with the result that there will be an unfair variety of prices asked by the retailers. The competition will commence that nearly always ends in someone going to the wall.

Taxation Satisfactory

"As far as the taxation goes, it seems quite satisfactory. There are a number of lines that have been exempt that are now taxable and it will take a little time to get things adjusted. So far we have made no changes in prices. We will not advance any of our prices until we have actually paid the tax. Some merchants are taking advantage of the public in this regard already, by adding a little which is simply extra profit. When we have paid the tax then we will charge it to our customers. There is only one line, as far as the grocery business is concerned, that will be seriously affected by the taxation.

Hits Flavoring Extracts Hard

"Flavoring extracts will be forced up in price by the added taxation on alcohol. All pure extracts contain a high percentage of alcohol. The result is that the best extracts will be high in price and their sale will be noticeably decreased. However, I hear that an amendment is being asked for by the manufacturers. Personally I believe that there will be a number of adjustments. As yet I have seen nothing of the workings of the new tax. As I have not yet had to buy any of the new taxable lines, I have made no changes in my prices but it is not my intention to absorb the tax, for in so doing I am taking that much money out of the earnings of our company."

Asks for Inclusive Price List

A. C. Cavanagh, sales manager of Goodwin's grocery department, Montreal, expressed the same opinion with regard to the system of collecting the sales tax. He claims that in the interests of the grocery business as a whole the retail grocers should band themselves together in an effort to get the wholesalers or the manufacturers to quote a list price which will include the sales tax. His reasons for this stand were practically the same as those pointed out by the manager of Almy's grocery department.

Hard for Smaller Grocers

"It will be particularly hard for the smaller grocers if the tax is collected on the total invoice. The bigger groceries have a staff that can handle these details and quote to the store manager the net cost of any particular purchase. But just imagine a grocer getting an invoice like this from his wholesaler:

1 box breakfast food.....	$5.00
1 doz. cans of corn.....	1.50
½ doz. bottles of olives..	1.14
1 box of soap	4.25
Total.....	$11.89
Sales tax, 1½ per cent...	.18
	$12.07

MUST PUT 1½ P.C. TAX ON INVOICE SEPARATELY NOW

Ottawa, May 23 (Special) — An amendment has been made in the budget as recently announced, and is much in line with the wishes of the Canadian Wholesale Grocers' Association. Sir Henry Drayton has made the amendment providing that the purchaser shall be furnished with a written invoice of any sale, stating separately the amount of the tax to at least the extent of 1½ per cent., and such tax must not be included in the manufacturers,' producers' or wholesalers' costs on which the profit is calculated.

The Finance Minister asked why the full amount of the tax should not be shown.

Sir Henry pointed out that the change now proposed would mean a return to the system in vogue last year. A wholesaler when making a sale showed 1½ per cent. only. If a manufacturer made a sale direct to retailer, and if he had to show the full tax, he would have to show twice the tax shown by the wholesaler. The manufacturer, he stated, desired the opportunity of showing the same tax as the wholesaler, and that is given to him by this amendment.

"Now from that bill he wants to find out what the olives actually cost him per bottle and at what price he can sell them to make a fair profit. He is faced with a complex mathematical problem on every item. How much easier it would be for the distributor to put a new list price on the goods which includes the tax. There would be no puzzle then and the grocer would know immediately what each line cost him. There are always many grocers who rather than figure the whole thing out will neglect the 1½ per cent. because it looks small, but he is forgetting that in a year he is actually losing almost 1½ per cent. on his net turnover, by no means a small loss."

Made Possible by Government

W. Finlay, proprietor of E. J. Quinn's grocery, St. Catherine Street, Westmount, in expressing his approval of the proposal made by some of his fellow grocers said, "Now that the Government has made it legal for the manufacturers and wholesalers to absorb the sales tax in their list price, it would be of great advantage to the grocer if such a system were universally adopted. A man is apt to forget to add in the 1½ per cent. to the cost of his goods and as a result he is out that much. Then, too, if he does remember he has a task before him to figure it out on all the lines he carries. It does very little good to talk about the taxation. We have to pay it and the less we are reminded about it the better. It would all soon be forgotten if the tax were included in the list price and still the Government would be gaining its revenue. I do not think that it would lead to price cutting on the part of the distributors because they as a rule stand firm to their list price. A number of manufacturers have already adopted the system but if it is not universal it would be worse than ever because a man is apt to forget just which prices include the tax and which do not. It would greatly help the retail grocer if the suggestion was generally adopted and I believe that such a thing can be had if the grocers will make known their desire."

Retail Grocers Unanimous

The retail grocers in Montreal seem to be unanimous on this question and it is interesting to note that their request is directly opposite to the request made last week by the Montreal Wholesale Grocers' Guild. Every grocer approached by Canadian Grocer representative expressed himself strongly in favor of having a list price quoted by the distributors which will include the tax.

Think Tax Should Have Been Collected From Manufacturers

Winnipeg, May 23.—W. E. O. Jones, of the Western Grocers, Ltd., in regard to the budget states that the sales tax is being accepted very gracefully by the trade as it is thought this system is a good way to raise the necessary revenue.

Wholesalers, however, think that the full tax should be collected from the manufacturers as it would save a lot of extra work on the part of the wholesalers, but nevertheless they are perfectly in sympathy with the act as it is.

Is No Hardship

D. S. Manson, of the Scott Fruit Co., Winnipeg, in regard to the duty on grapefruit remarked that as there has to be a revenue, and as there is no tax on oranges, lemons and bananas it is no hardship to place this duty on grapefruit. This new duty on California and Florida grapefruit amounts to about 75 cents per case extra with about 60 cents per case on British West Indies grapefruit.

"Better to Have Placed Tax on all Flour"

A More Advisable Policy Would Have Been to Levy a Tax on All Flour, Regardless of Package and Only at Source of Manufacture, Says General Manager of a Large Milling Concern — Other Opinions on the Question

OATMEAL, ROLLED OATS AND CORNMEAL ARE NOW EXEMPT

Ottawa, May 23 (Special) — In the amendments to the new taxation laws as now proposed by Sir Henry Drayton is one which now includes oatmeal, rolled oats and cornmeal in the exemptions, irrespective of the size of the package in which they are sold. The initial announcement included these in the list of taxable foodstuffs.

"UNDER the new sales tax basis," remarked A. C. McLeod, general manager of the Canadian Cereal and Flour Mills Co., Ltd., Stratford, Ont.; to Canadian Grocer, "we naturally figure that the law will affect our business to the detriment of the smaller sized packages, in that the retailer will most likely ask for delivery of his flour in larger quantities. In fact just to-day we had a request for shipment to one of our dealers of a certain quantity of flour in 98-pound bags, stating that it was his intention to put it up in the smaller size packages as required. To protect our trade we naturally would prefer supplying him with the 24-pound and smaller sized bags. His advice was that if we did, he expected we would reimburse him for the full value of the 98-pound bags when returned empty.

"We feel that it is necessary for the Government to levy a tax, but we feel in connection with flour it would have been much more advisable to have placed a tax on all flour regardless of size of package on the basis of say two per cent. or less, and to overcome the complication this tax to be assessed by manufacturers and eliminating both wholesalers and jobbers.

How It Affects Retailing Mills

"It is most difficult to get accurate information as to the basis of tax on our different products. For instance, a mill that is retailing is naturally compelled to assess the three per cent. on all flour or meal under 48 pounds, while a dealer may buy in a larger quantity and distribute in the smaller packages if he puts it up himself, without this tax. We have been advised through the Canadian National Millers' Association that on carload business we are supposed to charge the three per cent. on all shipments including freight to destination, while less than carload lots they claim there is no necessity for mills to deviate from the present practice of selling on the f.o.b. point to shipment basis. They also advise that there will be no allowance for bad debts, and there will be adjustments made in the case of bags returned, the basis however, being not yet definitely decided. It is stated that it will likely be on a yearly adjustment basis.

"With regard to the word flour, it is advised that this means wheat flour, corn flour, buckwheat flour, rye flour, gluten flour, sago and tapioca flour, potato and barley flour."

Will Not Be a Detriment

"We do not think that the tax on flour will be a detriment to trade-marked packages," was the opinion expressed by B. H. Meyers, of the Peterborough

Cereal Co., at Peterborough, Ont. "Hitherto we have not been taxable on any articles. The tax chargeable on the small packages of flour really only concerns the retail store, and we do not think the small amount of tax that would be added to the price of the flour would make any material difference.

"For instance, a bag of flour is worth about $5. A 24-pound sack of flour would therefore be worth about $1.25. The tax on this would come to less than 5 cents, so that the retailer could figure for making his sales that a 24-pound bag of flour would cost him $1.30 in place of $1.25. As the consumer should not be aware of the amount of the sales tax, he would have no occasion to request the flour to be sold to him in bulk. Therefore, in my opinion, I do not think the sales tax should have any effect on the selling of flour in trade-marked packages."

A Very Unfair Measure

"We believe that exempting flour and oatmeal only when sold in packages over 48 pounds is a decided barrier in the way of trade-marked package goods, and we think it a very unfair measure," stated W. Brodie, of Brodie and Harvie, Ltd., Montreal. "It seems almost impossible that the luxury tax should be abolished on jewelry, etc., and a tax applied to the staff of life. It would appear that the purchaser of small quantities of these goods must buy in bulk, which is not always desirable, or purchase goods in packages, and pay more for them as the dealer will, of course, have to pass the extra on to the consumer."

A Merchant's Opinion

"I think the sales tax on packages of flour and cereals under 48 pounds will have a tendency to kill the trade in these lines of goods," remarked W. J. McCully, wholesaler and retailer in groceries at Stratford, Ont. "It is also working hardships on the small householders who buy flour in small quantities. Our trade is about 70 per cent. in packages under 48 pounds. I cannot see why they specified the tax for the small buyer. I hear that merchants are buying flour in large quantities, and re-filling in bags. In this way I think it would be a hardship on the miller who has tried hard to establish his brands of flour.

$6.91 on These Lines

"The other day our sales tax on cooked meats, flour and fruits amounted to $6.91. In this way no doubt they will be able to raise a considerable amount. But I do not believe that we can add this to our goods and get our money out of it. However, generally speaking I think the retail trade ought to be pretty well satisfied. If general conditions in business and labor would settle down to the basis of doing business, we would not find the tax we have to pay such a burden."

Commence Buying When Prices Stiffen

Ontario Branch C.M.A. Ask Labor to Contribute to Workmen's Compensation — Total Amount Awarded for Compensation Last Year Was $7,780,145.25

AT the annual meeting of the Ontario Branch Canadian Manufacturers Association, held in Hamilton, Ont., a demand was made that Labor be made to contribute a share to the liability under the Workmen's Compensation Act. As evidence that compensation for accidents is becoming a heavy tax on industry in Ontario John R. Shaw, Woodstock, retiring chairman, stated that the total amount awarded for compensation during 1920 was $7,780,145.25 as against a total of $4,192,859.93 during 1919. The increase was said to be due largely to the increased benefits provided for under the amendments to the act. Benefits awarded totalled $26,000 per day and about half a million workmen were under the protection of the act. Mr. Shaw estimated that over 100,000 people each year received some part of their maintenance from the benefits provided.

Forecasting what the immediate future held in store for Canada, Mr. Shaw ventured the opinion that the worst would soon be over. He adhered to the well-grounded belief that 1921 would see a large flow of immigration, with all that that meant. Business was gradually settling down to its normal grooves, which, after all, was the most satisfactory token one could look for. The efficiency and the productivity of labor had also increased, due to the inducements of recent unsettled conditions, and these factors would have an important bearing on production and the costs thereof. All these factors, he had emphasized, were conducive to a healthy revival, and would work toward a marked improvement of the present situation, he thought.

"The change," said Mr. Shaw, "which has occurred during 1920 has been an inevitable result of the inauguration of the process of deflation. Just as in the stock market buying is done on a rising market and selling on a falling market, so in the case of commodities. As long as prices were moving upward there was an irresistible tendency to buy, and this worked right through from the ultimate consumer to the manufacturer

"When the pyramid had reached a certain height and the speculators in raw materials began to feel the turn was about due, a selling movement began, slow at first, but steadily gathering momentum. Prices receded right along the line, and then the reverse of what might naturally have been expected occurred. Lower prices, instead of inducing buying, caused an almost complete cessation of buying.

"Precisely as in the stock market, the public refused to buy on a falling market. And they will continue to stay out of the market until prices once more harden."

Officers Elected

Officers were elected as follows: Chairman of the Ontario division, W. C. Coulter, Toronto; vice-chairman, Arthur W. White, London: Executive Committee—H. Barrett, Paris; W. R. Breyfogle, Peterboro'; George Brigden, Toronto; W. Cowan, Galt; G. H. Douglas, Hamilton; H. W. Fleury, Aurora; E. H. Gurney, Toronto; Fred. Hatch, Whitby; J. G. Hossack, Toronto; B. J. McCormick, Welland; C. G. McGhie, St. Catharines; G. M. McGregor, Ford; Thomas Roden, Toronto; H. D. Scully, Preston; J. R. Shaw, Woodstock; John Taylor, Guelph; H. J. Waddie, Hamilton; C. R. H. Warnock, Galt.

Representatives to the Executive Council—H. Bertram, Dundas; W. R. Breyfogle, Peterboro'; Wm. Gartshore, London; F. S. Hodgins, Kitchener; R. W. Leonard, St. Catharines; G. M. McGregor, Ford; R. O. McCulloch, Galt; R. S. McLaughlin, Oshawa; M. R. Meldrum, Niagara Falls; W. C. Phillips, Kingston; G. S. Rutherford, Kitchener; H. M. Snyder, Waterloo; T. J. Storey, Brockville; J. M. Taylor, Guelph; R. Thomson, Carleton Place; C. H. Waterous, Brantford; A. W. White, Toronto; J. R. Shaw, Woodstock; J. F. MacKay, Ingersoll.

THE WEEKLY HALF HOLIDAY

IN many cities, towns and villages throughout the Dominion, merchants will be closing one afternoon each week and as in other years Canadian Grocer will again publish a list of the municipalities wherein there is a half holiday each week. It is important that this list be accurate and that every locality be represented as business houses have found this list a valuable one in assisting them to plan the trips of their representatives.

We therefore request merchants to fill in this coupon and return at their earliest convenience.

Name of city, town or village.....

On what day do stores close?.....

Beginning .....Ending.....

Daylight Saving, beginning .....Ending.....

Name and address .....

Discourages Packing Apples in Boxes

Charles Hart, of Hart and Tuckwell, Montreal, Declares That Packing Apples in Boxes is More Expensive, and a Detriment to Increased Consumption—Believes That Demand Will Return to Apples Packed in Barrels

By Staff Correspondent of Canadian Grocer

MONTREAL (Special).—An interesting question with regard to the marketing of Canadian apples has arisen. Wholesale fruit dealers and retailers are discussing the future of the apple market as far as it concerns Canada's production and its sale on the home market. For the past few years the custom of selling apples packed in boxes, graded, in some cases only after a fashion and in other cases on the systematic basis of size, color and quality, has been in vogue. A number of factors have aided in the development of this trade which on a careful study appear to be for the most part only temporary conditions which are already showing signs of changing. The question that now arises is what manner of marketing will be most favored by the Canadian people.

Want Apples in Barrels

Charles Hart, manager of Hart and Tuckwell, wholesale fruit merchants, 163 McGill Street, Montreal, in speaking of this question to a Canadian Grocer representative said, "In the past few years the American apple growers have been gaining a stronger and stronger hold on the Canadian market. Personally I do not think that their quality is any better than that of our own production, but in packing apples in boxes they have perfected the system of grading and so persistently worked for a place on this market that their efforts have been showing fruit. I want to see Canadian apples, especially Ontario apples, packed in barrels for our home trade. There is no doubt that in the past there has been a demand for boxed apples, but I believe that in the future the demand will fall back to the barrel-packing again. In the first place apples packed in boxes are more expensive than those in barrels.

Extravagant Buying

"The reason for the demand for apples in boxes in the past few years has been the extravagance of the people, mainly on account of the comparative looseness of money during the war and in the two years following. The money came easily and went easily and people did not mind paying a high price for rosy colored apples carefully wrapped and packed in boxes. Money is not so easily earned to-day and people are naturally more careful. They have been used to high prices in the past, but are now looking for lower prices in everything Apples packed in barrels are cheaper than those in boxes and it is only natural then to conclude that the demand will revert to the old system of packing.

Certain Demand for Boxed Apples

"There is, however, a certain demand for box packed apples which will always exist on account of those people of wealth in the cities who for the most part measure quality by price. These people are willing to pay the price for the graded apples and therefore create a certain demand for that line.

"It is significant that on the European market Canadian apples are favored and draw a higher price than those of our neighbors across the border. In Europe, despite certain propaganda to the contrary, the demand is for Canadian apples packed in barrels. The apples from British Columbia which reach this market are nearly all packed in boxes and it seems quite natural to buy them that way. Perhaps their quality, their color and keeping ability lend them to this mode. That class of apple, however, has its place and finds a good market but I would not like to see Ontario or eastern provinces apples packed in that way. I feel sure that if they are that it will spoil the market by cutting off the demand."

Barrelled Apples Keep

"The idea that apples packed in boxes keep better than those in barrels has been exploded," said Geo. A. Vipond, manager of T. S. Vipond, wholesale fruit dealers, to a Canadian Grocer representative. "I know they won't, unless each apple is packed more carefully and wrapped in paper, but that only adds to the cost and cuts down the demand, the very thing that we are trying to avoid. What we want is that Canadians shall consider apples as a food and not as a luxury. We want more apples eaten and if they are packed in boxes or wrapped in paper it is only going to scare away the average buyer, and there will be no market for the large production of apples that we have in Canada. The trouble is that we are becoming more 'Americanized' every day. The Americans are dictating to us and in the opinion of those who deal in fruit the packing of apples after the American fashion will cut down our consumption and increase the cost of a fruit that should be very cheap.

Cost of Barrels Responsible

"The high cost of barrels for a number of years was partly responsible fo the use of boxes. Last year they cos $1.60 and then they were hard to ge To-day they can be bought for 75 cent and show signs of going lower. Barrel will again be popular. It is the less ex pensive way of buying and since peopl are all looking for lower prices then th apple packers should not attempt any thing that they know will increase th cost of their product and so cut dow the demand.

Selling Apples by Peck

"The effort on the part of some deal ers to have oranges sold by the peck ha found much favor. In fact the Amer ican producers are fostering it. The why should our Canadian merchant favor a plan which would mean the sell ing of apples by the dozen, the ver thing that they are trying to do awa with in oranges, knowing that they ca sell more by the peck? To me it seem absurd to consider marketing Canadia apples on the home market in daintil done up boxes, wasting money on labo and putting the fruit out of the reac of the masses of the people. What w want to do is to promote the consump tion of apples and that cannot be accom plished by adopting any plan that wil increase the cost of the fruit to the people."

Canadian Grocer would like to hea what other fruit men have to say in thi connection.

A NEW SHOW CASE FOR USE IN GROCERY STORES IS INVENTED

J. Victor Tobey, of Tara, Bruce County, Ontario, has invented a dispensing show case for use in grocery stores, an has applied for patents in both Canad and the United States. It combines a dispensing show case, a display case an silent salesman. It will hold goods of a granular nature such as coffee, rice, tapioca, sugar, etc. The device has a glass front for display, a drawer for sampling immediately underneath and a hinged top for refilling. A unique feature of the bin is the fact that the goods are taken from the bottom as each scoopful is withdrawn, the contents automatically flow to the bottom, together with a portion of that which is in the display front. It thus assures old stock being disposed of first and in refilling the new stock is always on top.

Apparently Ends at Bakeshop Door

"Too Much Care Cannot Be Exercised in the Preparation and Delivery of Bread," Writes Subscriber to Canadian Grocer—Why Should Sanitation End at the Bakeshop Door?

EDITOR, Canadian Grocer:—

On opening your paper to-day I observed your article on the "Bread Question." For some time past I have wanted to say something on this matter and point out things which I consider very wrong and ought to be put an end to quickly.

Each morning on my way to business I notice bread being delivered from a van drawn by a horse, both of which are in a filthy condition, and the driver, whose person and clothes are apparently dirtier still, carrying about fifteen loaves on his shirt sleeve, piled up to and supported by an unshaven face. All this to my mind is most unsanitary, also conducive to spreading disease.

My contention has always been that too much care cannot be exercised in the preparation and delivery of articles for consumption by human beings, and that any person engaged in the delivery of bread should be properly clothed for his calling, also the health authorities should see to this being strictly carried out.

I say most emphatically that all bread should be properly wrapped before being sent out from the bakeshop to ensure cleanliness.

MONTREAL SUBSCRIBER.

When one stops to consider the large amount of money that bread manufacturers have invested in machinery for the purpose of manufacturing their product under the most sanitary conditions, the question arises, why all this sanitation at the factory, if the bread is allowed to leave the factory under conditions that permit of contamination through outside handling, hauling through dusty streets, unwrapped and soaking up every flavor, filth and dirt that it comes in contact with.

Ends at Bakeshop Door

The law in regards to the sanitation of bread and other foodstuff factories is very strict, and inspectors are appointed to see that the law is strictly adhered to. But—as in the case of unwrapped bread—the law in regard to sanitation apparently ends at the bakeshop door. Unwrapped bread is loaded upon wagons, open to the dust-laden streets, and often allowed to remain for hours at the doors of residences without any protection whatever. Manufacturers are likely to say that housewives have a right to be home to accept the bread, but in all cases this is not always possible and often circumstances arise that call for the necessary absence of the housekeeper.

Recently it was called to the attention of the writer of a case where unwrapped bread was left leaning against the wall of the house in the dirt of the sidewalk, although a proper receptacle had been constructed in the wall of the house for the sole convenience of delivery men. If this bread had been wrapped, even in this instance it would have reached the purchaser in a clean manner.

40 to 60 Per Cent. Through Retailers

A recent survey of the bread situation by Canadian Grocer shows that 40 to 60 per cent. of the bread manufactured finally reaches the consumer through the chanels of the retail merchant. This brings up the point whether merchants prefer to handle bread that has been wrapped by the manufacturer or to receive the bread unwrapped and wrap it themselves.

"Our idea of the bread question is that all bread should be wrapped at the factory," stated a merchant in Grand Manan, N.B. "The bread we handle is all wrapped in a waxed semi-transparent paper with the brand printed in large red letters and the name of the bakery printed in blue letters, which makes a very attractive package. We make two cents per loaf and if we have to add extra wrapping we add one cent per loaf. We have never lost a loaf of bread because the waxed paper keeps the air from the bread and it will keep moist for several days. Another feature is that the bread reaches the customer in the same sanitary, clean condition in which it left the factory."

A Reasonable Margin

"Our sales on bread run from 500 to 600 loaves a week," said a merchant in Western Ontario. "Considering the cost of paper and twine our profit is very small. We feel that if all bread was wrapped by the manufacturer it would not only give us a more reasonable margin, but would also give better and more sanitary service to the public."

The above statements open up another point on the bread question, and that is which is the most profitable to handle, wrapped or unwrapped bread, as viewed from the angle of margin of profit and the loss through waste from bread becoming stale. Another article dealing with these points will appear in an early issue. In the meantime, Canaditn Grocer will be glad to receive merchants' views on this subject.

THE MENACE OF THE PEDLAR

Second of a Series by A. B. C.

In the first article in last week's issue the point was dealt with as to why the pedlar was getting more and more business from customers of the legitimate retailer. The suggestion was made by a merchant that the pedlar was able to sell at a lower price goods similar to those retailers were offering for sale. Naturally the pedlar won out. His idea was that the merchant should sell articles that the pedlar could not duplicate.

Most pedlars of food-stuff articles start out with tea. The natural reason is that there are a hundred and one different kinds and grades of tea at a hundred and one different prices. The pedlar is one of the most persistent salesmen. He does not lie down on the job when he knocks at the door. He sticks. Most women when they purchase tea at a grocery store pay a fairly good price for it. The pedlar always has tea lower than that price. Nobody knows but himself what he has paid for it or what kind of tea it is. But it is tea.

He naturally gets a lot of the tea business if his tea is just "tea" and if the retailer is simply selling "tea." He doesn't sell sugar because there is no money in sugar for him. Sugars are much the same in quality and sweetening powers so that he can't buy cheap sugar. So he starts out with tea and gradually the list on his wagon is enlarged to include coffee, cocoa, spices, extracts, etc. These are all lines of varying cost and quality —unless under a manufacturer's brand—and as the consumer does not know the quality, she buys because the price is lower.

In the next article the point as to how the merchant can overcome the tea problem will be discussed. In the meantime the writer would like to hear from any merchant with experiences as to how he has overcome the pedlar difficulty.

Arranging a Merchandising Program

Planning the Store's Activities For Five Months Ahead—On a Buyer's Market Gives Opportunity to Pick Up Good Specials to be Offered at Tempting Prices With a Profit—Value to Advertising and Display

"THE old idea of a sale was to clean out odd ends and lines of your stock. During such a sale you expected to lose a good deal of money. Morcover, during this sale people would be constantly asking for something you didn't have and my idea is that a merchant should make every effort to have everything that the customer wants.

"The new idea of a sale, particularly on a buyer's market, is to go out and buy specials in whatever line you may want them and run them, not under the name of a sale—that word has been worked to death—but as a 'special,' or an 'event,' or whatever name you may choose. In that way you have something of real value to offer the public, and if you keep your stock in the proper shape and follow from one end of the year to the other a wise buying policy there are not many fag ends to your stock that necessitate a big sale of left overs. In this kind of sale, moreover, there is a good profit to be had, for you can buy real bargains to-day and offer then to the public at prices that equal pre-war prices."

Merchandising Program

So spoke the head of a large grocery store to Canadian Grocer recently. A close student of the trend of business, he was among the first to take his losses last Fall and get his stock in good shape for the coming months that were bound to be fraught with a good deal of uncertainty. But he did not expect to lie down and let business drift into his store as it would. He is not made of that kind of timber. If Mohamet does not go to the mountain he believes in taking the mountain to Mohamet. In other words, he knew that the day of getting business without any great effort was past, so he decided that more aggressive methods of getting business were necessary. He knew, as many a retailer is finding out today, that when people were about to start out on a shopping expedition, they were going to "look around" to see where the best value could be had, for it is good value at a low price that the consumer is after to-day. Slow deliveries and part shipments of orders were no longer a bogey; he could get what he wanted when he wanted it.

On the first of February, therefore, he called together his staff and arranged a merchandising program for the coming five months. The activities of each week were carefully outlined, having in view that good specials could be picked up here and there, offered to the public at a tempting price, and with a fair margin of profit. This principle of arranging a merchandising program can be easily worked out in any man's store. The same conditions prevail with regard to most lines. There is the same opportunity to pick up specials and make good profit out of them by offering them to the public at tempting prices.

A Week of "Events"

For instance, the 8th of May was Mothers' Day. This store referred to took cognizance of this day and featured throughout the store articles that were appropriate to the occasion. From the 9th to the 14th of the month special selling events took place, and the week closed up with a one-day event in which 99 cents was the feature price. In arranging this program each week had one day set aside for a special price to obtain throughout the whole store, like the 99-cent day referred to, though it was not always 99 cents.

The Value to Buyers

The arranging of such a program has proven of great value to the buyer in this store, and for a very obvious reason. The head of one department in looking over his program knows, for instance, that during a week in June he will be running a special event in a certain line. He has weeks to look around for the merchandise for that particular event, looking into the question of value and price. By the time the event is staged he has been able to select the very best merchandise on the market for that one event and he knows he is offering the best price to the consumer, which is one of the big considerations at the present time. In talking over the program, the head of this firm said that this feature of it has been most valuable during the last two months and that it has enabled him to make a fair margin of profit on many of the special events that have been put on since the first of February. He showed the writer some of these specials and we can vouch for their quality and the margin of profit made.

Value to Advertising and Display

The arrangement of a program so long ahead is also invaluable to advertising and window displays. The advertising man feels that he has a new weapon in his hand in being able to talk of new merchandise at tempting prices. There is something depressing to the advertising man to have to talk enthusiastically over odds and ends of various lines of merchandise. But when he has bright, new merchandise, just fresh from the wholesaler or the manufacturer, which is to be offered at a price that looks like 1913, it gives him new enthusiasm with which to take on his work. He can work the new idea with regard to sales to the very limit, pointing out that this merchandise is not shop-worn, but fresh; he can avoid the use of comparative figures which many advertising men believe to be harmful to business to-day.

The plan is of equal benefit to the window display man. He knows weeks ahead what the nature of many of his window displays will be, and what will have to be done in the way of interior display. Successful window displays, so say men engaged in this work, depend upon a thorough planning of the work. Here is the very chance he is looking for, and he proceeds to make the most out of it. By the time one of the events is to be staged, he has every little detail in connection with window dressing and interior display worked out.

GETTING THE EARLY BUYER

Many are the selling plans devised by merchants to stimulate business. All of them are good, but the plan adopted by an Ontario merchant to induce customers to do their shopping in the early hours of the morning is worthy of consideration. His plan is to have what he terms "Morning Hour Sales." Every morning between the hours of nine and ten, this merchant has a special sale on a few lines that are seasonable. These articles are usually odd lots that he has picked up at wholesale houses at reduced prices which the merchant in turn is able to offer to his customers at special prices, that will show some profit or at least allow the merchant to get his money back. No telephone orders are taken for these articles, nor are they charged. Every customer must go to the store for them and pay cash.

Articles that are to be on sale the following morning are attractively displayed in the window the preceding afternoon, and the display is accompanied with price tickets and a large show card announcing that the articles will be on sale the following morning between the hours of nine and ten. These early morning sales have been very successful and have proved the means of bracing up business for the whole day.

Attractive Interior Displays in the Store Will Mean Increased Sales and Add New Customers

An arrangement such as the above catches the eye of the customer at once and creates favorable comment. Note the display of fruits and the showcases for showing confectionery lines. Interior displays, coupled with window displays, always mean more business.

This Grocer Provides an Unusual Service to His District

Webster's Grocery in South Vancouver, Situated in a Pioneer District, Carries a Stock Of Blasting Powder—This Service Helps Trade in Grocery Lines

SOUTH VANCOUVER (Special).—Webster's Grocery, on Main Street, has a most unusual side line on which the greatest popularity hinges. A few lines of kitchen and laundry hardware were carried as a convenience to the neighborhood. The whole district is yet in the pioneer stage. Great stumps measuring one to ten feet in diameter still stand, and offer the greatest difficulty to the clearing of land. A great deal of blasting powder is used to blow out these stumps, but a special license is required to sell explosives and a special steel and cement powder house must be used, which must be several hundred yards from the nearest house. Consequently it has become more difficult to buy stumping powder.

An Unusual Specialty

Here is where Mr. Webster has made his name famous. He has made a specialty of stumping powder, fuses, etc. He built the necessary powder house and he serves many in Vancouver, South Vancouver, Burnaby and neighboring municipalities. This is a good example of the success that attends the efforts of one who sizes up an opportunity— and acts.

The grocery busines has not been neglected in the meantime. The credit business has been cut down to a minimum.

Carries Standard Remedies

This grocer also carries a small assortment of standard remedies, and a few of the most frequently called for standards such as castor oil, sulphur, Epsom salts, etc.

If everybody sold blasting powder, Mr. Webster would probably have some other specialty. There always is a profitable specialty if a little diligence is put into the search for it.

Serving Customers In Rural Sections During the Summer

Hunstein & Grice, merchants, of Cargill, Ont., Bruce County, commenced their rural delivery service plan in May 1st, and it will be continued until late in the fall. This system of rural delivery service adopted by the Cargill firm is for the convenience of their rural patrons during the busy summer months. A certain day in each week is set apart for each line leading to the rural sections, and on this day the firm attends to the needs of their patrons in some rural district. The orders are sent in by telephone and the goods delivered by motor to the farmer's door. Anything in the line of produce is also taken in exchange and conveyed to town in the firm's delivery car.

Thinks a Credit Business is Best

Vancouver Firm Conducts 70 Per Cent. of Its Business on Credit Basis and States Losses Are Not a Noticeable Fraction of One Per Cent.

By Staff Correspondent Canadian Grocer

VANCOUVER (Special).— "There are many grocers doing a strictly cash business," said Mr. Morrow, of Morow and Deane, 2200 West Seventh Avenue, Vancouver. "Those in favor of strictly cash business and who say that credit is unnecessary, unjustified, and is rapidly being eliminated can quote many examples to show the improvement that a change to cash basis has made.

"Goes Wherever She Likes"

"The fact is, however, that a cash customer boasts that she goes wherever she likes, and distributes her patronage rather largely. You always hear a customer, in discussing a weekly account, say: 'I pay cash with each order, and buy wherever I can do best. If I am down town, or can go down, I take advantage of the specials, and I really save dollars and dollars,' You have all heard the cash and credit business discussed frequently—but from the customers' standpoint. Well, I agree that she is right. The cash customer is very fickle. You cannot depend on her business until after she has read the daily paper to see what she has to get near at hand.

Buys Less on Cash Basis

"On credit account, by which I mean accounts paid every week, or at latest, once a month, you get practically the entire grocery business. When a woman says that she buys less when paying cash, she's telling the truth, but as long as the bills are paid promptly when due, the grocer need not concern himself about the domestic budget of his customer. If she will buy olives over the telephone, and would hesitate to put out 45 cents over the counter for them, that is better business for the grocer. He is in business to sell olives. The down-town store or the movie theatre is not worrying because Mrs. Jones spends 55 cents for a matinee, that she might better have spent for butter.

70 Per Cent. Credit

"We and the movie men, and the soda fountain men and the newsstand man are all competing to get Mrs. Jones' 55 cents. Seventy-five per cent. of our business is credit business, and our losses are not a noticeable fraction of one per cent. Such customers are regular, constant, loyal, and profitable. We give them good service, they have come to expect it, and if they deal elsewhere they would miss it.

"An account system, convenient and fireproof, takes care of the details. Any mistakes that may be made in extensions are caught the same evening when posting. A large safe takes care of books, unbanked cash and policies.

Insures Against Mistakes

"This is a load off a man's mind," said Mr. Deane, "when all your records are safe from fire. Apart from business incapacity, I think that fire is one of the greatest dangers a merchant faces. Our account record system insures us against mistakes and our accounts against fire."

The counters in this store are equipped with glass fronted display bins, and together with the mirror-fronted oak spice display cabinet, and the glass-fronted tea and coffee bins, make a very bright and attractive store.

Vancouver Grocer Is Now Selling Bananas by Weight

Vancouver, May 13.—"In the old days," said Mr. White, of White's Grocery, 2935 Granville Street, Vancouver, B.C., to a representative of Canadian Grocer, "we used to hand up a bunch of bananas, put a price per dozen on them and lose money. The only way we could hand them out would be as they ripened. If a customer asked for a dozen bananas, we would have to choose the ones that had ripened, taking large or small, as they came. If the customer was a particularly fussy shopper, she would personally superintend the operation, and you can rest assured that she didn't choose the small ones. By the time the bunch had been pretty well wrecked, the under-sized bananas left would have to be put into a basket and sold at a reduction. Now we sell by weight. At first the customer used to say, 'Well, I don't know how many I want then.' We would simply point out that she might buy half a dozen or a dozen or ten, or any number she chose. We would simply charge her for the amount she bought. Now there is splendid satisfaction all round, and we can figure on a certain margin of profit, and approximate something near it."

Does a Large Credit Business

This store does a large credit business. Statements are sent out promptly and 75 per cent. of all outstanding accounts are paid by the 10th of the month. No chances are taken with the remainder.

"I have no solicitors out at present," continued Mr. White. "I have found that the idea of trailing a moving van and tackling the new-comer for his business throws the onus of his credit on to me. If the customer comes into the store to open an account, I can set the terms and have the best position to take in case of tardiness of payment."

Table Displays of Package Lines That Mean Sales

Vancouver (Special).—Some grocers may rail at the groceterias, etc., but one Vancouver merchant finds it more profitable to take a leaf out of their book. In Galloway's Grocery, 2091 West Fourth Avenue, Canadian Grocer noticed that counters and display tables were piled with orderly displays of packaged sugar, packaged beans, barley, sago, rice, cream of wheat and such lines.

"A customer finds it helpful to see a package labelled split peas and marked 25 cents," remarked Mr. Galloway. "She finds it hard otherwise to visualize just how much of split peas or oat meal a 25-cent piece will buy. A pound, two pounds or five pounds doesn't mean so much in sizing up prices as to see the actual quantities weighed out. We have had great success with these packaged displays of standard lines.

"The very appearance of these labelled packages is a suggestion, frequently acted upon, and in rush hours, it is a great convenience for us to have so many bulk lines packaged in advance."

SWEET CHOCOLATE HELD TO BE FOOD, NOT CANDY

Boston, May 23.—Sweet chocolate is a distinct food product and the Government cannot sweep it within the scope of the word "candy," Federal Judge James M. Morton, jr., has ruled. He directed a jury to find for Walter M. Baker & Co., plaintiffs in a suit to recover $60,000 in manufacturers' excise taxes paid during six months of 1919.

Similar suits by other chocolate makers, counsel for whom prosecuted the Baker case, will be filed for recovery of millions in excise taxes paid on their product, it is stated.

Advertising Campaign Will Help Increase Consumption of Confectionery

Second Day of Third Annual Convention of the Canadian Confectionery, Biscuit and Chocolate Manufacturers Has Interesting Programme—Officers Elected

TORONTO, May 18.—The second day of the third annual convention of the Canadian confectionery, biscuit and chocolate manufacturers was for the most part taken up with the regular business routine. In discussing the point as to whether a national advertising campaign should be launched similar to that of three years ago, C. Currie, of D. S. Perrin & Co., London, thought it would be a good idea to spend the money in advertising, to increase the consumption of confectionery. Now that the prices are lower the public should be made aware of the fact. It would tend to increase the sales.

Allan Ross, of the Wrigley Company, Toronto, believed that there was nothing like persistent advertising, but he thought that an advertising campaign at the present time would hardly be effective in view of the fact that the Canadian Manufacturing Association were launching a campaign on "Made-in-Canada" goods. Many of the confectionery manufacturers had already subscribed to that fund. Frank O'Connor, Toronto, said that he thought the best plan would be to advertise the food value of candy, and say nothing at all about the price, because everything was coming down, and the people were finding that out. The main point was to educate the public along the line of the value of candy as a food. Other members entered heartily into this discussion, but it was finally left to the executive committee for a decision.

New Officers Elected

The following officers were elected for the ensuing year: President, William Robertson, Toronto; first vice-president, Dudley Dingle, Winnipeg; second vice-president, H. N. Cowan, Toronto; treasurer, Colin Currie, London; secretary, C. J. Bodley, Toronto; executive committee, J. Allan Ross, Toronto; Harvey Shaw, Edmonton; A. Hamblin, Kitchener; Frank McCormick, London; E. Littler, Montreal; A. N. D. Ganong, St. Stephen; F. W. Bear, Woodstock; C. E. Edmunds, Toronto; Mordon Neilson, Toronto.

Trade Commissioner Speaks.

Lloyd Harris, former Canadian trade commissioner, was the chief speaker at the banquet, which concluded the convention at the King Edward Hotel on Wednesday evening. Mr. Harris was scheduled to speak on "Trade Conditions in Canada," but he explained that the manufacturers knew more about it than he himself.

"We knew this depression was coming, We hoped against hope that it would not come," said Mr. Harris. "Now that it is here, the best thing is to face it, and to take drastic steps to overcome it. To that end it is necessary that in the period of readjustment all will accept their losses.

"We know that one of the worst things the government could do was to impose a business profits tax. There is nothing like this tax which helped to bring about present conditions. I am not looking for any great revival within a month or two, but in the meantime we should get our house in order and our organizations in shape, if we want to start in on a sound basis when business goes back to its former prosperity."

Will Have to Do Their Share.

"During the coming months, you men who go out for orders will not have them handed to you on silver platters. You will have to fight for your orders," declared Mr. Harris. Our retailers and labor will have to do their share in accepting the losses which this period of reconstruction necessarily brings along with it. The labor situation is a serious obstacle in the way to bring things back to normal basis."

"One thing that would help the situation," concluded Mr. Harris, "would be the harvesting of a bumper crop in the West this year, as in 1915. The Canadian West is in bad shape to-day. Prices were the lowest paid for years. Many farmers had to borrow money, and got behind. A bumper crop will save us."

How To Get Rid of Ants

By CHAS. PIKE, Vancouver, B.C.

WHEN in California some ten years ago, my store was frequently raided by ants, and as the result of many attempts to rid the premises of the pest, I found the following most successful.

A solution was procured from the druggist, consisting of a quarter of an ounce of arsenite of soda in three quarts of light sugar syrup. Immediately on detecting an ant we sought the direction of their line of march. They usually travelled a path about an inch in width. Where the path entered the store or as near as possible, we placed a turned-down saucer, placing a small portion of the solution on top. The rim of the saucer prevented the solution spreading and the slope of the saucer allowed the ants to freely run over it.

Centred Around Syrup

As soon as one ant discovered the syrup, he carried the good news to his fellows and within half an hour they would all desert the other attractions. Apparently they returned to the nest or colony and made converts of the ants at home or while marauding in other directions. Eventually the saucer became swarmed with ants, and they would keep it up for hours, depending upon the size of the colony. This resulted in killing all the ants and we were free from ant-worry for some months.

Put Sponge in Paper Bag

If an ant colony was observed near the house, a trap was laid by soaking a small sponge in the solution, placing it in a paper bag with one corner torn off to make an entrance. The bag was then hung on a post or the side of the house, a couple of feet from the ground, where the ants readily found it. This system was elaborated by the University of California and the adjacent municipality of Berkely had, at the time I left, almost got rid of their ant troubles by employing a squad of men to apply the remedy.

Follow the First Ant

The instinct of the ant is to surmount rather than go around an obstruction. I have seen a tribe of ants walk for hours up one side of my store. over the roof and down the other side, in order to reach some garbage, just because the ant who found it first happened to be travelling that way, though much easier and shorter routes were available.

OTTAWA EAST GROCERS CLOSE NOW ON WEDNESDAY AFTERNOONS

Ottawa, Ont., May 23. — Beginning Wednesday, May 18, M. J. Ade, W. Lavine, Perrabe Bros., J. H. Shouldice and C. N. Palmer, grocers, of Ottawa East, will close their stores every Wednesday through the summer and possibly continue it all the year round if business permits. Several Ottawa grocers did the same last summer and will likely do so again.

Simple Accounting is Grocer's Guide

Simplicity, Economy of Time, and Efficiency Are All Embodied in This Merchant's System of Keeping "Tab" on His Business —Quantity Buying Plus Quantity Selling is All Right

By HENRY JOHNSON, Jr.

IT is always pleasing to get hold of a simple system whereby any grocer keeps tab on his business. I have one before me which fills the bill admirably. The grocer calls it his "guide" and that is just what it is. For simplicity I do not see how it could be bettered.

It is a sheet of paper about twenty inches square, ruled with regular faint lines across and having vertical columns as follows: Narrow for dates, one wide for "remarks," then seven others about one inch wide, each headed respectively cost of goods, kind of goods, mark up, customers' daily, sales, discounts and expense.

One line is used for each day, the date column carrying simply the number of each day. The remarks column is used, evidently, to indicate the general character of the goods or the principal item of expense or expenditure of the day, because I find "monthly wages" there followed by entries in all the various columns on the first of February. The item of $200 under expense indicates that this was the principal item in mind that day.

Cost of goods and mark-up are splendid, for such entries necessitate the figuring of each invoice and the ascertainment of the exact gross yield thereof. Nothing could be more conducive to safe and sane figuring than such a constant check as must arise from this practice. Between cost of goods and mark-up comes kind of goods. That is used, apparently, like remarks, to indicate just the general or preponderating items, because I find "bread" entered when purchases run from $45.38 to $65.40, and that is more bread than such a store could sell in any day. Again I find "fruits, etc.," with total purchases of over $500 at a time, so evidently fruits was just one thing that predominated that day.

If more bills are paid than can be entered on one line during the month, they are bunched at the end, the few lines over in February being thus used. Payments bunched into the last few days are segregated only as to discounts taken, those being entered on the remaining lines as coffee discount, grocery discount, cigar discount, etc.

Simplicity, Economy of Time, Efficiency

Here then is seen the month's business at a glance. The totals can be entered in the general ledger once each month, all of which makes for simplicity without the sacrifice of efficiency, but actually with the promotion of it, and with great economy of time and effort. Anv system such as this which marshals before the merchant all the facts of his business once each month is invaluable.

Then, as the totals are posted to the various ledger accounts, he cannot fail to compare them with the previous month's records. He will glance up the columns involuntarily and stop to think over what they mean. He will thus get into his head and carry with him all the time a picture of exactly what his business is doing. Such a man may have enterprise, ambition and imagination, so he can expand, grow and plan ahead; but his feet will always be firmly planted on the ground.

Naturally, with such a splendid little system, you will look for other evidences of efficiency. You will not be disappointed here, for these are this merchant's comments:

"Selling prices being $4,528 and cost $3,833, we have $695 gross margin. That figures 15.3 per cent. on monthly purchases." So, with $4,310 sales, we have earnings of $659.43. Expenses have been $326.34 or 7.08 on sales, leaving $333.09 or 7.72 per cent. on sales, to which we add the discount earned of $22.11, which makes up the remaining half per cent. and gets back to our 15.3 per cent. margin. So here is net earning of upwards of 8 per cent. and over $4,300 a year on a business running probably around $53,000 sales.

"Our stock at retail runs $2,000 except during the fall months, so we turn our stock twice a month, don't we?" Yes, probably; for with $53,000 sales and $2,000 stock at retail it would be turned 26½ times a year. Making allowance for the heavier fall stock, probably it runs to 24 turns a year. That is a remarkable record. I feel sure it would not have been made except for this constant check of habitual accounting.

"On ten-day grocery purchases we take off discounts on invoice instead of discount column." That is all right on a small business, and where one knows details so intimately.

Discount a Separate Earnings

In larger accounting discount is kept as an earnings distinct and separate from merchandise. Merchandise is always figured in at flat invoice cost, except for trade or quarterly discount. Time discount is a capital earnings and should be so considered. But so long as it is as clearly understood and carefully handled as this man handles it, no need to change the method.

"Our average expense is $290 monthly." That would be just over 6.56 per cent., so the showing would be better than I make it; but let it stand either way, it is splendid.

Can you see how such a store is immune to the inroads of competition? It can survive and grow, making money for its owners, no matter what "others may do." I put that in quotations because it is one of the bogies of which the majority of grocers talk and are afraid. The way to progress is to know what you are doing; face issues; figure accurately to the last fraction; work; be alert. Such men will win out always, but the room for the easy-going boys with the "beguess and begosh" plan of operation is getting narrower with each passing day.

"Wages constitute two proprietors, rent paid senior member, the owner." That is all to the good. These men not only work but pay themselves wages for their efforts and rent for the one's property. Thus every tub stands on its own bottom. The net earnings at the year end are real.

"All goods purchased by the proprietors at retail prices for home use—for cash." Another plain, splendid plan. That is the way to do it!

"Our main lookout is study the weather or season, then suggest goods that make an appetite—the rest is easy. Now in springlike weather canned fruits, also dried fruits, sell well." In other words, these men are also sellers of merchandise. They keep in mind the customer, what she is apt to want, what will please her if she gets it, and they suggest to her those lines or things. "Easy?" Yes. The grocery business is a simple business to run. It is always seasonable, and the man who studies it with his whole brain will find it become the most fascinating thing he can think of. "There's no fun like work!"

How much better, for instance, is the condition of this concern than it would be were it to expand into heavier stocks, wider lines. The keeping of the stock at the minimum practicable limit of $2,000 retail, which means just about $1,700 cost, by the way, in this case, and the turning of it more than twice each month is vastly more profitable than to have stock lying around so thick that extra help must be hired to care for it. And this is accomplished only by watchfulness.

Quantity Buying Plus Quantity Selling O.K.

All of this is not inconsistent with the buying of quantities, provided you then turn in and sell quantities. To revert to an illustration I used a few weeks ago on catsup: If you take on six cases where you had formerly bought one because your sales were one a month, and immediately push the sale to two a month by making the price 23 instead of 25 cents, two for 45 cents, on the cost of $4.05 the case you will make $1.35 gross or $8.10 on the six-case lot. Take the expense plus the load of 20 per cent. off this—sales or $32.40 showing $6.48—and the net is $1.62. Multiply that by four turns in a year and you have earnings of $6.48. Divide that by the capital used, $24.30, and you have net capital earnings of 28.31 per cent. plus.

In this case you have to remember that the single case monthly turn would have paid you $3.60 on $4.50 capital, and you can then consider whether the other factors of advantage offset the smaller capital ratio. The expectation of still larger sales later on may justify the smaller margin you make now. There are many factors. I show a few of them as I go on. If you will do the thinking clearly and consistently, you will get a lot out of these studies. One advantage is they are based on actualities—not imaginings.

For example, one grocer read a book on fruit retailing a time ago. He then studied the suggestions and put everything into practice—he did not dream! Now he writes: "Have doubled our fruit sales and increased our profits on other groceries from information obtained from the book." He thought far enough to apply the principles of sound retailing—which are the same in everything—not only to fruits, but to other things. It pays him. It will pay you.

A Study of Coffee Helps Its Sale

Manager of a Large Wholesale Grocery House Talks of How Coffee is Tested; the Importance of Correct Roasting; History of Coffee, Etc.—"It is a Lifetime Study," he Says

CHARLES A. ELLIOTT, a former Western Ontario boy, now head of the coffee department of a large wholesale grocery house in Evansville, Ind., recently gave an interesting interview on how coffee is tested, the importance of correct roasting, history of coffee, etc.

"It's a lifetime study," he said. The room where he makes the tests contains small coffee scales, cups and spoons arranged near his testing table, which is round and swings on a pivot in order to save him the trouble of walking around it.

"The water must be boiling to 250 degrees Fahrenheit, and poured on a finely ground coffee. The aroma is noted, and after three minutes of infusion the tasting starts. It sounds like a soup kitchen in Moscow, for the one who is testing does not swallow the coffee. He merely tastes it and spits it out.

A "Hard Drinker"

"The work may go on like that for days until a decision is reached on the merits of the blend.

"The man who roasts the coffee is most responsible for its taste," says Mr. Elliott.

"He must keep cool-headed, for in the last two or three minutes of a roast great care must be exercised. Some varieties must roast slowly, others more rapidly. The coffee roaster must watch closely to bring out the aromatic oils contained in the cells of the coffee bean.

"Modern machinery has greatly simplified his worok. All large plants have machinery for cleaning, milling and separating the coffee beans. After the dust and chaff are blown out the coffee has lost from 14 to 18 per cent. in weight. It is run through pneumatic tubes and into a labelling machine that does the work which formerly required six girls."

In speaking of the history of coffee, Mr. Elliott said:

"Coffee is believed to have come from a district in Abyssinia called Kaffa. It was used as a food in its berry form and the wood of the tree was also used for building purposes as far back as Solomon's time.

"It is believed that it was carried from Abyssinia to Arabia by the Mohammedan priests.

"Mocha has always been noted for its fine coffee, but no coffee came out of the port for over 200 years before the world war. Its exportation was then made possible when the allies removed the sand bar that obstructed the harbor.

"In 1663 shipments of coffee were made to Holland, and later Louis XIV of France obtained some plants from that country. About the same time its use as a beverage was being discovered in England.

"There are many stories told of the coffee-houses that were opened in all the countries where the beverage was known. In Constantinople the coffee-houses had to be closed because everybody went to them instead of attending church.

"In Queen Anne's reign in England there were over 3,000 coffee-houses in London where all classes of people mingled.

"The first public notice of a coffee-house in America was inserted in the New York Gazette, July 28, 1729. A reception was given to George Washington in 1789 at this same coffee-house.

"New Orleans was long celebrated for its coffeehouses, as well as Boston and other cities in the New England states."

Should Encourage Importation of British Sugars

Under the new tariff ruling, the duty on preferential raw sugar, that is, British West Indies sugars, is reduced from 1.0375 cents to .85 cents for 96 degree test sugars. On the other hand on the general tariff-non-preferential sugars—the duty is increased from 1.37½ cents to 1.68712 cents, an increase of 31 cents per hundredweight, thus increasing the preferential in favor of British-grown sugars by about 50 cents per hundred pounds.

There has been a very heavy shrinkage of importations of British-grown sugars during the past year. The total amount of British-grown sugar imported into Canada for the fiscal year ending February, 1921, was 100,730,053 pounds as compared with 182,612,385 pounds in 1920 and 179,366,072 pounds in 1919.

For the same period in 1921 the importations from Cuba amounted to 294,780,105 pounds. From the United States, 116,643,320 pounds and from San Domingo 56,271,165 pounds.

TO SAVE TROUBLE

A Northern Ontario editor tells of an old Indian that came into his office to subscribe for the paper.

The editor took the money. Then the Indian wanted a receipt. The editor tried to talk him out of it. Mr. Indian insisted on getting a receipt. After making it out, the editor asked him why he was so persistent in wanting a receipt.

The Indian said: "Me die some day and go to big gate. Saint Peter ask if I been good Indian. I say, yes. He say, did you pay your debts? I say, yes. He say, did you pay editor for paper? I say, yes. He say, where is receipt? I not have it. I have to run all over hell to find you and get a receipt."

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

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ARE NOT THE FACTS

THE ATTENTION of Canadian Grocer has been drawn to a letter appearing recently in the columns of the daily press, in which statements are made reflecting unfairly on the retail trade of Canada, and which are not in accordance with facts.

We cannot, of course, claim to speak for retail merchants of all trades in Canada, but as far as the grocery trade is concerned we can without any hesitation assert that any attempt to show that merchants are overcharging the public should meet with the heartiest condemnation. The methods of honest legitimate retail grocers are open and above board, and efforts made to divert public patronage from the regular retailer to what are generally called co-operative stores have not met with entire success. At this time, when every wise retail merchant is endeavoring to bring down his prices, in keeping with market declines, the assertion that overcharging is taking place is at once absurd.

Any intelligent person who understands the underlying principles of merchandising realizes that the very fact that retail stores in all lines of retail trade in every country in the world are still in the field, advertising and doing, is good evidence that the basis on which they are established is a necessary and a sound one.

Retail merchants conducting their business along the right lines, giving service in keeping with correct merchandising, have had nothing to fear, in the way of the competition of stores operated on the co-operative plan. The experience of retailers where such stores are established in their midst has proved this statement.

U. S. EMERGENCY TARIFF BILL

THE EMERGENCY Tariff Bill of the United States has been adopted by Congress by a substantial majority, and now goes into effect as soon as the President signs it, which it is expected will take place immediately.

With the passing of this bill Canada is chiefly affected in the matter of her farm products, and the levying of heavy duties now on wheat, potatoes and cattle has generally been looked upon in this country as a detriment to Canada's export trade in this regard. Canada's exports in these products to the United States are on a large order. In the first eleven months of 1920 Canada shipped into the United States 8,970,754 bushels of wheat, more than she imported from the United States. In cattle, flax seed and potatoes Canada sells more to the United States than she buys from the United States, according to the figures for 1919 and 1920. In beef and mutton the trade balance is in Canada's favor, but in fresh pork and bacon and hams Canada buys more than she sells.

This new bill provides a duty of 35 cents a bushel, and an ad valorem duty of 20 per cent. on wheat, flour and semolina. A duty of 25 cents per bushel is levied on potatoes, while cattle are taxed 30 per cent. on ad valorem basis. Fresh or frozen meats are now assessed two cents per pound, butter and substitutes 6 cents per pound, cheese and substitutes 23 per cent. ad valorem and apples 30 cents per bushel.

These are the products with which the Canadian exporter is chiefly concerned, and which it is felt in some sections will discourage the cattle industry, forcing the Canadian breeder to seek a market elsewhere. Likewise are the potato growers of the Maritime affected, in the way of finding a market for their surplus potato crops.

MUST EDUCATE THE PUBLIC

> "A few weeks ago the packing houses in this city compelled their employees to accept a considerable decrease in wages, yet I, as one of the public, fail to notice a particle of difference in the price of the products of this industry."

THE above is an excerpt from a letter which recently appeared in a Toronto daily newspaper. The writer is apparently a railroad employee and endeavors to point out that the high railroad wages should be maintained in spite of the fact that all other industries are making recessions. This correspondent argues that a continuance of the high wages is justifiable, simply because "the manufacturer after gaining his point does not lower the cost of his products."

The state of this writer's mind coincides with that of the greater portion of the consuming public. They do not appreciate the fact that prices—and especially food commodities—are down considerably. Apparently they are quite content to skim over the surface and not bother with digging up the facts, but they are quite willing to continue laying the responsibility upon the manufacturer, wholesaler and retailer. In the case of the packing industry, for instance, since the wage reduction, prices of packing house products have declined 17.96 per cent. and during the past year the decline amounts to 35 per cent., while on the other hand freight rates have advanced 40 per cent.

This, then, brings us to the point that it is up to the retail merchants to educate the public that prices are down and that the purchasing power of the dollar is about one-third greater than a year ago. Some merchants are doing this, as is evidenced by an advertisement which recently appeared in a daily newspaper. This merchant says that, "These goods are not old stock, but were purchased at the new low market price—hence we can offer them at a lower price."

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

F. L. Freeman, of F. L. Freeman Co., Ltd., Montreal, was out of the city over the holiday.

J. R. Verner, director of Trade Sundries, Ltd., Montreal, was out of the city this week on a business trip.

Mr. Murphy, manager of Charles Gurd Co., Ltd., Montreal, is out of the city this week on a business trip.

Mr. Chadwick, of Chadwick & Wright, merchandise brokers of Toronto, was in Montreal this week on a business trip.

L. J. Marcou, of the staff of W. Clark, Ltd., Montreal, was in Ontario last week on a business trip. He spent a few days in Toronto.

Hudon Hebert Co., Ltd., wholesale grocers, Montreal, have secured the agency for Amieux Freres, Nantes, France, who are packers of specialty lines in canned goods, particularly French delicacies.

John N. Hunter, of Montreal, who has charge of the sales and advertising in Canada for the California Associated Raisin Growers, has gone on a trip to California to head office. He was in Toronto on Friday last and was going to California by way of Chicago. He will return to Montreal via Vancouver and C.P.R.

ONTARIO

John Knox, a Hamilton, Ont., grocer, is selling his business.

J. T. Wilson has commenced business at 4 Rankin Avenue, Sandwich, Ont.

A. Craig has commenced business at 1307 London Street West, Sandwich, Ont.

E. St. Denis is in business with a store at 161 London Street West, Windsor, Ont.

W. Caple has opened a first-class store at 1307 London Street West, Windsor, Ont.

L. & A. J. Duchene have commenced business at 405 Sandwich Street, Sandwich, Ont.

The Hamilton grocers' picnic will be held this year on Wednesday, July 20, to Wabasso Park, across the bay from the city.

The Walkerville Grocery and Produce Co. have commenced business in the Holland Building, Walkerville, Ont. C. P. Hatch is manager.

The grocery business formerly conducted by Lowe & Co., Simcoe Street, Peterboro, has recently been acquired by J. Yacko and is being conducted by him.

T. J. Brady, who has operated a grocery in Lindsay, Ont., for several generations, is retiring from business on June 1. Mr. Brady has been in his present location for the past thirty-three years.

E. L. Amey's general store at Verona, Ont., was destroyed in a fire that visited the village a few days ago. The fire is reported to have caused a loss of ninety thousand dollars, the business section having been pretty well destroyed.

The citizens of Perth, Ont., recently voted against daylight saving, the majority being 161.

The death occurred in New Jersey of Albert Irving, a former manager of a department in the Toronto branch of the McLaren Cheese Co. He was also a director at one time of the Kraft Cheese Co. He is survived by his wife and two daughters.

Anderson & Beattie, Hespeler, Ont., who have been in the grocery business for the past eighteen years, have dissolved partnership and the business will be carried on by J. A. Beattie.

SECOND CHARGE OF VIOLATION OF NEW ACT

Toronto, May 25.—Nelson H. Reynolds pleaded guilty to a second charge of violating the Oleomargarine Act in police court last week. Recently he paid a fine of $50 and costs on a first charge. On this occasion he was remanded for sentence.

Grocers' Bread Co. Is Capitalized At $100,000

Ottawa, Ont., May 23 (Special).—The Grocers' Bread Co., Ltd., was fully organized at an enthusiastic meeting of the retail grocers this week. The company is capitalized at $100,000 but about half that amount will suffice for the present. The estimated cost of plant and all expenses connected with the business is placed at $40,000.

The board of directors is as follows: B. G. Crabtree, Alex. Phillips, T. A. C. Kennedy, P. Lamoureau and T. W. Collins. Mr. Crabtree will be treasurer, while the position of secretary will be decided at a later date.

A. E. Kelly, this year's president of the Ottawa Retail Grocers' Association, expressed his pleasure at the splendid start the new company had received and believed the benefit would reach the citizens of Ottawa as much as the members of the association.

Celebrate 50th Anniversary of Their Wedding

St. John, N.B., May 20 (Special).—R. R. Patchell, for the last forty-two years one of the most prominent retail grocers in the city, with his wife last Tuesday celebrated the fiftieth anniversary of their wedding day. They were the recipients of many beautiful remembrances of the occasion, and the congratulations of a host of friends were showered upon them. Mr. and Mrs. Patchell are the parents of ten children, all of whom are living .

Lindsay Business Men Are Forming Board of Trade

After a number of unsuccessful attempts to form a Board of Trade, the business men of Lindsay, Ont., now appear to be on the right road, and are expecting big results from the campaign now being carried on to obtain members.

A committee was formed and two men chosen to captain sides in the effort to get members. These positions were taken by H. Brimwell and F. Forbet, merchants. The campaign is of two weeks' duration and the organization is assured of at least three hundred members.

The membership is made up of business men in the town and representative farmers of the surrounding district. The latter members are being secured as this is almost entirely an agricultural district.

POSTUM CEREAL CO. ELECTS OFFICERS

The Postum Cereal Co., Inc., recently appointed the following officers at a meeting of the company held in New York during the past week: C. L. Post, chairman of the board; S. H. Small, president; A. B. Williams, first vice-president, and continues as secretary; H. C. Hawk, second vice-president; E. F. Hutton, third vice-president; C. M. Chester, junior treasurer.

A RECENT INQUIRY

In a recent inquiry for course in show card writing the name of Shaw Business College, Toronto, Ont., was omitted.

Ottawa Merchants Will Fight The "Donation" Nuisance

Claiming that the importunities of those who are in the habit of conducting tombolas, euchres, concerts, etc., for charitable and other purposes seeking prizes and donations, is a serious inconvenience and financial loss to the merchants, the Ottawa branch of the Retail Merchants' Association of Canada has launched a campaign to put a stop to it. At a special meeting of the branch the following resolution was unanimously adopted:

"Whereas, the merchants and maufacturers of the city are beset from time to time with requests from the public for donations, tombola prizes, advertisements to church magazines, purchases of tickets, floor and window space in stores, be it resolved that petitions be circulated amongst the merchants and manufacturers asking them to pledge themselves to refuse such demands in future."

It was pointed out by some of the merchants that the indiscriminate canvassing of merchants and manufacturers for donations of different descriptions had reached such a pitch that it had become a nuisance, and something had to be done. As a result of the meeting it was decided to appoint twenty teams, comprised of members of the association, who will conduct an active canvass of the merchants and manufacturers of Ottawa for the purpose of having them sign agreements against giving donations in the future.

Merchants In Lindsay Adopt Union Delivery

A union delivery system is being used by a majority of the grocers and dry goods merchants of Lindsay, Ont.

A five-wagon service is being operated by Kennedy Bros. and four deliveries per day are given in all parts of the town with five on Saturdays. Every wagon has a certain route to cover, and the goods are all collected by each man before he commences delivery. The goods are then placed in route order and taken as they come irrespective of the merchant from whom they were bought.

This service costs each merchant about the amount which would be required to pay a delivery man's salary.

The system is working very satisfactorily.

NAME WAS OMITTED

In a recent inquiry for creamery butter the name of Canadian Packing Co., Toronto, Ont., was inadvertently omitted.

New Goods

W. Clark, Ltd., Montreal, have recently placed on the market two new products. These are "Clark's Table Syrup"

and "Clark's Extra Fancy Molasses." The illustrations herewith show how they are put up for the trade.

The Canada Starch Company, Ltd., have placed on the market a new syrup. This is a combination of corn syrup and molasses and is used for both table and cooking purposes. It is branded "Lassies," put up in two-pound tins with a green and red plaid label which makes an attractive package.

Canada's Imports Still Heavier Than Exports

Canada's external trade in the new fiscal year commencing in April is following much the same pace as in the final months of the preceding year. Exports during April totalled $43,280,735 and imports were valued at $65,310,827, making an unfavorable trade balance of $23,030,000. As compared with April of last year exports decreased by $10,000,000 and imports fell off to the extent of nearly $33,000,000. Lower prices of all commodities account for a portion of the decreases. Agricultural exports are holding up best.

As compared with last year, exports of iron and steel, etc., declined more than 50 per cent. to $2,537,552; other ores, metals and metal manufactures dropped from $2,917,418 last April to $1,356,982 for the month under review. Non-metallic minerals were exported to the value of $1,365,848, against $2,007,187 for April, 1920.

The importation of iron, steel and manufactures thereof dropped from $3,462,289 free and $15,102,494 dutiable in April of last year to $1,390,677 and $10,099,356 in the current report. A considerable amount of other decreases is accounted for by price declines.

E. B. Ratcliffe, Limited, Hamilton, Ont., has recently been incorporated under the Ontario Companies' Act to carry on a general business. The company is capitalized at $40,000.

Cannot Be Sold As a Substitute For Vinegar

Regulations covering pure food laws, as recently published in Canadian Grocer, have been amended in regard to vinegar substitutes as follows:

Sections three hundred and sixty-six and three hundred and sixty-seven of the said act are repealed and the following are substituted therefor:

"Acetic acid may only be sold under the name of acetic acid, and no manufacturer, vendor or other dealer in the same shall be permitted to sell or offer for sale acetic acid under the name of or as a substitute for vinegar.

"Every person who violates the provisions of the last preceding section shall incur a penalty of not less than two hundred dollars, and all acetic acid found on the premises wherein any such offence is committed shall be forfeited to the Crown and shall be seized by any officer of Inland Revenue and dealt with accordingly."

IS DEPORTED TO HOLLAND WHENCE HE CAME

London, England.—George Serlui, a former Winnipeg business man, who was arrested in Canada last November at the instance of his wife, on a charge of bigamy, and who returned to England on the same ship on which he had crossed with his second bride, serving a sentence in Liverpool after his arrival, has been deported to Holland.

The case was a sensational one. Miss Knaus, daughter of Alexander Knaus, a London millionaire, while on a visit to friends in New York, became engaged. Meeting Serlui later, she broke off her first engagement and on returning to England married Serlui, who represented himself as a widower. They left for a trip to Canada on the Empress of Britain, but Serlui's first wife was waiting at the dock and had him arrested. He was detained on the ship for return to England, while the deceived girl, through the good offices of a Canadian cabinet minister, to whom she applied for advice in her dilemma, also returned home on the same boat. On arrival in England, Serlui was tried on a charge of having previously entered the United Kingdom without a passport, and served a term in Liverpool. He is a native of Holland, and, having been deported from England some years ago, he went to Canada and returned here as a citizen of the Dominion. It is understood that with his deportation to Holland the bigamy charge has been dropped.

Editor's Note.—Mr. Serlui was formerly head of the Transoceanic Trading Co., with his headquarters in Winnipeg.

NEWS FROM WESTERN CANADA

WESTERN

A new department store is being opened on Portage Avenue, Winnipeg, by the Shapak & Wolfe Co.

Wm. H. Dunn, Ltd., of Montreal, have secured the representation of the Canada Nut Co., Vancouver, for the province of Ontario. The Toronto office of Wm. H. Dunn, Ltd., will have charge of the territory.

S. W. Brunt, who bought out LaBelle at Lynn Valley, B.C., was for four years in business at Zealandia, Sask., and since 1912 around the Saskatoon district. Besides groceries, a line of dry goods is being put in.

S. H. Whyte, of the S. H. Whyte Manufacturing Co., Ltd., of Winnipeg, is on a business trip east visiting the important centres.

Roland Bell, of the Western Broom Works, Vancouver, B.C., was a visitor to Winnipeg last week and paid a visit to their western representatives, Crandall, Carpenter & Read.

W. Williams has taken over the meat department of J. J. Ludwig's store at Broadview, Sask.

A. Young, Asquith, Sask., has accepted a position on the staff of Peck & Meen's general store at Viscount, Sask.

A. G. Howard has opened a groceteria in the Luseland meat market, Luseland, Sask.

The merchants of Camrose, Alta., have again decided to close their stores during the months of June, July and August at noon on Wednesdays

"MADE IN WINNIPEG" EXHIBITION HAD MANY EXHIBITORS

Winnipeg. — Over 100,000 people recently attended a "Made in Winnipeg" exhibition in Winnipeg. Among the firms who had booths for their exhibits were: Codville Co., Crescent Creamery Co., C. & J. Jones, Whyte Manufacturng Co., E. L. Drewry, Royal Crown Soaps, Ltd., Hudson's Bay Co., wholesale, Ogilvie Flour Mills Co., Redbo, Ltd., Reliance Ink Co., Swift Canadian Co., Canadian Candy Co., Orange Crush Bottling Co., Dingle & Stewart, Coca Cola Co., Paulin Chambers, Ltd., Canadian Broom Manufacturing Co., Crown Broom Co. and Canadian Cereals, Ltd.

THREE BILLION OYSTERS CONSUMED IN 1920 IN U.S.

New York. — Three billion oysters were consumed by the people of the United States last year, two hundred billion more than were eaten in 1919.

These statistics were submitted to the fourteenth annual convention of the Oyster Growers and Dealers' Association of North America by Eugene D. McCarthy, recording secretary.

British Columbia R.M.A. Convention to Be Held in Duncan

Vancouver (Special).—The British Columbia branch of the Retail Merchants' Association of Canada have accepted the invitation of the Duncan branch to hold the provincial 1921 convention at Duncan, B.C.

Duncan is a delightful town of 1,200 people on the Esquimalt and Nanaimo Railway, forty miles north of Victoria. It is said to enjoy the most equable climate of all Vancouver Island. Situated on the Cowichan River, a sportsman's paradise surrounds it—one mile to Somenos Lake, two miles to Quamichan Lake and only eighteen to Cowichan Lake. Fishing in these waters is a matter of international fame. The surrounding territory tributary to Duncan boasts of mining, lumbering, farming and dairying as well as extensive fruit growing.

The convention will be held in August or September.

THE REAL SALESMAN

By Caldwell Henderson

One who has a steady eye, a steady nerve, a steady tongue and steady habits.

One who understands men and who can make himself understood by man.

One who turns up with a smile, and still smiles if he is turned down.

One who strives to out-think the buyer rather than out-talk him.

One who is silent when he has nothing to say, and also when the buyer has something to say.

One who takes a firm interest in his firm's interest.

One who keeps his word, his temper, and his friends.

One who wins respect by being respectable and respectful.

One who can be courteous in the face of discourtesy.

One who has self-confidence, but does not show it.

One who is loved by his fellow men.

"Statistics prove that marriage is a preventive against suicide," said Mrs. Gabb.

"Yes," growled Mr. Gabb. "And statistics also prove that suicide is a preventive against marriage."—Cincinnati Enquirer.

"In some parts of Africa a man does not know his wife until after he has married her," said Mrs. Gabb, as she looked from the paper she was reading.

"Huh!" replied Mr. Gabb. "Why mention Africa especially?"—Homelife.

The Bachelor: "A man must have a lot of trouble keeping a wife properly gowned these days!"

The Married One: "Not nearly as much as he'd have if he didn't.—Judge.

Never Ties Up Too Much Capital in Any One Line

"Our business turns over eighteen times a year," said J. W. Hanley, proprietor of the McLean Grocery, Moose Jaw, Sask., to an inquiry from Canadian Grocer.

"How do you do it?" he was asked.

"Our one big policy is to purchase goods in small quantities so that we can get the rapid turnover and not have very much tied up in any one particular line," was Mr. Hanley's answer. "For instance," said he, "if a salesman comes in to sell me some salad dressing, which is a comparatively slow line, and tells me that some merchant up the street has just ordered twenty-five cases, I will say, 'Alright, send me one case.' This means that we are always in a position to enlarge the number of lines we carry and at the same time not have our money tied up in one or two articles. We endeavor to judge the size of our purchases from the rapidity with which each article turns. An article like sugar, which is a rapid seller, we naturally buy more of than of some slow selling line. But on the whole we endeavor to turn our goods over one and a half times each month, and we feel that this is one of the best habits for a store to get into."

The McLean Grocery depends a great deal on window display for the introduction of new lines and the selling of old lines to their trade. The windows mean a lot to them and special attention is given to their displays.

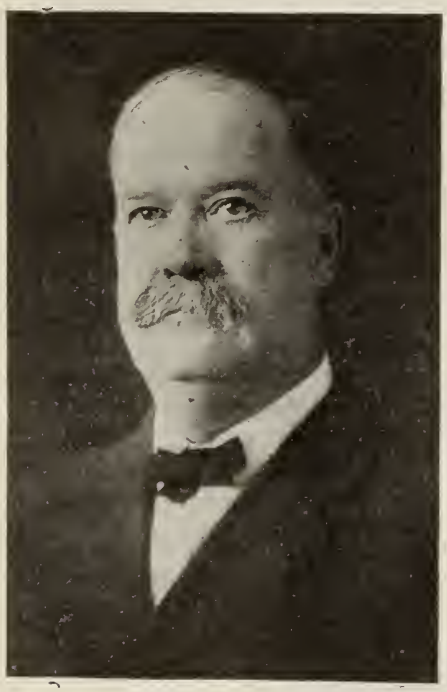
Sask. R.M.A. Will Have Big Program

Annual Convention on 14th, 15th and 16th of Next Month in Saskatoon Will Have Many Interesting Speakers on Subjects of Vital Importance to the Retailer

THE eighth annual convention of the Saskatchewan Provincial Board, the Retail Merchants' Association of Canada, Inc., will be held in the Regent Pavilion, Twentieth Street, Saskatoon, on the 14th, 15th and 16th of next month, it having been postponed one week on account of the provincial elections taking place on the 9th. The program for the same is as follows:

Tuesday Morning, June 14

Nine o'clock — Registration of delegates. Address of welcome: His Worship the Mayor, Dr. A. McG. Young; Mr.



S. D. McMICKEN,
of Moose Jaw, who will preside at the forthcoming annual convention of the Saskatchewan R.M.A.

Harley Henry, president Saskatoon Chamber of Commerce. Reply to address of welcome by representative merchant.

10.30—President's address.

11.00—Treasurer's report.

11.30—Secretary's report.

11.45—Appointment of nominating and resolutions committees. Announcements.

All sessions start promptly on time.

For information ask anyone wearing a red badge.

Tuesday Afternoon, June 14

1.30—Drive around city as guests of the United Commercial Travellers' Association, including a visit to the Quaker Oats plant and other points of interest.

3.30—Address by J. A. Banfield, Winnipeg, president Dominion Board, "The Work of the Dominion Board during the Past Year."

4.30—Address by F. J. Martin, president, Northwestern Mutual Fire Association of Seattle, "Mutual Fire Insurance."

5.30—Discussion on Retail Merchants' Underwriters' Agency.

Tuesday Evening, June 14

8.00 p.m.—Joint banquet with United Commercial Travellers' Association, Address: Prof. W. W. Swanson, University of Saskatchewan. U.C.T. male voice quartette and other features by commercial men.

Wednesday, June 15

TRADE SECTION MEETINGS

Grocers and Butchers

9.00 a.m.—Joint meeting with all wholesale grocers and packers operating in Saskatchewan. Object: To secure closer co-operation.

4.00 p.m.—Grocers: Resolutions and election of trade section executive.

Butchers

2.00 p.m. — Discussions: Slaughter house regulations and sale of meat by other than retail butchers. Dr. M. M. Seymour, Provincial Commisssioner of Health, has been invited to address the meeting and take part in the discussions.

4.00 p.m.—Resolutions and election of trade section executive.

Druggists

9.00 a.m.—Saskatchewan Temperance Act. Narcotics Drug Act.

2.00 p.m.—Resolutions and election of trade section executive.

Hardware

9.00 a.m.—Offensive Weapons Act. Explosives Act. Other business.

2.00 p.m.—Resolutions and election of trade section executive.

Boots and Shoes

9.00 a.m.—Discussions:

Marketing conditions—buying "Made in Canada" goods.

Window display—the greatest drawing card in any business.

Advertising—false representation of values.

Store arrangement.

Salesmanship—how to increase turnover.

2.00 p.m.—Resolutions and election of trade section executive.

Clothiers

9.00 a.m.—Discussions:

Store arrangement.

Salesmanship—how to increase turnover.

Window display—the greatest drawing card in any business.

Advertising—false representation of values.

Marketing conditions—buying "Made in Canada" goods.

2.00—Resolutions and election of trade section executive.

Sectional meetings will be arranged for any other line of trade if sufficient delegates are present.

5.30 p.m.—Visiting delegates will be the guests of the local association at a Western Canada League ball game.

J. A. BANFIELD
President of the Dominion R.M.A., who will speak on the work of the Dominion Board at the forthcoming annual convention of the Saskatchewan R.M.A.

8.30—Public meeting. Address by Hon. C. A. Dunning, Provincial Treasurer, "The Natural Resources of Saskatchewan."

Moving pictures showing national industries. (Supplied by the Federal Department of Trade and Commerce.)

Thursday Morning, June 16

9.00 a.m.—Address by Bert R. Mascar, B.Acc., auditor to the Retail Merchants' Association, Saskatchewan Branch. Subject: The income tax. Questions and answers.

10.00—Address by Dean Rutherford, University of Saskatchewan. Subject: A new line of endeavor for the retail merchant.

11.00—Debate "A Cash Business vs. Credit," two prominent country merchants.

Thursday Afternoon, June 16

2.00—Receiving resolutions and considering same. New business.

Continued on page 40

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MARKETS AT A GLANCE

THE raw sugar market during the week under review has been quiet and firm. Sales of Porto Ricos were made at 5.02 cents c. & f. and full duty sugars at 3.75 cents, whcih works out on the parity of 4 cents for Cubas. Seven Cuban centrals have ceased working since our last issue, making a total of twelve since the 12th of the month, leaving 179 factories still working out of a total of 198 this season. Production of the twelve factories that have closed is 200,000 bags greater than last season. The Cuban crop this season has been heavy, and one million tons still remain in shipping ports. The passing of the Emergency Tariff Bill will increase Cuban sugars 60 cents per hundred.

Canadian refiners so far are firmly maintaining their prices but there appears to be considerable price cutting by whloesale houses and many resales are made from house to house. This state of affairs occasions great unrest and distrust and is looked upon with considerable disfavor by refiners who see no reason or justification for it. It is expected that the surplus supply or distressed parcels will soon be absorbed and thereafter with the improved demand that is expected to ensue, a healthier condition will prevail.

Dried fruits are strong on practically all lines. Prunes and apricots continue to hold a firm position under stimulus of European export business. Evaporated apples are higher. Currants are in a strong position with a more active demand.

Southern rices continue strong under an active inquiry and some of the dealers in the South are inclined to withhold stocks, apparently waiting higher prices. This activity in the primary markets is reflected on spot stocks and wholesalers report an improved movement to the retail trade.

The new crop of Japan teas has opened at 25 to 30 per cent. lower than last season. Ceylons and Indians are maintaining the strong tone that has been manifest for some time.

In wholesale circles business is showing a more stabilizing undertone with a steady flow of orders in a small way that are confined to immediate requirements. There are few price changes in grocery commodities but produce lines continue uncertain with prices very shaky. Butter and eggs, although holding fairly steady during the week, are nevertheless in an unsettled condition, and it is difficult to say with any degree of definiteness just what will materialize in the next few weeks. Hogs and hog products have weaker tendencies. Cheese is slightly firmer under stimulus of export business.

QUEBEC MARKETS

MONTEAL, May 25.—The grocery market stands fairly firm this week with a good movement of supplies in most lines. In some lines, while lower prices are quoted it is not a true indication of the condition of the market. Salmon is quoted lower, the different brands of sockeye are reduced but reports show that the catch of salmon is poor; the fishermen are on strike in some parts and there is every indication of a strong market. Rice shows an improvement with a stronger market and an advance in price. An improved demand will result in a rising market. Cucumbers, yellow, and Texas onions, are higher in price since the demand is greater than the supplies on hand. The dried fruit market is strong with higher prices quoted on dried apples. Raisins are scarce and higher prices are quoted. The same may be said of figs. It is expected that, with a scarcity of raisins, there will be a bigger call for currants with a stronger market in that line. Pineapples are in better supply with lower prices quoted, but lemons are advanced. Grapefruit is higher and is getting scarce. The nut market is strong with higher prices on shelled walnuts and on peanuts. The refiners' prices on sugar are unchanged and the market is steady but local wholesalers are cutting the price. There are further reductions on soaps. Tacks are lower.

Salmon Selling Lower

Montreal.

CANNED GOODS.—The principal feature of the canned goods market is the declining prices of salmon. These declines, the wholesalers state, are not warranted by the supply of salmon this year, but are the result of the general cut, and that as soon as the dealers are convinced of the true condition of the salmon market, prices will strengthen up again. Quotations on Cohoe salmon, Red Alaska, Clover Leaf and other grades of sockeye are reduced from 25 cents to 50 cents per case. Gallon preserved rhubarb is reduced to $5.75, a decline of 15 cents per dozen. Canned asparagus is advanced 40 cents per case.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	4 40
Asparagus, imported (2½s)	....	6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, Standard	1 80	1 90
Do., early June	....	2 00
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 75
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	3 10
Do., 2½-lb.	....	5 00
Do., 2-lb.	....	4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75

Peaches, heavy syrup—		
2-lb.	....	3 90
2½-lb.	5 00	5 25
1-lb.	....	2 90
Pears, 1s	....	3 20
Do., 2-lb.	....	4 10
Greengage Plums, heavy syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced), 2½-lb.	....	4 20
Do., 2-lb.	....	3 20
Do., 1-lb.	....	2 00
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
Rhubarb, preserved	....	2 80
Do., gallon	....	5 75
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Coffee Prices Steady

Montreal.

COFFEE.—There is no change in the coffee market. The demand is good and prices steady, with firm primary markets.

Cereal Market Quiet

Montreal.

CEREALS.—There is no change in the quotations on cereals. The market is quiet, as is expected in the warm weather. By the decision of the government rolled oats, oatmeal and cornmeal are exempt from the sales tax. This, however, does not affect the market quotations.

Oatmeal, gran., fine standard	....	3 60
Rolled Oats, 90 lbs.	....	3 15
Pearl Hominy	....	3 25
Cornmeal, Gold Dust Brand	....	3 25
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	4 25
Pearl Barley	....	5 25
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 10
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00
Split Peas, per bag	....	5 00

Raisins Will Be Scarce

Montreal.

DRIED FRUITS.—The dried fruit market is strong this week in nearly all lines. As one importer said, "It seems to be back to the pre-way days when it fluctuated a few cents every week, making it a very interesting market." Prices have started on an upward move with figs leading. Raisins are also very strong and scarce and it is expected that supplies will be short of the demand. Evaporated apples have advanced one cent and the dealers who have been cutting prices on this line have been forced to buy at the new price thus forcing their quotations up to the new level. Currants are unchanged, but it is thought that with raisins scarce there will be an increased demand for currants that will strengthen up that market.

Apricots, fancy	....	0 33
Do., choice	....	0 27
Do., slabs	....	0 22
Apples (evaporated)	0 13	0 15
Peaches (fancy)	....	0 28
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 ounces	....	0 27¼
California Seedless, in bulk	0 18½	0 19½
Cluster, 20 1-lb. pack	....	6 75
Currants, loose	....	0 15
Do., Greek	0 13	0 15
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes)	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20-30s	....	0 25
30-40s	....	0 19
40-50s	....	0 17
50-60s	....	0 13½
60-70s	....	0 12½
70-80s	....	0 10
80-90s	....	0 09
90-100s	....	0 08

Price Cutting Continues

Montreal.

SUGAR.—As far as the refiners' prices are concerned there is no change in the market, but cut prices still hold with a feeling among the wholesalers that the cutting may continue with still lower prices quoted to the retailer. The price stands now at $10.25, which is below the list price quoted by the refiners. There is a steady feeling as far as the general market is concerned.

Granulated Sugar, per cwt.	....	10 50
Do., barrels	....	10 50
Granulated, gunnies, 20/5	....	10 90
Do., gunnies, 10/10	....	11 00
Do., cases, 20/5-lb. cartons	....	11 10
Do., cases, 50/2-lb. cartons	....	11 25
Yellow, light, per cwt.	....	10 10
Do., medium, per cwt.	....	10 10
Do., dark, per cwt.	....	9 90

Rice Future Improved

Montreal.

RICE.—Following a more active market for rice in the Southern States, local markets showed more strength than last week, with the result that prices quoted on primary markets advanced ¾ cent to 1 cent per pound. The rice market shows improved conditions and only the lack of demand on local markets is keeping down the price quoted by dealers. Importers state that as soon as confidence is established in the rice market and the demand shows improvement prices will immediately advance, as at present there is only a very small margin between prices on primary market and the wholesale quotations. One importer states that as soon as the rice market begins to advance it will take rapid strides towards higher levels.

RICE—		
Carolina, extra fancy	....	0 07
Do. (fancy)	....	0 06
Honduras, fancy	....	0 05
Rangoon CC, per cwt.	....	3 90
Do., B, per cwt.	....	4 15
Texas rice	....	0 4½
Siam	....	0 06
Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras	....	0 07
Siam	....	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Japan Teas Strong

Montreal.

TEAS.—Although the initial price on the new crop of Japan teas is 25 cents lower than prices quoted a year ago this price is still high and will likely hold closely to the opening quotations. Ceylon and Indian teas show more strength on the primary market, but the lack of demand locally counterbalances the strength of primary market while good supplies of the cheaper grades still flood this market.

Ceylons and Indians—		
Pekoes	0 22	0 25
Broken Pekoes	0 32	0 40
Broken Orange Pekoes	0 48	0 55
Javas—		
Broken Orange Pekoes	0 48	0 55
Broken Pekoes	0 35	0 40
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)	....	0 77

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Spice Market Quiet

Montreal.

SPICES.—The spice market is quiet with no change in quotations. The demand for supplies at this season of the year is small and prices are expected to be steady.

Cassia (pure)	0 27	0 30
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 14
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	....	0 36
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 30
Ginger (Cochin)	....	0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 45
Pepper, black	....	0 25
Do., white	....	0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamo nseed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	9 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Cucumbers Go Higher

Montreal.

VEGETABLES.—All the change this week on the vegetable market are advances. Cucumbers, in view of the big demand and a limited supply, have advanced to $9.00 per hamper. Yellow a

Texas onions have advanced 50 and 75 cents per crate on account of the falling off of supplies. Fresh domestic vegetables are beginning to make their appearance on this market, but as yet supplies are not large enough to warrant any change in the prices. Radishes, lettuce and onions are the first on the market, but these come from local hothouses. Bigger supplies are expected shortly, with lower prices resulting.

New cabbage	....	5 00
Celery, Florida, per crate	4 00	4 75
Do., California	....	11 00
Carrots, per bag	0 75	1 00
Cucumbers, per hamper	....	9 00
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Lettuce	....	....
Parsley	....	....
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Montreal (90-lb. bag)	1 10	1 25
Do., sweet, hamper	....	5 50
Spinach, box	....	....
Spanish Onions, per case	5 00	5 50
Turnips, per bag	0 75	1 00
Yellow Onions, cwt.	....	3 25
Red Onions, per cwt.	....	3 00
Texas Onions, per crate	....	3 50
New Tomatoes, per crate	....	7 50

Molasses Unchanged

Montreal.

MOLASSES.—There is no change in the market for molasses or corn syrups. Prices are firm with a fair demand.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 06½
Half barrels, about 350 lbs.	....	0 06¾
Quarter barrels, about 175 lbs.	....	0 07¼
2 gals., 25-lb. pails, each	....	2 25
3 gal., 38½-lb. pails, each	....	3 25
5 gal., 65-lb. pails, each	....	5 20
2-lb. tins, per case	....	4 00
5-lb. tins, per case	....	5 30
10-lb. tins, per case	....	5 00
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case	....	4 60
5-lb. tins, 1 doz. in case, case	....	5 90
10-lb. tins, ½ doz. in case, case	....	5 60
	Price for Island	of Montreal
Barbadoes Molasses—		
Puncheons	....	0 77½
Barrels	....	0 79½
Half barrels	....	0 79½
Puncheons, outside city	....	0 72½
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.	....	2 40
2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case, case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

Lemons Are Higher

Montreal.

FRUIT.—Higher prices are quoted on apples, lemons and grapefruit. The supply of apples is confined now to boxed stocks and with the limited supplies prices have advanced to $5.00. Lemons have been in big demand and prices have been forced up to $5.25 per crate. The grapefruit season is over and supplies are lower. Porto Ricos are quoted 75 cents higher, at $5.75 a case. Watermelons are in better supply and prices have declined 25 cents through the week. Oranges are in fair supply, but the market shows more strength, and an advance on California oranges would not be surprising. Prices on strawberries hold, with good supplies. Early this week larger shipments of pineapples arrived, with lower prices resulting. Six dollars per crate is quoted, and importers are making an effort to increase the demand.

APPLES—		
Boxes, 175s, 216s	....	5 00
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 75
Do., Porto Rico	....	5 00
Do., Florida, 54, 64, 80, 96	....	6 00
Lemons, Cal., 300-360s	....	5 25
Do., 176s and 200s	....	10 00
Cal. Navel Oranges, 126-250s	5 75	6 50
Do., Florida, 150-216s	4 75	5 00
Do., Blood Oranges, half boxes	....	3 75
Tangerines	....	4 25
Strawberries, per pint	....	0 35
Pineapples, 24s, 30s, 36s, crate	....	6 50
Watermelons, each	....	1 25
California Cherries, per box	....	6 00

Peanut Prices Up

Montreal.

NUTS.—The peanut market has started upward on account of the demand that comes with the summer months. Toasted jumbos are now selling at 15½ cents. Walnuts are strong and shelled walnuts have gone up this week to 68 cents a pound. Dealers state that when walnuts start upwards, almonds generally follow, and higher prices may be expected in these. Brazils are still low in price, but higher prices are predicted for the future.

Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled	....	0 54
Valencia Shelled Almonds	....	0 44
Chestnuts (Italian)	....	0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.	0 17	0 18
Brazil nuts (new)	....	0 20
Do., Barcelona	....	0 15½
Peanuts, Jumbo	....	0 15
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1	....	0 11½
Do., salted, red	0 21	0 23
Do., shelled, No. - Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	0 26	0 28
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 68
Do., Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.	....	0 40
Do., Spanish, shelled	....	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Package Goods Unchanged

Montreal.

PACKAGE GOODS.—There is no change in the package goods market. There is an improved demand for prepared cereals. The decision of the government to exempt flour does not affect the quotations made on the package lines. Package rolled oats, oatmeal and cornmeal are exempt from sales tax.

PACKAGE GOODS		
Breakfast food, case 18	....	3 50
Cocoanut, 2-oz. pkgs., doz.	....	0 78½
Do., 20-lb. cartons, lb.	....	0 36
Corn Flakes, 3 doz. case	3 40	3 55
Cornmeal, yellow, 24s	....	3 75
Do., 36s	....	3 00
Oat Flakes, 20s	....	4 16
Rolled oats, 20s	....	4 80
Do., 18s	....	5 00
Oatmeal, fine cut, 20 pkgs.	....	2 00
Puffed Rice	....	6 75
Puffed Wheat	....	5 70
Farina, case, 24s	....	4 40
Hominy, pearl or gran., 2 doz.	....	3 25
Health Bran (20 pkgs.), case	....	3 00
Pancake Flour, case	....	2 85
Do., self-rising, doz.	....	3 60
Wheat Food, 18-1½s	....	1 60
Wheat Flakes, case of 2 doz.	....	3 25
Porridge Wheat, 36s, case	....	2 95
Do., 20s, case	....	6 40
Self-rising Flour (3-lb. pkg.), doz.	....	6 50
Do. (6-lb. pack.), doz.	....	2 80
Do., Buckwheat flour, per doz.	....	5 50
Corn Starch (prepared)	....	1 50
Potato Flour	....	0 10⅛
Starch (laundry)	....	0 12½
Flour, Tapioca	0 15	0 08⅛
Shredded Krumbles, 36s	....	0 16
Shredded Wheat	....	4 35
Cooked Bran, 12s	....	4 95
Euamel Laundry Starch, 40 pkgs. case	....	2 25
Celluloid Starch, 45 pkgs., case	....	....
Package Cornmeal	....	4 20
Malt Breakfast Food (36 pkgs.)	....	3 00
Quaker Two-Minute Oat Food	....	9 50
Puffed Rice Pancake Flour	....	1 80
Egg Noodles, case 24	....	2 90
Macaroni	....	2 25
Quaker Quakies	....	2 25
		3 40

Borax is Reduced

Montreal.

MISCELLANEOUS.—A further 10 per cent. reduction is made on blue tacks. The 6 ounce is quoted at 52 cents, and four ounce at 30 cents. Tinned tacks are reduced 5 per cent, the four ounce selling at 44 cents and six ounce at 63 cents. Sisal rope is up one-half cent a pound and is quoted at 21 cents a pound. Following the general reductions in the price of soaps that have been made lately, other brands are reduced. Dingman's laundry soaps are reduced from 858 cents to $2.20 per case, according to brand, Lilac rose toilet soap is reduced $1.00 per case. Borax in bulk is reduced 6 cents per pound and local wholesalers are quoting it at 12 cents per pound.

ONTARIO MARKETS

TORONTO, May 25.—The markets generally show few price changes. The situation appears to have a more stabilizing undertone with a tendency to less price cutting among wholesalers. This in part is attributed to the levying of the sales tax. Reductions are noted on kippered herrings, canned soups and one brand of pilchards. Dried fruits, rices, walnuts and almonds continue firm under a more active demand. Lemons are quoted higher but other fruits and vegetables are unchanged. New crop Japan teas are quoted lower than last year. Sugar refiners are firmly holding quotations but there still appears to be considerable price cutting among wholesalers.

Kippered Herrings Lower

Toronto.

CANNED GOODS.—Canned vegetables are unchanged and, in spite of the fact that fresh vegetables are arriving freely, there appears to be an active demand for all varieties. Fruits, however, continue in light demand at irregular quotations. Wallace's kippered herrings and herrings in tomato sauce are reduced to $1.90 per dozen. Pilchards are down to $1.80 per dozen. Cascade sal-

mon, ones, are quoted at $1.45 per dozen and halves at $1 per dozen. Campbell's soups are now selling at $1.55 per dozen. Libby's marmalade 4s is offered at 75 cents each.

Salmon—		
Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska, reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Cohoe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	3 25	3 50
Do., ¼-lb. tins	....	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.	1 60	1 85
Peas, Standard, doz.	1 65	1 70
Beets, 2s, doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.	....	1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each	....	0 90
Black Currants, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Gooseberry, 4s, each	....	0 89
Do., 16 oz., doz.	....	4 10
Peach, 4s, each	....	3 75
Do., 16 oz., doz.	....	0 83
Red Currants, 16 oz., doz.	....	4 40
Do., 4s, each	....	0 94
Raspberries, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Strawberries, 16 oz., doz.	....	4 60

Dried Fruits Firm

Toronto.

DRIED FRUITS. — Practically the complete list of dried fruits are ruling firm. Prunes, apricots and peaches continue to be in strong demand for export to Europe, which is the main feature in holding this market. Spot quotations are firm and unchanged.

Candied Peels—		
Lemon	....	0 42
Orange	....	0 44
Citron	....	0 72
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 17
Do., Vostizza	....	0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 50
Dromedary, 3 doz. to case	....	7 00
Fard, per box aprox. 12 lbs.	....	3 25
Hallowee dates, per lb.	....	0 11
Figs—		
Smyrna layers, 4 Crown, lb.	0 30	0 32
Do., layers, 6 crown, lb.	0 36	0 38
Natural pulled, in bags	....	0 10½
Prunes—		
30-40s, 25s	....	0 20
40-50s, 25s	....	0 16
50-60s, 25s	....	0 13
60-70s, 25s	....	0 10
70-80s, 25s	....	0 09½
80-90s, 25s	....	0 09
90-100s, 25s	....	0 08
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 28½
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 28½
Valencia	....	0 23
Evaporated apples	0 14	0 15

No Change in Cereals

Toronto.

CEREALS.—There are no changes in cereals. The demand is very light at this season of the year.

	F.o.b.	Toronto
Barley, pearl, 98s	....	5 50
Barley, pot, 98s	....	4 75
Barley Flour, 98s	....	6 25
Buckwheat Flour, 98s	....	6 00
Cornmeal, Golden, 98s	....	2 75
Oatmeal, 98s	....	4 50
Corn Flour, 98s	....	3 75
Rye Flours, 98s	....	6 00
Rolled oats, 90s	....	3 15
Rolled Wheat, 100-lb. bbl.	....	6 75
Cracked Wheat, bag	....	5 00
Breakfast Food, No. 1	....	6 00
Do., No. 2	....	6 00
Rice Flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 50
Flaxseed, 98s	....	7 00
Peas, split, 98s	....	5 75
Marrowfat green peas	0 05¼	0 06
Graham flour, 98s	....	4 75
Whole Wheat Flour	....	4 85
Wheat Kernels, 98s	....	6 35
Farina, 98s	....	6 35

Lemons Are Higher

Toronto.

FRUITS. — Lemons, both California and Messinas are up 50 cents per case, the former now quoted at $5 to $5.25 and the latter at $4.75. Lemons are quite firm and higher prices are likely. Pineapples for this week's shipments are fairly heavy but after this lighter shipments are expected. Grapefruit is up 50 cents per case now, ranging from $6.50 to $7.50 per case.

Oranges, California Navels—		
126s	....	6 25
150s	....	6 25
176s	....	6 25
200s, 216s, 250s	5 50	6 25
Calif. Valencias, 126s, 150s, 176s	6 00	6 25
Do., 200s, 216s, 250s	....	6 25
Do., 288s, 324s	....	5 50
Grapefruit—		
54s, 64s	6 50	7 50
70s, 80s, 96s	6 50	7 50
Bananas, Port Limons	....	0 09
Lemons, Cal.	5 00	5 25
Do., Messinas	....	4 75
Apples—		
Winesaps, per box	3 25	3 75
Strawberries, pts.	....	....
Do., qts.	....	....
Pine apples, 18s, 24s, 30s, case	....	6 50
Do., 36s	....	6 00
Do., 42s, 48s	....	5 50
Watermelons, each	1 50	1 75

Honey Continues Quiet

Toronto.

HONEY.—The situation remains quiet and there does not appear to be any indication for improvement.

Honey, extracted, Ontario. No. 1, white clover, in 30 and 60-lb. tins	....	0 19
10-lb. tins, per lb.	....	0 20
5-lb. tins, per lm.	....	0 21

Nuts Hold Firm

Toronto.

NUTS.—With the exception of brazils the market remains in the same strong position that has been manifest for the past few weeks. Brazils are easy and lower.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	7 50
Cocoanut, unsweetened, lb.	....	0 30
Do., sweetened, lb.	....	0 35
Do., shred	....	0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 20	0 22
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 73	0 75
Do., Manchurian	....	0 58
Do., broken	....	0 43
Peanuts, Spanish, lb.	....	0 10
Brazil nuts, lb.	....	0 95
Pecans, lb.	....	1 40

Package Cereals Unchanged

Toronto.

PACKAGE GOODS. — Uncooked cereals are showing the effect of the warmer weather by cutting down the demand but on the other hand cooked cereals are showing more activity. Quotations are unchanged.

PACKAGE GOODS		
Rolled Oats, 20s, round, case	....	5 00
Do., 20s, square, case	....	5 00
Do., 18s, case	....	2 00
Do., Aluminum Prem., 20s	....	6 40
Corn Flakes, 36s, case	3 40	3 75
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 10⅝
Do., No. 2, lb. cartons	....	0 09⅛
Laundry Starch	....	0 08⅛
Do., in 1-lb. cartons	....	0 08⅞
Do., in 6-lb. wood boxes	....	0 08⅞
Do., in 6-lb. tin canisters	....	0 12⅝
Celluloid Starch, case	....	4 15
Potato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	5 75
Cornmeal, 24s	....	3 90
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Wheat Flakes, 24s	....	5 00
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 00
Buckwheat flour, 24s	....	3 50
Two-minute Oat Food, 24s	....	1 80
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 00
Do., pearl, case	....	3 00
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65
Puffed Rice Pancake Flour, 24s	....	2 90

Rices Show Firmness

Toronto.

RICES.—Local wholesalers report an increased demand for rice the past week which is attributed to the firmness of the primary markets. A recent dispatch from the South on the rice situation says: "The outstanding feature of the rice situation is the scarcity of offerings and the firmness of the market. During the past week the apparent shortage of stocks on hand at the Southern mills has stiffened the market and as a result prices have jumped. In the better grades there is little to be had. Actual export orders are going begging for lack of supplies, which is a situation seldom seen on the markets these days. Buyers have become so accustomed to being granted concessions from quoted prices that they are not prepared for the resistance presented by a stiff market and so are not inclined to place much confidence in advanced prices and scarcity of stocks."

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.	....	0 06½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	
Do., Simiu	0 11	0 12

Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08

No Change in Syrups

Toronto.

SYRUPS.—There are no changes in quotations. The market is quiet and fairly steady.

Corn Syrups—		
Barrels, about 700 lbs., yellow		0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case		4 60
Cases, 5-lb. tins, white, 1 doz. in case		5 90
Cases, 10-lb. tins, white, ½ doz. in case		5 60
Cases 2-lb. tins, yellow, 2 doz. in case		4 00
Cases, 5-lb. tins, yellow, 1 doz. in case		5 30
Cases, 10-lb. tins, yellow, ½ doz. in case		5 00
Cane Syrups—		
Barrels and half barrels, lb...		
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case		7 50
Molasses—		
Fancy, Barbadoes, barrels, gal		1 65
Choice Barbadoes, barrels		1 35
New Orleans, bbls., gal		0 56
Do., half bbls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes		7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes		10 75
Tins, 5-lb., 1 doz. to case, Barbadoes		8 95
Tins, 10-lb., ½ doze.n to case, Barbadoes		8 60
Tins, No. 2, baking grade, case 2 doz.		4 20
Tins, No. 3, baking grade, case of 2 doz.		5 50
Tins, No. 5, baking grade, case of 1 doz.		4 60
Tins, No. 10, baking grade, case of 1½ doz.		4 25
West Indies, 1½s, 48s	4 60	6 95

Spice Quotations Steady

Toronto.

SPICES. — Stocks continue light and quotations remain unchanged. The demand at this season is quiet.

Allspice	0 19	0 22
Cassia		0 26
Cinnamon		0 41
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure		0 50
Pastry		0 28
Pickling spices		0 19
Mace		0 75
Peppers, black		0 19
Do., white		0 31
Paprika, lb.	0 60	0 70
Chillies, lb.		0 60
Nutmegs, selects, whole, 100s		0 35
Do., 80s		0 45
Do., ground		0 35
Mustard seed, whole		0 25
Celery seed, whole		0 40
Coriander seed		0 18
Caraway seed, whole		0 30
Turmeric		0 30
Curry Powder		0 35
Cream of Tartar—		
French, pure		0 45
American high-test, bulk		0 45
2-oz. packages, doz.		1 25
4-oz. packages, doz.		2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Sugar Prices Irregular

Toronto.

SUGAR.—There is nothing of special interest to report in Canadian refined sugar. Refiners' prices are firmly maintained but there appears to be considerable price cutting by wholesale houses and some resales from house to house have been made. This state of affairs occasions great distrust and is looked upon with considerable disfavor by refiners who see no reason or justification for it. It is expected, however, that the surplus or distressed parcels that are on the market will soon be absorbed. Then afterwards with the improved demand that is expected, a healthier condition will prevail.

St. Lawrence, extra granulated, cwt.	10 84
Atlantic, extra granulated	10 84
Acadia Sugar Refinery, extra granulated	10 84
Dom. Sugar Refinery, extra granulated	10 84
Canada Sugar Refinery, granulated	10 84

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis,

New Japan Teas Lower

Toronto.

TEAS.—A recent cable from Japan states that the market for new crop Japan teas opened 25 to 30 per cent. lower than last year. The cable added that there was an active demand for home trade but little buying for export has been done. Ceylons and Indias continue in the same firm position.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Vegetables Unchanged

Toronto.

VEGETABLES.—Heavy shipments of vegetables are arriving daily but prices are practically unchanged during the week. Home grown asparagus is plentiful at $3 to $3.50 per 11-quart basket.

Cabbage		5 00
Onions, 75-lb. sack		1 00
Do., New Texas, crate		2 50
Potatoes, per bag	0 70	0 80
Mushrooms, 3-lb. crate		3 25
Cal. Head Lettuce, crate		7 50
Leaf Lettuce, doz.	0 35	0 40
Celery	5 50	6 50
Tomatoes, 6-bkt. crates	7 50	8 00
Pepper, per doz.		1 25
Parsley, per doz.		1 00
New Beets, hamper		2 50
New carrots, hamper		2 25
New spinach, bushel		1 75
Asparagus, local 2 doz. bunches to basket	3 00	3 50
Green Peas, hamper		5 50
Wax and green beans, hamper		6 00
Cucumbers, hamper	8 50	10 00
Do., Hothouse, 11-qt. bkt.		
New Potatoes, Floridas, bbl.	7 00	7 50
Green Onions, per dozen	0 30	0 35

WINNIPEG MARKETS

WINNIPEG, May 27.—The grocery market in general is steady with merchants buying only for immediate requirements. Canned pineapples have strengthened up as packers' stocks are practically exhausted. Rolled oats are showing a firmer tone. The coffee market is dull. The better grades of tea are meeting with a steady demand. The spice market is showing more activity, both black and white pepper showing a firmer tendency. Due to the scarcity of Jamaica ginger the market is firm. Prunes and apricots continue firm as foreign buyers are buying more of these lines. The nut market continues in a strong position. Rice is firmer. There is an active demand for fresh fruits and vegetables.

Canned Goods Unchanged

Winnipeg.

CANNED GOODS.—The canned goods market records no special developments, business being the same in character and volume as recently. The pineapple situation has strengthened up and surplus supplies have changed hands freely. Packers' stocks are practically exhausted.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		2 80
Do., ½s, 4 doz. case, doz.		4 55
Oysters, 1s, 4 oz., 4 doz. case, cs.		8 60
Pilchards, 1s, tall, 4 doz. case, case		7 35
Do., ½s, flat, 8 doz. case, case		10 00
Salmon—	per case	
Sockeye, 1s, tall, 4 doz. case		22 00
Do., ½s flat, 8 doz. in case		23 75
Red Spring, 1s, tall, 4 doz. case		14 75
Do., ½s, flat, 8 doz. case		16 50
Cohoe, 1s, tall, 4 doz. case		16 75
Do., ½s flat, 8 doz. case		18 25
Pink, 1s, tall, 4 doz. case		7 00
Do., ½s, flat, 8 doz. case		8 50
Humpback, 1s, tall, 4 doz. case		6 00
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case.	2 90	3 35
Blueberries, 2s, 2 doz. case		7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	6 75	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case		5 00
Do., Lombard, light syrup, 2s, 2 doz. case		4 65
Do., heavy syrup, 2s, 2 doz. case		5 95
Raspberries, 2s, 2 doz. case	10 25	10 75
Strawberries, 2s, 2 doz. case	9 00	9 75
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case		13 65
Peaches, 2½s, 2 doz. case		12 60
Do., sliced, 1s, 4 doz. case		14 50
Do., halved, 1s, 4 doz. case		14 50
Do., 2s, 2 doz. case		9 75
Pears, 1s, 4 doz. case		16 25
Pineapples, sliced, 2s, 2 doz. case		8 00
CANNED VEGETABLES		
Asparagus, Tips, 1s, tins, 4 doz. case, per doz.		4 75
Beans, Golden Wax, 1s, doz. cs.		4 75
Beans, Refugee, 2s, 2 doz. case		4 75
Corn, 2s, 2 doz. case	3 30	4 00
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2-½s, 2 doz. case		7 00
Pumpkins, 2-½s, 2 doz. case		3 00
Sauer Kraut, 2-½s, 2 doz. case		4 90
Spaghetti, 2 doz. case		2 15
Tomatoes, 2½s, 2 doz, case	3 60	3 85
Spinach, 2-½s, 2 doz. case	6 75	7 25

Rolled Oats Higher

Winnipeg.

CEREALS. — The only change this week in bulk cereals is the advance in

price of rolled oats. Rolled oats 80s are quoted at $2.60 per bag.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons..	4 75	6 00
Do., 86s, case, square pkts.....	....	4 85
Do., 18s, case	....	2 40
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case...	....	3 80
Puffed Wheat, 3 doz. case, case..	....	4 40
Puffed Rice, 3 doz. case, case	....	5 70
Grape Nuts, 2 doz. case, per case	....	8 83
Package Peas, 3 doz. case, case..	....	3 00
Cream of Wheat, 3 doz. case, case.	....	9 00
BULK CEREALS		
Rolled Oats, 80s, per bag	....	2 60
Do., 40s, per bag	....	1 37
Do., 20s, per bag	....	0 72
Do., 10-8s, per bale	....	3 45
Do., 15-6s, per bale	....	4 00
Oatmeal, 98s, gran., or stand., bag	....	3 50
Wheat Granules, 98s, per bag.	....	6 00
Do., 16-6s, per bale	....	6 75
Peas, whole, green, 100-lb. bag, per bush.	....	3 80
Do., split, yellow, 98s, per bag	....	7 90
Do., split, yellow, 49s, per bag	....	4 00
Do., 24s, per bag	....	0 76
Do., 10-10s, per bale	....	3 65
Buckwheat grits, whole, 98-lb. bags, per bag	8 25	8 50
Beans, 100-lb. bags, per bushel..	3(40	3 60
Lima Beans, 100-lb. bags, per lb.	0 10½	0 12

Coffee Market Dull

Winnipeg.

COFFEE.—There is no change in the coffee situation and the market is reported dull. Rio coffee has a tendency for slightly higher prices.

COFFEE—		
Rio, lb.	0 18½	0 19½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 27	0 29

Fine Teas Firm

Winnipeg.

TEA.—Reports from the primary market state that the better grades of tea are held with confidence and are meeting with a steady demand.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoes, first quality	0 40	0 45
Do., second quality	0 35	0 40
Broken Pekoe, first quality ..	0 42	0 48
Broken Orange Pekoe, 1st qual.	0 50	0 60
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

Jamaica Ginger Firm

Winnipeg.

SPICES.—The spice market is moderately active. Black pepper is strong with a rising tendency. White pepper also is scarce and firm. Jamaica ginger is in demand and firm. Stocks of cloves on spot are small and prices remain unchanged.

Allspice Jamaica, best quality, lb.	....	0 25
Cassia, Batavia, per lb.	....	0 35
Do., China, per lb.	....	0 25
Chillies, per lb.	....	0 55
Do., No. 1, per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 85
Do., No. 10, carton, doz.	....	1 00
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1.	....	0 65
Do., Jamaica, No. 2	....	0 40
Do., Japan or Africa, lb.	....	0 30
Mace, extra bright Penang, lb...	....	0 80
Nutmegs, extra large brown, 70 to lb., per lb.	....	0 70
Do., large brown, 85 to lb., lb.	....	0 40
Do., med. brown, 110 to lb., lb.	....	0 33
Do., carton of six, per doz. ...	....	0 80
Pepper, black, Singapore ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb. pkg., per doz...	....	1 00
Do., bulk, No. 1, per lb.	....	0 28
GROUND SPICE		
Allspice, bulk, per lb.	....	0 25
Do., No. 2, per lb.	....	0 25
Do., 2 oz. cartons	....	0 80
Do., 4 oz. cartons	....	1 20
Cassia, No. 1, bulk, per lb. ...	....	0 30
Do., No. 2, bulk, per lb. ...	....	0 25
Do., No. 1, 2 oz. cartons	....	1 00
Do., No. 1, 4 oz. cartons	....	1 50
Cinnamon, bulk, per lb.	....	0 45
Do., 2 oz. cartons	....	1 15
Cloves, bulk, per lb.	....	0 65
Do., 2 oz., cartons	....	1 45
Do., 4 oz. cartons	....	2 00
Do., 4 oz. cartons	....	1 75

Sugar Unchanged

Winnipeg.

SUGAR.—The raw sugar market continues steady with no change in refiners' prices.

Extra granulated, bags, 100 lbs. .	....	12 00
Do., gunnies, 5/20 lbs.	....	12 40
Do., gunnies, 10/10 lbs.	....	12 50
Do., cartons, 20/5 lbs.	....	12 60
Do., cartons, 50/2 lbs.	....	12 75
Yellow, No. 1 light, bags, 100 lbs.	....	11 60
Do., golden, bags, 100 lbs. ...	....	11 50
Powdered Sugar, bbls.	....	12 10
Do., boxes, 50 lbs.	....	12 30
Do., boxes, 25 lbs.	....	12 50
Icing, barrels	....	12 25
Do., boxes, 50 lbs.	....	12 40
Do., boxes, 25 lbs.	....	12 60
LUMP SUGAR—		
Soft Lumps, boxes, 100 lbs...	....	12 70
Do., boxes, 50 lbs.	....	12 80
Do., 25 lbs.	....	13 00
Do., cases, 20 cartons	....	13 75
Do., cases, 40 half cartons..	....	14 50
Small Lump, boxes, 100 lbs. ..	....	12 60
Do., boxes, 50 lbs.	....	12 70
Do., boxes, 25 lbs.	....	12 90
Do., cartons, 50/2 lbs.	....	14 00
Hard Lump Sugar, barrels...	....	12 90
Do., boxes, 100 lbs.	....	12 90
Do., boxes, 50 lbs.	....	13 00
Do., boxes, 25 lbs.	....	13 15

Apricots Are Firm

Winnipeg.

DRIED FRUITS.—Both prunes and apricots continue to maintain their recently acquired activity. Export inquiries for these lines are reported to have increased slightly and they are attributed to the recent betterment of foreign exchange which has enabled foreign buyers to secure more goods. However, the trade feels that it will be some time before buyers will be able to buy in large volume as there are still a number of problems to be settled in the foreign trade situation.

DRIED FRUIT		
Evaporated Apples, per lb.....	....	0 14
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.	....	0 12½
Do., pkge., 3 doz. case, lb.....	....	0 15¾
Figs, Spanish, per lb.	....	0 15
Do., Smyrna, per lb.	....	0 23
Do., black, cartons, per carton	....	1 00
Loganberries, 4 doz. case, pkt....	....	0 30
Peaches, standard, per lb.	0 20	0 21
Do., choice, per lb. 0 23		0 24
Do., fancy, per lb.	0 24	0 25
Do., Cal., in cartons, per carton	....	1 10
Do., unpitted, per lb.	....	0 12
Pears, extra choice, per lb.	....	0 25
Do., Cal., cartons, per carton	....	1 68
Prunes—		
30-40s, 25s, per lb.	....	0 19
40-50s, 25s, per lb.	....	0 17
50-60s, 25s, per lb.	....	0 14
60-70s, 25s, per lb.	....	0 12¼
70-80s, 25s, per lb.	....	0 10¾
80-90s, 25s, per lb.	....	0 09¾
90-100s, 25s, per lb.	....	0 08½
In 5-lb. cartons, per carton..	....	0 60
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case, per pkg.	....	0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.	....	0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.	....	0 23
Choice seeded, 11 oz., 4 doz. to case, per pkg.	....	0 22½
Cal., bulk, seeded, 25-lb. boxes	....	0 27
Do., pkt. seedless, 11 ozs., 3 doz. to case, per lb.	....	0 22
Do., bulk, seedless, 25-lb. boxes, per lb.	....	0 27
Pears, extra choice, per lb.....	....	0 30
Apricots, choice, 25s, lb.	....	0 32
Do., 10s, lb.	....	0 34
Do., Standard, 25s, lb.	....	0 28
Do.,, choice, 10s, lb.	....	0 30
Do., fancy, 25s, lb.	....	0 36
Do., fancy, 10s, lb.	....	0 38

Flour Firm But Quiet

Winnipeg.

FLOUR.—The flour market is holding firm but merchants are buying only for immediate requirements.

FLOUR—		
98-lb. sacks	....	5 32½
Two 49-lb. sacks	....	5 40
Four, 24-lb. sacks	....	5 70

Walnuts Continue Upward

Winnipeg.

NUTS.—Shelled walnuts continue to show an upward tendency. Bordeaux halves are quoted at 75 cents per pound. The California walnut crop has recently been damaged by frost and the loss is estimated between 10 and 15 per cent. Almonds are in a strong position with no changes in quotations on spot. Shelled pecans are practically unobtainable. The peanut market is showing a firmer tone.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, per lb.	....	0 12½
Pecans, per lb.	....	1 40
Walnuts, per lb.	....	0 75
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb	....	0 25
Walnuts, per lb.	....	0 25
Almonds, per lb.	....	0 25
Brazils, per lb.	....	0 25
Pecans, per lb.	....	0 28
Cocoanuts, per doz.	....	1 50
Cocoanuts, per sack	....	11 00

Jams Show Strength

Winnipeg.

JAMS.—There is a local report that jam manufacturers are considering an advance of six cents per tin on this line. The jam situation will likely show considerable improvement in the near future if this advance goes through.

Eastern		
Strawberry, 4s, per tin	....	0 86
Black Currant, 4s, per tin.....	....	0 86
Raspberry, 4s, per tin	....	0 86
Apricots, 4s, per tin	....	0 80
Cherry, 4s, per tin	....	0 80
Peach, 4s, per tin	....	0 80
Compound (all flavors), 4s, tin.	0 53	0 58
Western.		
Strawberry, 4s, per tin	....	0 95
Black Currant, 4s, per tin	....	0 95
Raspberry, 4s, per tin	....	0 95
Apricot, 4s, per tin	....	0 90
Cherry, 4s, per tin	....	0 90
Peach, 4s, per tin	....	0 90

Corn Syrup Unchanged

Winnipeg.

SYRUP.—There is no change in quotations on corn and cane syrup. A fair amount of business is being done, although most buyers seem to be interested only in supplying their current requirements.

CANE SYRUP—		
No. 2s	....	7 30
No. 5s	....	8 40
No. 10s	....	7 85
No. 20s	....	7 65
CORN SYRUP—		

Cases, 2-lb. tins, white, 2 doz. in case	....	4 90
Cases, 5-lb. tins, white, 1 doz. in case	....	6 25
Cases, 10-lb. tins, white, ½ doz. in case	....	6 00
Cases, 20-lb. tins, white, ¼ doz. in case	....	6 00
Cases, 2-lb. tins, yellow, 2 doz. in case	....	4 30
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 65
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 40
Cases, 20-lb. tins, yellow, ¼ doz. in case	....	5 40
MAPLE SYRUP—		
Pure, 2½s, tins, case of 2 doz.	....	24 85
Pure, 5s, per case of 1 doz.	....	22 65
Pure, 10s, per case of ½ doz.	....	21 05
TABLE SYRUP—		
Maple flavor, 2½s, tins, per case of 2 doz.	....	13 75
Do., 2s, tins, per case of 1 doz.	....	12 00
Do., 1s, tins, case of ½ doz.	....	11 50
MOLASSES, BARBADOES—		
2-lb. tins, 2 doz. case	....	8 30
3-lb. tins, 2 doz. case	....	11 70
5-lb. tins, 1 doz. case	....	9 50
10-lb. tins, ½ doz. case	....	9 20
Molasses quotations subject to 5% discount.		
MOLASSES, BLACKSTRAP—		
1½s, 4 doz. in case	....	4 80
2s, 4 doz. in case	....	4 40
2½s, 4 doz. in case	....	4 10
5s, 4 doz. in case	....	4 10
10s, 4 doz. in case	....	4 05

No Change in Starch

Winnipeg.

STARCH.—There is no change in quotations on starch.

Cornstarch, 1-lb. pkgs., per lb.	....	0 09⅛
Do., No. 1 quality, per lb.	....	0 10⅝
Gloss, 1-lb. pkgs., per lb.	....	0 10⅞
Celluloid, 1-lb. pkgs., per case	....	4 30

Rice Market Firmer

Winnipeg.

RICE.—The rice market is reported as showing a healthier sign with a general tendency towards improvement due the recent stiffening in Southern points. Siam advanced one-half cent per pound and is quoted at 6 cents per pound in 100-pound bags. Sago is firmer while tapioca shows no change.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	0 07¾
Do., 50-lb. sacks, lb.	....	0 08
Siam, 100-lb. bags	....	0 06
Do., 50-lb. bags	....	0 06¼
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 09
Do., in less quantities, lb.	....	0 09¼
Tapioca, pearl, per lb.	....	0 07¾

Watermelons Arrive

Winnipeg.

FRUITS.—The first car of watermelons has arrived and are quoted at 10 cents per pound. California cherries are in good demand at $6 per case. Missouri strawberries are now on the market and are quoted at $10 per case. Pineapples are arriving in heavy shipments and are selling freely at $7.50 per case. Bananas advanced one-half cent per pound and are selling at 12 cents. Grapefruit, due to the new rate of duty, is quoted at $9 per case.

ORANGES, Navels—		
126s, per case	....	7 00
150s, per case	....	6 50
176s-200s, per case	....	6 00
216s, per case	....	5 50
250s, 288s, 324s, 260s, per case	....	5 00
Lemons, Cal., per case	5 75	6 50
Grape Fruit, Porto Rico—		
64s, 80s, per case	....	9 00
Do., Florida, 64s, 70s, 96s, case	....	9 00
Bananas, per lb.	....	0 12
APPLES—		
Winesap, 138s and larger, case	....	4 25
153s, 163s, per case	....	3 75
173s, 188s, per case	....	3 50
216s, per case	....	3 00
Delicious, small sizes, per case	....	4 50
Pineapple, 30s, per case	....	8 00
Strawberries, qts., per case	....	10 00

Cabbages Are Higher

Winnipeg.

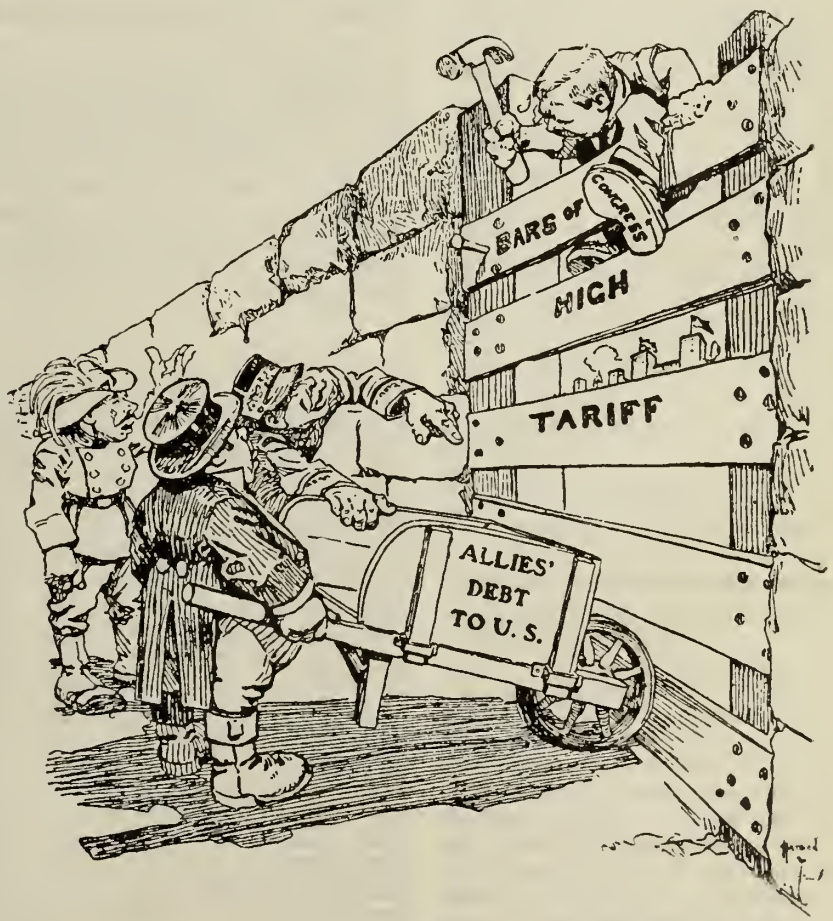
VEGETABLES.—There is a good supply of fresh vegetables on the market with a good demand for all lines. Cabbage has shown an advance of 2 cents per pound and is quoted at 9 cents. Valencia onions advanced 50 cents and are now quoted at $7 per case. Potatoes have shown a slight decline and are being offered at 85 to 90 cents per bushel.

Rhubarb—Walla Walla, per case	....	3 75
Asparagus, per case	....	5 00
Spinach, per case	....	2 00
Cabbage, by the crate, per lb.	....	0 09
Do., broken lots, per lb.	....	0 09½
Head Lettuce, per case	....	7 50
Do., per dozen	....	2 00
Leaf Lettuce, per dozen	....	0 65
Radishes, per doz.	....	0 65
Green Onions, per doz.	....	0 60
Cucumbers, Davids' hoth'se, doz.	....	3 50
Tomatoes, Mexican, per lug	....	6 00
Onions, Valencia, per case	....	7 00
Do., New Texas, Bermudas, crt.	....	3 00
Do., B.C., per sack	....	2 00
New Carrots, Beets and Parsnips, per lb.	....	0 06
Potatoes, per bushel	....	0 90
Do., 25 bush. lots, per bush.	....	0 85

Foreign Trade of Germany Is On The Increase

The foreign trade of Germany, to which the London conference gave much attention in its discussions and plans, apparently amounted, says a statement by the National City Bank of New York, to nearly or perhaps quite $2,000,000,000 in the calendar year 1920, as against about $5,000,000,000 in the year prior to the war, though the ratio of "total values" of 1920 compared with those of 1913 does not, of course, indicate a corresponding ratio in quantity, since prices of 1920 were much higher than those of 1913.

This estimate of approximately $2,000,000,000 as the total foreign trade of Germany with 60,000,000 population in 1920, as against $5,000,000,000 with 67,000,000 population prior to the war, is necessarily based upon the trade figures of the countries buying from or selling to her, since her own trade figures at the present time are not only fragmentary, but stated in units of a depreciated and constantly fluctuating currency.



—N.Y. "Evening Post."

Illustrating the idea of a growing realization in the United States that tariff walls can be built too high.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., May 25. — Creamery butter dropped five cents per pound, now quoted at 35 cents, and dairy is also lower at 25 to 30 cents. Local cheese is easier at 22 to 24 cents, and Ontario at 25 to 29 cents per pound. Cooked hams, bacon and smoked hams declined one cent per pound. Eggs are lower at $8.00 per case. Manchurian shelled walnuts halves are selling at 42 to 45 cents per pound. Jams, fours, are firm at $10.75. Flour advanced 30 cents per barrel. First express shipment cantaloupes, apricots, peaches and watermelons arrived during the week.

Beans, B.C., per hundred	4 75	5 50
Rolled oats, 80s	....	2 50
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.	....	12 77
Cheese, No. 1, Ont., large	0 25	0 29
Alberta cheese, twins	....	0 26
Do., large	0 22	0 24
Butter, creamery, lb.	....	0 35
Do., dairy, lb.	0 25	0 30
Lard, pure, 3s	11 40	11 75
Eggs, new laid, local, case	....	8 00
Tomatoes, 2½s	3 95	4 25
Corn, 2s, case	3 25	4 85
Peas, 2s, standard, case	3 90	4 10
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 15½
Do., 25s, lb.	0 14½	0 16½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 08½
Do., 70-80s	0 08½	0 11
Do., 60-70s	0 12	0 12¾
Potatoes, local ton	25 00	28 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N.B., May 25.—While prices of butter, eggs and potatoes showed a decided drop, fruit prices are much firmer, Pure lard declined 1½ cents per pound, and compound one-quarter cent. Fresh eggs are quoted at 27 to 30 cents per dozen, a drop of six cents per dozen. Creamery butter declined to 33 to 36 cents; dairy, 30 to 33 cents, and tub is now quoted at 28 to 30 cents. Potatoes are lower at $1.25 to $1.75. Lemons advanced 50 cents per case. Bananas are helf cent per pound higher and grapefruit advanced to $9.00 and $9.50 per case.

Cornmeal, gran., bags	....	3 50
Do., ordinary	....	2 45
Rolled oats	....	8 50
Rice, Siam, per 100 lbs.	7 00	7 50
Tapioca, 100 lbs.	8 00	10 00
Molasses	....	0 70
Sugar—		
Standard, granulated	....	10 70
No. 1, yellow	....	10 20
Cheese, new, twins	0 23	0 24
Eggs, fresh, doz.	0 27	0 30
Lard, pure, lb.	0 15¾	0 16
Do., compound	0 13¼	0 13½
American clear pork	31 00	33 00
Tomatoes, 2½s, standard case	....	3 80
Beef, corned, 1s	....	4 00
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	0 33	0 36
Do., dairy	0 30	0 33
Do., tub	0 28	0 30
Potatoes, per bbl.	1 25	1 75
Corn, 2s, standard, case	....	3 30
Peas, standard, case	....	3 60
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	6 50	7 00
Oranges, California	6 00	7 00
Bananas, lb.	0 10½	0 11
Grapefruit, case	9 00	9 50

Nova Scotia Markets

FROM HALIFAX, BY WIRE

Halifax, N.S., May 25.—A car of California oranges arrived during the week and are slightly higher than former shipments, being quoted at $7.00 per case for all sizes. Creamery butter made a further drop of two cents per pound, bringing the price to 30 cents. Cheese is also down. Lard, both pure and compound, shows a decided reduction, the former quoted at 16 cents and the latter at 14 cents.

Flour, No. 1 patents, bbl.	....	11 00
Cornmeal, bags	....	2 75
Rolled oats, per bag	....	3 95
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.	....	10 00
Sugar, standard, granulated	....	10 70
Do., No. 1, yellow	....	10 20
Molasses, gal.	....	0 73
Cheese, Ont., twins	....	0 23
Eggs, fresh, doz.	....	0 28
Lard, compound	....	0 14
Do., pure, lb.	....	0 16
American clear pork, per bbl.	....	35 00
Tomatoes, 2½s, standard, doz.	....	1 90
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 38
Do., aver. 12-18 lbs.	....	0 38
Do., aver. 18-25 lbs.	....	0 37
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 30
Do., dairy	....	0 25
Raspberries, 2s, Ont., doz.	....	4 00
Peaches, 2s, standard, doz.	....	3 45
Corn, 2s, standard, doz.	....	1 65
Peas, standard, doz.	....	1 80
Strawberries, 2s, Ont., doz.	....	4 00
Salmon, Red Spring, flats, cases.	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 15
Dried Peaches, per lb.	....	0 29
Potatoes, Natives, 90-lb. bag	....	1 15
Onions, Bermuda, case	....	3 00
Beans, white	....	3 65
Do., yellow eye	....	3 50
Bananas, lb.	0 09½	0 10½
Lemons, Cal.	....	6 00
Oranges, all sizes	....	7 00
Grapefruit, Florida, case	....	8 50
Do., Jamaica	....	7 00
Oats, per bushel	....	0 92

Some Recipes For The Grocer Who Is Selling Ice Cream

Jacqueminot

Two ounces rose syrup, eight ounces milk, one-half glassful shaved or cracked ice, white of one egg. Shake well, strain into a twelve-ounce glass, and fill the latter with the fine stream of carbonated water.

* * *

Grape Highball

Put a generous ladleful of cracked ice in phosphate glass. Add an ounce of grape juice and fill glass with ginger ale. Stir briskly and serve.

* * *

Banana Bridge Sundae

Place two cones of banana ice cream on a banana split dish, pour raspberry fruit over the cream, then lay a nabisco wafer so that each end rests on a cone of cream, forming a bridge. Put whipped cream over the nabisco and sprinkle nuts on it to represent the road. Take half of a small banana, which is curved at one end, and place it under the wafer to represent the arch of a bridge.

* * *

Volcano Sundae

Place a cone-shaped scoop of chocolate ice cream in an ordinary sundae dish with a spoonful of whipped cream or mallow dressing on the peak of the cone. Sprinkle shredded cocoanut and fine chopped almonds on the whipped cream. Top with a small Maraschino cherry.

* * *

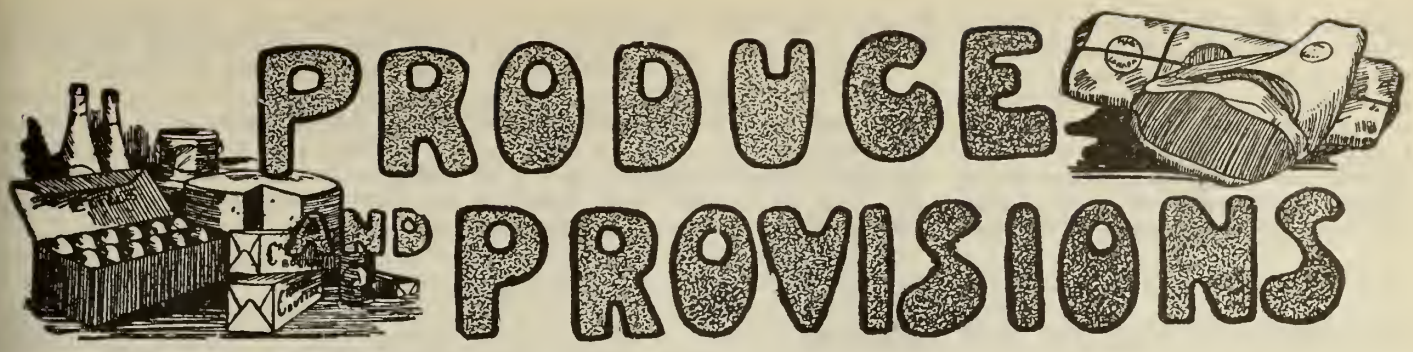
Cherryade

Put two ounces of cherry syrup in a lemonade glass half filled with crushed ice. Fill with carbonated water, coarse stream. Add a few fresh cherries pitted, and serve with a straw and a spoon.

* * *

Egg Nutrine

Break an egg in a mixing glass. Add an ounce of raspberry syrup, two ounces of sweet cream and plenty of shaved ice. Mix well, strain, transfer to a ten-ounce glass, add just a dash of fine stream. Serve with two nabisco wafers.



Is Selling Eggs by Weight a Good Plan?

J. M. Gibbs, Parkhill, Ont., Believes That if a Basis of Weight Was Generally Followed it Would Simplify Both Buying and Selling—Eggs for Export are Practically All Sold by Weight —How Produce Men View the Idea

"I WOULD like to see eggs sold by weight," stated J. T. Graham, manager of the grocery department of J. M. Gibbs, Parkhill, Ont. "It would certainly simplify both the buying and the selling. In buying all that would be necessary would be to weigh the basket or box of eggs and deduct the weight of the container and pay at the rate per pound."

Mr. Graham was counting out a basket of eggs that had just arrived from a customer in the country, when a Canadian Grocer representative was in the store, and to demonstrate his argument he picked out six eggs from the basket, placing them on the scale and they weighed one and one-half pounds. Picking another half dozen out from the same basket, these weighed nine ounces.

All Small Eggs at Times

"There is another reason for selling eggs by weight. Sometimes we receive a basket containing all small eggs," continued Mr. Graham. "We also have some customers who bring us all large ones, claiming they keep the small ones at home for their own use. The difference in the size of the eggs is a matter of the variety of hens kept by the farmer, some chickens producing large eggs and other kinds small ones.

"Another side, too, in favor of buying and selling eggs by weight lies in the fact that a customer very often brings a basket of eggs, and says there are so many dozen, but upon counting them out we find that the count is short. We cannot argue with a customer, so in consequence we must pay them for the number that they say is in the basket or otherwise take the chance of losing a customer. With weighing, there is no possible chance of errors or over paying of this nature."

"What about the time? Don't you think it would take longer to weigh the eggs every time a customer purchased them than by the present method of counting them into the bag?" asked Canadian Grocer.

"There would be practically no difference," replied Mr. Graham. "In fact I believe it would not take as long. But the main point to my mind is that there would be no picking and choosing all the large eggs by the customers when buying. Every person would get a square deal and eggs, no matter what the size, would be worth an equal value."

This argument opens up an interesting subject and one that spasmodically has been up for discussion by various merchants. There are some merchants, however, who do not believe it is a good plan to sell eggs by weight, believing that the present plan cannot be improved, and to change it would only add another difficulty to the grocer's burden.

Eggs for Export Sold by Weight

"I cannot see where there would be any benefit in buying and selling eggs by weight," stated James T. Madden, secretary of the Canadian Produce Association, Toronto. "At the present time eggs for export are practically sold by weight, as every case graded number one must contain not less than 47 pounds net, and also to be of a certain standard in regard to condition and appearance of the shell. They must be clean. The size of the egg is not the most important thing. Take in the early spring, the most important point from the consumer's side is whether they are fresh, and they will buy a small egg in preference to the large one, if the smaller is the fresher. Then during the early spring months, when the pullets commence to lay, the eggs are always small. I have seen large eggs that would not weigh as much as a smaller one, simply because that big egg had a large air space at one end and the contents were thin and watery. What we do need is strict laws in regard to grading for quality and some method to get eggs quicker from the producer — that is gathered carefully every day and not held in farmers' homes, where they are subject to various changes of temperature."

Has Its Disadvantages

"Handling eggs by weight no doubt would have its advantages, but I am afraid that the disadvantages would outweigh the advantages," stated C. A. Mann, of C. A. Mann & Co., London, Ont. "I believe eggs should be sold retail by weight, or at least could be sold retail to advantage, but in a wholesale way it would be very hard to do so as you know eggs are handled on a very small margin, and I cannot figure how the dealers could pay by weight. It would necessitate transferring each shipment, whereas at the present time this is not done. It might be quite possible for the retailer as he has the advantage of paying according to what they get."

Believes the Time Will Come

"We are quite in sympathy with the idea of selling eggs by weight and believe it the proper method," stated H. S. Sims, manager produce department of Gunns, Ltd., Toronto. "This matter has been taken up at various meetings of the Produce Association, but up to date nothing has been done in that direction. This matter has come up time and time again and always ends in the same old way of selling by the dozen, and we cannot see, just at the present time, what we can do to get away from this. We believe the time will come when eggs will be sold by weight, but that time is not the near future."

Like to See It Tried

"We are inclined to agree with the merchants who are in favor of selling eggs by weight," stated W. G. Jackson, manager of produce department, Harris Abattoir Co., Ltd., Toronto. "It certainly would be preferable to buy eggs by weight if it can be worked out on a practical basis. I have often wished that this method be given a trial."

The Idea Is Feasible

"It is feasible to sell eggs by weight,"

said Mr. White, 2935 Granville Street, Vancouver, B.C. "I don't know whether a poultry man can produce more small eggs than big ones from the same quantity of poultry food, but it would seem logical that he could. The way eggs are sold now it puts a premium on the production of small eggs. A poultry man would gain by killing off the hens laying large eggs and eating large meals.

"At the present time," continued Mr. White, "I am getting 5 cents a dozen higher than the market on eggs, but if you look again you will see that my eggs are unusually large." It was a fact. "I have these eggs specially chosen for me by the wholesaler that supplies me. They are extra selected eggs. They give excellent satisfaction and I get what they are worth."

Another article giving views of merchants and produce men on the subject of handling eggs by weight will appear in an early issue. Canadian Grocer will be glad to hear from readers on this subject.

Methods of Caring For Cheese And Milk to Keep Them Fresh

Ideas in This Regard That Are Being Followed By C. Pike, 3rd Avenue and St. Stephens Street, Vancouver—Also Offers 5 Per Cent. Discount For Cash and Carry

By Special Correspondent Canadian Grocer

VANCOUVER, May 25.—C. Pike, 3rd Avenue at Stephens Street, Vancouver, always keeps his split cheese in original condition. Here is how it is done:

"When a grocer splits a cheese," says Mr. Pike, "he naturally exposes the new surface to the air, which in time hardens the cheese and impairs its condition. I have found that the nearest approach I can make to the manner in which a cheese is sealed when it leaves the factory is as follows:

"Rub the face of the cheese over with lard, leaving a thin film over the new face of the cheese. Now take a waxed paper wrapper from a corn flakes box, open it out and flatten it on to the cheese, trimming off the edges. You will find that in this way your cheese will be kept in original condition until the last pound is sold. When you split your next cheese, treat both halves like this and you will be well pleased, as I was, at the improved keeping qualities. When cutting up a cheese in the machine I always cover one surface like I do the face of it, and put a piece of waxed paper on the fresh surface exposed at each cutting.

Milk Is Kept Fresh

"More especially during the warm weather, whether you have an ice chest or not, you will find the following helpful in keeping your bottled milk in good condition. When you put your fresh milk away, pour into the top of each bottle a couple of tablespoonfuls of water. This will lie on top of the paper cap, keeping it moist. When moist the cap fits tight on to the bottle and keeps your milk protected by a hermetic seal, as is intended."

Mr. Pike does a large business by telephone and also seems to have a large trade with children. A kindly, patient manner with children and you've gone a long way towards influencing the neighborhood trade to "Pike's Good Grocery."

Discount for Cash

It is of interest to note in connection with Pike's grocery that a 5 per cent. discount is given for cash and carry. As stated in Mr. Pike's "Reminder," a card listing all groceries, which is perforated to hang near the phone: "Five cents on the dollar (5 per cent.) off every purchase of a dollar's worth, or over, if paid for and taken away at one time."

One other phrase on the card caught Canadian Grocer's attention: "I like dogs, but I like them best outside, because they are poor judges of groceries inside."

Mr. Pike recently contributed an interesting article to Canadian Grocer on "Taxation," to which subject Mr. Pike has given a great deal of study.

Consumption of "Soft Stuff" One Dollar Per Capita

Ottawa, May 16.—The aerated water industry in Canada is more important than many persons imagine. The per capita consumption of the "soft stuff" runs well over $1 per capita per annum, estimated on the basis of retail prices. The total investment is shown as $6,645,803 in 1919, according to the report of the Dominion Bureau of Statistics covering the operations during that period. The number of employees is 1,850 men and boys and 184 women and girls, with a total annual payroll of $1,575,339. Fuel consumption was $52,011 of Canadian origin and $36,453 of foreign origin.

It will be interesting for those unfamiliar with the manufacture of temperance drinks to learn the ingredients. The total cost of materials was $3,385,583, itemized as follows:

Materials.	Quantity.	Value.
Sugar, lbs.	11,511,896	$1,349,234
Saccharin, lbs.	4,174	27,766
Citric acid, lbs.	58,409	44,201
Tartaric acid, lbs.	34,348	29,306
Carbon dioxide gas (by cylinders), lbs.	1,491,470	125,777
Alcohol, proof gals.	5,006	42,166
Beer (any strength), gals.	665,774	332,342
Cider (fermented or not), gals.	198,035	51,668
Syrups and fruit juices, gals.	56,220	86,798
Flavoring extracts and essential oils	13,322	142,277
Aniline dyes and other colors	.....	20,279
Containers, labels, etc.	.....	88,808
All other materials	.....	245,681

The value of products was $7,366,759 (selling value at the factory or works). Temperance beer was valued at $583,972; natural mineral water, $290,484; coca-cola at $1,569,837; cider, $247,926; soda water and aerated water, $2,613,629; other carbonated beverages (non-alcoholic), $1,469,297; syrups and fruit juices, $180,927; vinegar, $2,358.

SASKATCHEWAN R.M.A. WILL HAVE A BIG PROGRAM

(Continued from page 30)

5.00—Election of officers. Adjournment.

Thursday Evening, June 16

8.00—Public meeting:

Address by Prof. W. W. Swanson, University of Saskatchewan. Subject: The contribution of the retail merchant to the community.

Moving picture showing national industries. (Supplied by the Department of Trade and Commerce.)

During the three days' convention, the Department of Agriculture, Ottawa, will demonstrate egg candling methods to all interested delegates.

Hangs Thermometer Outside His Store

A summer idea that created sales in soft drinks was carried out by a grocer in an Alberta town last year and it proved effective in its originality. This grocer hung a large thermometer outside his store. When a hot spell was anticipated or prevailing, the weather forecasts being received from the daily weather reports, he had a large red arrow pointed to, say, 98 to 100.

The sign would read:—

"When the thermometer reaches this point we will sell ginger ale at $2 per case. A glass of sparkling ginger ale will refresh you."

In the winter months the merchant used the same idea to sell soups.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, May 25.—There is a steadier feeling throughout the produce market except on hogs and cheese. Prices on eggs and butter are unchanged with a firmer tone and a good demand for supplies. The export market for butter shows improvement which tends to strengthen up prices. The supply of eggs is plentiful but the consumption and demand shows a marked increase. The cheese market is weak with a drop in prices, principally on account of the lack of activity in the export market. New cheese is now selling at 19 cents a pound wholesale. Hogs are lower in price, having dropped one cent a pound. Dressed pork is also lower in price but smoked and cooked meats have been steady under a good demand. Smoked meats, however, seem to have a weaker tendency, and dealers are looking for easier prices. There is no change in fish prices and the supply is sufficient to meet the demands except in fresh lake fish.

Fish Prices Steady

Montreal.

FRESH FISH.—There is no change in the fish market this week. The supply of halibut, cod and haddock arriving is good but the supply of lake fish shows little improvement. Prices are steady with a good seasonable demand.

FROZEN FISH		
Halibut, large and chicken	0 20	0 23
Haddock	....	0 07
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 7½	0 8½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.	....	0 11
Doree	0 12	0 13
Whitefish	0 16	0 17
Smelts	0 15	0 20
Fresh Lake Fish	....	0 20
SALTED FISH		
Codfish, large, bbls., 200 lbs.	....	16 00
Salted Trout, half barrel	....	12 00
Salted Salmon, barrel	....	27 00
Boneless Cod (20), per lb.	0 16	0 20
SMOKED		
Chicken Haddies, 15-lb. box	....	0 07
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box	....	0 17
Boneless Herring, per box	....	1 60
Smoked Herrings	....	0 21
Kippers, new, per box	....	2 75
Bloaters, new, per box	....	2 50
Smoked Salmon	....	0 35

Cooked Meats Steady

Montreal.

COOKED MEATS.—There is an improved demand for cooked meats with the warmer weather. Prices are steady and may be expected to remain so unless there is a decided drop in the prices on fresh meats.

Jellied pork tongues	....	0 38
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	..	0 42
Veal	....	0 30
Hams, cooked	0 50	0 55
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 59
Head cheese, 6-lb. tins, per lb.	....	0 16
Do., 25-lb. tin pails, per lb.	....	0 15

Barrelled Meats Slow

Montreal.

BARRELLED MEATS.—There is no change in the market for barrelled meats. The demand for local trade is small and the tendency of the market is toward lower prices.

BARRELLED MEATS		
Barrel Pork—		
Canadian Short cut (bbl), 30-40	....	43 00
Clear fat backs (bbl.), 40-50 pieces	....	35 00
Heavy mess pork (bbl.)	....	36 50
Plate beef	....	25 00

Smoked Meats Tend Easy

Montreal.

SMOKED MEATS.—There are no further developments in the smoked meat market. Although the demand for supplies is good the feeling is easier following the lower prices on live hogs. Some dealers state that lower prices are looked for in the near future.

BACON—		
Breakfast, best	0 36	0 39
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 33
Picnic Hams	....	0 23½
Wiltshire	0 34	0 39
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 35	0 37
Do., 14-20	....	0 35
Do., 20-25	....	0 33
Over 35 lbs.	....	0 30
Do., 25-35	....	0 31

Cheese Prices Drop

Montreal.

CHEESE.—There has been a sudden drop in the wholesale price of new cheese. Quotations are now generally 19 cents per pound with still a weak tendency. The receipts of cheese are large, being almost double that of the same week last year. The trend of the cheese market largely depends upon the export market and that at the present time is quiet.

CHEESE—		
Large, per lb.	0 19	0 20
Twins, per lb.	0 19	0 20
Triplets, per lb.	0 19	0 20
Stilton, per lb.	....	0 35
Fancy, old cheese, per lb.	0 34	0 35
Quebec	0 21	0 22

Another Drop in Lard

Montreal.

LARD.—The lard market shows further weakness with a drop of one cent per pound. The supplies are large and the demand rather quiet. Bricks are selling at from 16 to 17 cents and twenty-pound pails at 13½ cents. The tendency of the market is still weak with prices on hogs going lower.

LARD—		
Tierces, 360 lbs.	....	0 12½
Tubs, 60 lbs.	....	0 13
Pails, 20 lbs.	....	0 13½
Bricks	0 16	0 17

Butter Shows Strength

Montreal.

BUTTER.—Although the receipts of butter showed a marked increase last week over the previous week the market has shown signs of strength with a keener demand for supplies and a firmer feeling throughout. The wholesale price, however, is unchanged this week but the tendency is for a slight advance in price. The export market also shows more activity which lends strength to local markets.

BUTTER—		
Creamery prints, qual., new..	....	0 30
Do., solids, quality, new....	....	0 29

Egg Prices Steady

Montreal.

EGGS. — The egg market shows no change in price. The demand is good and the supply keeps up equally well. The consumption of eggs shows a marked increase on account of the lower prices and the market is quite active.

EGGS—		
Fresh eggs, per doz.	0 30	0 33

Easier Prices on Pork

Montreal.

FRESH MEATS.—The market for live hogs shows a drop of one cent per pound on selected live hogs weighed off cars. There is a general easier feeling to the market with slightly lower prices quoted on fresh killed. Fresh cuts of pork are also lower this week. The beef market is steady and unchanged in price with supplies arriving sufficient to meet demands.

FRESH MEATS		
Hogs, live (selected off cars)	....	11 50
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 19	0 20
Fresh Pork—		
Legs of pork (foot on)	....	0 30½
Loins (trimmed)	0 30	0 31
Bone trimmings	....	....
Trimmed shoulders	0 18	0 20
Untrimmed	0 16	0 18
Pork sausage (pure)	....	0 25

Fresh Beef— (Cows)			(Steers)	
$0 23	$0 27	..Hind quarters..	$0 25	$0 30
0 11	0 14	..Front quarters..	0 12	0 16
0 35	0 38	..... Loins	0 40	0 45

ONTARIO MARKETS

TORONTO, May 25.—Butter and cheese are showing a steadier tone, although it can not be stated with definiteness what will materialize in the next few weeks. Margarine is again reduced under a limited demand. Lard is quoted lower but shortening is unchanged. The egg market continues easy under heavy production and large stocks. Cooked meats, smoked and barrel meats are lower. Live hogs are down and fresh pork cuts are also reduced. Poultry is arriving more freely under lower prices.

Butter Prices Steadier

Toronto.

BUTTER.—Under stimulus of export business the market has developed a slightly steadier tone. Whether this condition will be maintained is difficult to say with any degree of definiteness as the production is steadily increasing and dealers are not showing any great inclination to store. Quotations are more regular and steady at 29 to 30 cents for the best creamery grades.

BUTTER—		
Creamery prints, No. 1	0 29	0 30
Do., No. 2	0 27	0 28

Cooked Meats Down

Toronto.

COOKED MEATS.—A decline of one to three cents per pound is registered on cooked meats. Ordinary boiled hams are quoted from 48 to 50 cents. Square pressed hams are selling at 51 cents. Boiled shoulders are down three cents, now quoted at 41 cents. Jellied ox tongue is quoted at 64 cents per pound.

Boiled hams, lb.	0 40	0 50
Do., square pressed	....	0 51
Boiled shoulders, lb.	....	0 41
Head cheese, 6s, lb.	....	0 15
Choice jellied ox tongue, lb.	....	0 64
Jellied calves tongue	....	0 56
Bologna	0 17	0 19

Above prices subject to daily fluctuations of the market.

Cheese Prices Steady

Toronto.

CHEESE.—The market has a steadier tone with cheese selling on the Toronto Produce Exchange at 16 cents per pound which is an advance of ¾ cent per pound. Quotations to the retail trade are unchanged. There is a feeling that prices have about reached a stabilizing level. Old cheese is becoming quite scarce and prices are somewhat higher at 33 to 34 cents per pound.

CHEESE—		
Large, old	0 33	0 34
Do., new	0 18	0 18½
Stilton, old, per lb.	....	0 33

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Egg Prices Steady

Toronto.

EGGS.—The egg market continues with an easy trend. Prices, however, are unchanged but with the heavy production and the large stocks there is no indication for firmer tendencies at present. Stocks in storage in Ontario on May 1 were 42,227 cases as compared with 20,956 cases for the same period last year.

EGGS—		
New laid	....	0 29
New laid in cartons	0 33	0 34

Prices shown are subject to daily fluctuations of the market.

Live Hogs Drop

Toronto.

FRESH MEATS.—Live hogs again declined during the week, selling at $10 on the fed and watered basis. Light weight dressed hogs are unchanged but heavy are down $1 per hundred. All pork cuts are down one to four cents per pound. Beef, calves and lamb are holding fairly steady.

Hogs—		
Dressed, light, per cwt.	15 00	17 00
Do., heavy, per cwt.	12 00	14 00
Live, off cars, per cwt.	....	10 25
Live, fed and watered, per cwt.	....	10 00
Live, f.o.b., per cwt.	....	9 00
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 27
Loins of pork, lb.	....	0 28
Fresh hams, lb.	....	0 28
Tenderloins, lb.	....	0 52
Spare ribs, lb.	....	0 12
Picnics, lb.	....	0 15
New York shoulders, lb.	....	0 17
Montreal shoulders, lb.	....	0 18
Boston butts, lb.	....	0 22
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 10	0 12½
Ribs, lb.	0 18	0 26
Chucks, lb.	0 10	0 12
Loins, whole, lb.	0 32	0 38
Hips, lb.	0 18	0 22

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 16	0 20
Spring lamb, each	10 00	14 00
Yearling lamb, lb.	0 25	0 30
Sheep, whole, lb.	0 12	0 15

Above prices subject to daily fluctuations of the market.

Margarine Reduced

Toronto.

MARGARINE.—This market is in a weak, depressed condition attributed to the lower prices on butter. Prices are further reduced under a limited demand.

No. 1, one-pound cartons	0 24	0 25

Fish Market Steady

Toronto.

FISH.—Government whitefish is arriving and quoted at 11½ cents per pound. Georgian Bay whitefish is quoted at 20 cents per pound, a drop of five cents. Other quotations are steady and unchanged.

FRESH SEA AND LAKE FISH.		
Cod Steak, lb.	0 09	0 10
Do., market, lb.	....	0 09
Halibut, chicken	0 19	0 20
Do., medium	0 22	0 23
Whitefish, Government	....	0 11½
Do., Georgian Bay	....	0 20
Fresh Herring	0 10	0 11
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 18	0 19
Fall Salmon	0 09	0 10
Haddock	0 10	0 11
FROZEN FISH		
Halibut, medium	0 22	0 23
Do., Qualla	0 09	0 12
Flounders	0 09	0 12
Pike, round	0 06	0 07
Do., headless and dressed	....	0 08
Salmon, Cohoe	....	....
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11
SMOKED FISH		
Haddies, lb.	0 10	0 12
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	....	2 00
PICKLED FISH		
Salmon Snacks, lb.	....	0 24
Labrador Herrings, kegs, 100 lbs.	....	6 25
Do., bbls., 200 lbs.	....	11 75
Do., pails, 20 lbs.	....	2 00
Holland Herrings, Milchers	....	1 15
Do., mixed	....	1 00

Lard Prices Lower

Toronto.

LARD.—The market continues easy and prices are further reduced. One-pound prints are quoted at 15 to 16 cents and on the tierce basis at 12½ to 13¼ cents per pound.

LARD—		
1-lb. prints	0 15	0 16
1-lb. tierces, 400 lbs.	0 12½	0 13¼

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Smoked Meats Lower

Toronto.

PROVISIONS.—The easier and lower prices in the hog market are reflected in the market for provisions with the result that prices on smoked bacon and hams are reduced three to five cents per pound. Barrel meats are also reduced.

Hams—		
Small, 6 to 12 lbs.	....	0 33
Medium, 12 to 20 lbs.	....	0 32
Large, 20 to 35 lbs. each, lb	0 27	0 30
Heavy, 35 lbs. and upwards	....	0 25
Backs—		
Boneless, per lb.	0 47	0 50
Rolled, per lb.	....	0 55
Peameal	....	0 44
Bacon—		
Breakfast, ordinary, per lb.	0 29	0 42
Do., special trim	....	0 48
Roll, per lb.	....	0 26
Cottage rolls	....	0 32
Wiltshire (smoked sides), lb.	....	0 29
Do., three-quarter cut	....	0 33
Do., middle	....	0 35
Dry Salt Meats—		
Lond clear bacon, av. 50-70 lbs.	....	0 19
Do., av. 80-90 lbs.	....	0 18
Clear bellies, 15-30 lbs.	0 19	0 20
Fat backs, 10-12 lbs.	0 15	0 18

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork	....	32 00
Short cut backs, 200 lbs.	....	40 00
Pickled rolls, bbl., 200 lbs.—		
Lightweight	....	47 00
Heavy	....	40 00

Above prices subject to daily fluctuations of the market.

No Change in Shortening

Toronto.

SHORTENING.—There is no change in shortening. The market is fairly easy.

SHORTENING—		
1-lb. prints	0 14	0 14½
Tierces, 400 lbs.	0 11	0 11¾

In 60-lb. tubs, ½ cent higher than tierces, and in 30-l. pails, ¾ cent higher than tierces.

Poultry Easier

Toronto.

POULTRY.—Under heavier receipts poultry prices are easier and lower. Broilers are arriving freely under a good demand.

Prices Paid by Dealers.

	Live	Dressed
Turkeys	0 35- 0 45	0 45- 0 50
Chickens, spring	-0 55	-0 60
Roosters	-0 20	-0 25
Fowl, over 5 lbs.	-0 27	-0 27
Fowl, 4 to 5 lbs.	-0 25	-0 25
Fowl, under 4 lbs.	-0 23	-0 23
Ducklings	-0 35	-0 35
Guinea hens, pair	-1 25	-1 50

Prices quoted to retail trade:	Dressed	
Turkeys	0 60	0 63
Hens, heavy		0 35
Do., light	0 30	0 33
Ducklings	0 45	0 45

WINNIPEG MARKETS

WINNIPEG, May 25.—The decline of butter was the main feature during the week. The cheese market is being influenced greatly by the butter market and prices are gradually reaching lower levels. Eggs tend easier with lower prices and light receipts. Live and dressed hogs show further reduction. There is a better demand for poultry. Lard and shortening continues easy. Cooked meats are showing an improvement while the demand for fish is fairly good.

Butter Continued Downward

Winnipeg.

BUTTER.—With the increasing supply of butter prices declined as low as 25 cents per pound at the beginning of the week but later developed a firmer tone and advanced to 33 cents per pound. Produce dealers look for a steadier market. The demand is good.

BUTTER—

Creamery, best table grade		0 33
Dairy, best table grade	0 24	0 26
Margarine		0 28

Cheese Prices Decline

Winnipeg.

CHEESE.—Quotations on cheese are gradually reaching lower levels, due no doubt to the lower prices on butter. New Ontario cheese is offered at 20 cents per pound.

CHEESE—

Ont., large, lb.		0 20
Ont., twins, lb.		0 20½
Ont., triplets, lb.		0 21
Stilton cheese, large, lb.		0 30

Eggs Decline Three Cents

Winnipeg.

EGGS.—The egg market continues with a downward trend and prices declined three cents per dozen. Receipts are light and new laid candled eggs are quoted at 23 cents per dozen.

Hog Quotations Lower

Winnipeg.

FRESH MEATS.—Hog prices are lower with live selects quoted at $11 per hundredweight. Heavy steers are offered from $6.50 to $8.50 according to quality. Butcher heifers are scarce while butcher cows of good quality are offered at $6 to $7. Veal calves of good quality were sold at $9 to $11. On the sheep and lamb market the offerings were of poor quality with a light demand.

Selected, live, cwt.		11 00
Heavies	9 00	10 00
Light		11 00
Sows		7 00
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 24	0 35
Spare ribs		0 16
Loins of pork, lb.	0 30	0 34
Fresh hams, lb.	0 25	0 35
Picnics, lb.		0 19
Shoulders	0 18	0 21
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 20
Front quarters, lb.	0 09	0 11
Whole carcass, good grade, lb.	0 12	0 16
Mutton—		
Choice, lb.		0 17
Choice long hinds (leg and loin)		0 26
Choice Stews		0 12½
Lambs—		
Choice, 30-45 lbs.		0 25
Veal—		
Good veal, 40 to 80 lbs., hind quarters		0 18

Better Demand For Poultry

Winnipeg.

POULTRY.—There is a better demand for poultry but quotations remain unchanged. Very few live poultry are arriving from the country and what is mostly being sold is from cold storage supplies.

D. P. Chickens, 3½ lbs. and under		0 36
Do., 3½ lbs. and over		0 39
D. P. Fowl, 3½ lbs. and under		0 32
Do., 3½ lbs. and over		0 34
Turkeys, mixed weights	0 48	0 50

Lard Continues Easy

Winnipeg.

LARD.—The easy feeling in the lard and shortening market continues with good supplies on hand. The demand is only for immediate requirements and the trade is fairly steady under these conditions with no change in quotations.

Pure lard, No. 1 quality, per lb. (in tierces of 400 pounds.)		0 17
Do., wooden pails, 20-lb. pails		3 80
Shortening (wooden pails), 20-lb. pails), per pail		2 85
Shortening, tierces of 400 lbs.		0 12¼

Smoked Meats Steady

Winnipeg.

PROVISIONS.—There is a steady demand for smoked ham and bacon with no change in quotations.

Hams—		
8 to 16 lbs., per lb.	0 44	0 45
16 to 20 lbs., per lb.		0 43
Boneless, 8-16 lbs., per lb.		0 49
Skinned, 14-18 lbs., per lb.		0 48
Skinned, 18-22 lbs., per lb.		0 44
Bacon—		
Back, 6 to 10 lbs., lb.		0 54
Cottage Rolls, boneless		0 32
Bellies, 6 to 10 lbs., per lb.		0 44

Roast Shoulders Lower

Winnipeg.

COOKED MEATS.—Roast shoulders declined one and a half cents per pound and are now quoted at 40 cents. There are no other changes in quotations on cooked meats. The demand shows improvement with the warmer weather approaching.

HAMS—		
Best quality, skinned, 8-13 lbs.		0 56
Do., 13-16 lbs.		0 53
Roast Ham, lb.		0 58
Roast shoulders, lb.		0 40
Head Cheese, 1-lb. tins		0 17
Jellied Ox Tongues, lb.		0 65
Pork tongues, lb.		0 47
Luncheon Cooked Meats, lb.		0 23

Fish Prices Steady

Winnipeg.

FISH.—There is a steady demand for fish with the supply sufficient to meet requirements. Fresh lake trout is quoted at 21 cents per pound. Fresh halibut remains unchanged at 20 cents while salmon is quoted at 32 cents per pound. Fresh crabs are moving freely at 35 cents each. Lobsters are in good demand at 75 cents each but lower prices are expected on this line.

Black Cod, lb.		0 13
Brills, lb.		0 09
Herring, Lake Superior, 100 lbs.		
sacks, new stock		3 50
Halibut, chicken, cases 300 lbs.		0 15½
Do., broken cases		0 16½
Jackfish, dressed		0 08
Pickerel, case lots		10 50
Salmon—		
Cohoe, in full boxes, 300 lbs.		0 19
Do., in broken cases		0 20
Red Spring, in full boxes		0 24
Do., broken cases		0 25
Soles		0 08½
Baby Whites or Tulibees		0 09
Whitefish, dressed, case lots		0 13½
Do., broken cases		0 14½
SMOKED FISH		
Bloaters, Eastern National, case		3 50
Do., Western, 20-lb. boxes, box		2 10
Haddies, 30-lb. cases, lb.		0 14
Do., in 15-lb. cases, lb.		0 15
Kippers, East. Nat., 20 count, per count		3 25
Do., Western, 20-lb. boxes, box		2 25
Fillets, 15-lb. boxes, lb.		0 19
SALT FISH		
Steak Cod, 2s, Seely's, lb.		
Acadia Strip Cod, 30-lb. boxes, lb.		
Acadia Cod, 12-2s, wood boxes, lb.		
Do., 20-1s, tablets, lb.		
Holland Herring, Milkers, 9-lb.		
Do., pails, per pail		1 35
Do., mixed, 9-lb. pails, per pail		1 25
Labrador herrings, 100-lb. bbls., per barrel		7 00

Recognized as Balanced Ration

Ice Cream Contains Fats and Sweets in Very Nourishing Proportions—Is Helping to Bring Down High Cost of Living.

WHEN ice cream first began to be popular, it was served as the finish to a full meal. Later, frozen good things were served with courses, and it was discovered that creams, sherbets and water ices possessed undoubted food value.

From time to time, the public reads in newspaper advertising or hears by word of mouth that ice cream is all nourish-

ment, being composed of milk, cream, eggs, sugar, fruits or fruit juices, flavoring, nuts, and similar ingredients, but it has never realized the full extent of the nutritive value of the frozen dessert.

Many workers find that they can do a better afternoon of work if they do not eat too heartily at noon, and a repast consisting of perhaps a sandwich, a cup of coffee and a dish of ice cream furnishes ample in the way of food value, without retarding the brain processes.

Other people have helped readjust the cost of living by cutting out the expensive noon meal which cost anywhere from one to two dollars, and substituting a quickly served luncheon procured in a quarter of the time, and at an expense of forty or fifty cents, with ample nourishment. It has been shown that ice cream made of 8 per cent. or 10 per cent. butter fat is an ideal food for the nursing mother, for the reason that the materials contained in the ice cream can be changed into the ideal food for the child, with the least possible expenditure of energy.

The food value of candy is also more than is generally realized. The United States Department of Agriculture shows that an individual employed in active labor will require about 3,400 calories or heat units per day. 52.91 per cent. of these should be carbohydrates or sweets; 9.41 per cent. of proteins (such food as meat, beans, cheese, or the curd of milk); 20.59 per cent. of fats, and the balance 17.09 per cent. of ash, mineral salts, etc.

Some of the higher grade candies are composed of sugar, cream or milk, with sometimes the addition of fruit or nuts. Such candies have been analyzed and a number of them found to average 56.12 per cent. of carbohydrates or sugars; 12.41 per cent. of proteins; 26.67 per cent. of fats; and the balance water, ash, etc.—The Soda Fountain.

"Only Safe Method of Distribution"

Retail Grocer, Writing to Canadian Grocer, Declares That the Retailers' Only Protection Lies With Such Measures as the Wholesale Grocers' Association Can Give Them

CANADIAN GROCER has received the following letter from a subscriber, and, bearing on the relation of the wholesaler to the retailer, will be found of interest:

Editor, Canadian Grocer:

The hearing of the alleged combine against the wholesale grocers and their association no doubt has been keenly followed by all members of the retail trade. This is a matter of vital importance to all of us, for as I see it the retailers are not efficiently organized and our only protection lies with such measures as the Wholesale Grocers' Association can give us.

This charge brought by Mr. Raney, the Attorney-General, should it be upheld, would put the grocery business away back where it was years ago, and badly disjoint the well-defined and only safe form of distribution — that which is in use to-day. The only possible form of distribution that can be carried on sanely and safely to the best interests of all is through the existing channels of trade, and had it not been for the untiring energy of the Wholesale Grocers' Association such would not be the case to-day.

Are Not Profiteers

Wholesalers and retailers are not profiteers—never were and never will be—so why try to eliminate either of them. In the case of the U.F.O. Co-operative Society as I see it they simply take the profit from the wholesaler and retailer and divide it between the head office and the club. The president or secretary—sometimes both—get a percentage on all transactions and the head office gets their rake-off. The result is we retailers can almost always undersell them, and when we don't it is just a matter of an insignificant amount. Any shipment of goods to the U.F.O. that I have seen could have been purchased through me just as cheaply and would have given me a nice little profit, too.

A Parallel Case in U.S.A.

Now then if the grocers lose their case, where will we retailers, both in the country and city be? It seems to me that little societies would spring up all over and eventually we retailers in the country could sell an odd plug of tobacco, a lamp glass or a straw hat or shoe lace and the things worth while would be purchased through the numerous societies. If we look across the line, though, we may get a little consolation for a similar case was tried before the United States court some years ago and the decision was in favor of the wholesalers and manufacturers, maintaining that the manufacturer had the right to set the retail price and also to sell to whom he pleased.

Mail Order Competition

There is one other question I would like to mention, which is of great importance to retailers, especially situated in the country who come within the scope of the mail order houses and city department stores. Many manufacturers sell to the big fellow at jobber's prices. The result is when he adds his profit, his selling price is just enough below us to make it impossible for us to meet his price, considering high transportation costs. I see write-ups, and hear men say, "Oh, the mail order house doesn't bother me," "Our business never was better and we can hold our local trade and compete successfully." To this all I can say is that this man isn't familiar with the amount of express or parcel post coming to his town every day. It is only reasonable that if the big fellow can buy cheaper than us, he can sell cheaper, and on many lines he is landing certain lines of merchandise in right under our noses simply because we cannot compete. Why?

Put All on Equal Footing

Simply because the big fellow can buy in larger quantities and gets the benefit of quantity price. We can beat him—hands down—on lines where he isn't so favored, but why try to make ourselves believe we can beat his price when we know we can't and know why? Let the manufacturer put us all on an equal footing, for we small retailers sell more of any well-known product than do the big fellows and if the manufacturer had to depend on the big fellows for his living he would starve to death. Let the manufacturer be fair with us. We can't buy carloads of soap or rolled oats or flour, so it is up to him to give us a price that will allow us to be able to compete with the fellow who can.

As a warning to manufacturers there is one thing I will venture to say: when we get properly organized, as we eventually will, we will then deal with them through an organization that will bring the necessary facts to bear upon them, and not until then can we expect to get the consideration we deserve. Individually we are small; collectively we are large, so it is evident we must speak through our associations.

Sends Summer Resorters Calendars

One way to get summer resort trade and business from summer residents, and one that has been followed with a good deal of success by a grocer in the Lake of Bays district. In the annual distribution of calendars he includes the owners of cottagers and proprietors of hotels and boarding houses in the vicinity. These serve to remind the summer residents that this grocer is still carrying on business.

Golden Fizz

This is prepared like goldenade, but a small amount of ginger, either essence or syrup, is added.

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

Oleomargarine that Sells

When you desire a real high-grade Oleomargarine, which does not merely sell once, but repeats continually after the first sale—buy and feature

"Mayflower" Brand Oleomargarine and "Clover Blossom" Brand Oleomargarine

These are brands which give SATISFACTION, and for which a LARGE and STEADY demand has already been created.

If you haven't already tried at least one of them, order a shipment to-day, and in this manner give your customers the pleasure of using Oleomargarine which is manufactured by one of the largest Oleomargarine concerns.

We are sole agents for these brands. You can either order direct, or purchase through our traveller.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO
Montreal Hamilton

"EASIFIRST"

Gunns LIMITED
WEST TORONTO

EVERY TIME you hand a package over the counter you make:—

A FIRM FRIEND and A GOOD PROFIT

"The more they have
The more they want"

Order Now

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Spring and Summer Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST. W., MONTREAL

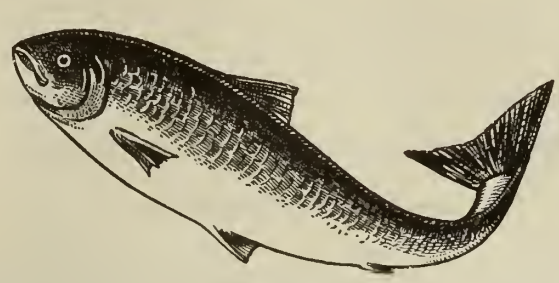
BLISS NATIVE HERBS
BLISS NATIVE OIL
BLISS NATIVE BALSAM

MADE IN CANADA

Quality and advertising makes them leaders and keeps them in the front.

ALONZO O. BLISS MEDICAL COMPANY
124 St. Paul Street East, Montreal, Quebec

Brunswick Brand



Careful Selection

Brunswick Brand fish are all carefully selected and packed and will be found a tasty and appetizing dish—particularly handy for preparing lunches for picnics, etc.—no cooking or similar preparation necessary—ready to serve.

Place your order at once to ensure early shipment.

Connors Brothers, Limited

BLACK'S HARBOR, N.B.

Winnipeg Representative: Chas. Duncan & Son, Winnipeg, Man.

Let's Be Reasonable

Does any reader of this page believe that **at this time** a readjustment of wages and hours in the printing industry involving an increase in labor costs of 36 per cent. is justified?

"Well," the reader asks, "What **are** present wages and hours?"

Toronto printers now have a minimum wage scale of $35.20 per week for 48 hours. This is an increase of 10 per cent. over the scale called for in the agreement now expiring and was granted voluntarily by employers a year ago.

Their demands now are for a wage of $44 per week for 44 hours.

This is an increase of $8.80 per week for four hours less work.

It means an increase in labor costs of 36 per cent.

Toronto employing printers feel that they cannot grant these demands, and they believe that the general public will support them in their opposition to an increase of from 73c per hour to $1.00 per hour to printers, pressmen, bookbinders, and mailers, **at the present time** and in view of business conditions **as they now exist.**

It is understood that International Union officials at Indianapolis have issued orders to local unions that the 44-hour week must be the basis of all new agreements.

In this order, employing printers believe that these Indianapolis officials are out of line with the need which is apparent in every industry for lower cost of production.

This is not a time for saddling any industry with an additional 36 per cent. labor cost, and publishers and job printers feel that they are justified—in the interest of the public—in resisting this unreasonable demand from Indianapolis.

The issue will be decided between now and June 1st. If the union demands of an increased wage of $8.80 per week for 4 hours' less service are not withdrawn, a strike seems inevitable.

Pressure, therefore, must be brought to bear upon the officials at Indianapolis. They must be shown by members of the local union (many of whom feel that they are being forced to make unreasonable demands) that the Canadian public which buys the product of the printing craft, either in the form of advertising or subscription, does not look with favor upon any ruling which would add so heavily to the cost of that product.

Publishers and job printers in Toronto want to be fair. This is indicated by their action in voluntarily raising wages a year ago.

They must, however, in justice to themselves and the public they serve resist these impossible demands.

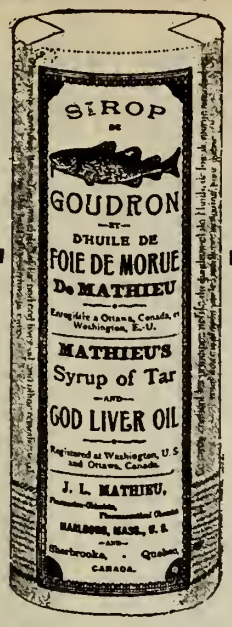
Let's Be Reasonable

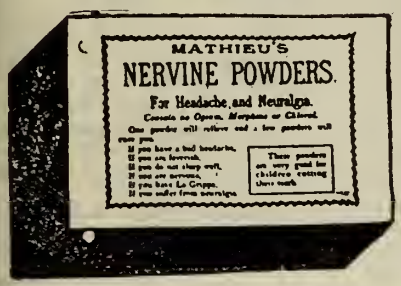
An expression of opinion of readers of this paper on the Union's proposals, involving an increase of 36% in the labor cost of printed matter, is asked. Will you not write a letter (not for publication) telling him your view of the situation?

This statement is published by and has received the endorsation of the Toronto publishers who are members of the

Canadian National Newspapers and Periodicals Association

including (Canadian Grocer)





Two Profitable Spring Lines

MATHIEU'S NERVINE POWDERS

MATHIEU'S SYRUP OF TAR AND COD LIVER OIL

These two popular Mathieu Remedies will earn you mighty fine profits this spring if you properly feature and suggest them to customers.

Both are guaranteed to contain only the purest ingredients (no habit-forming or injurious drugs) and their action is natural and effective. You can recommend them with absolute assurance that they will win satisfaction.

Order a trial supply.

J. L. MATHIEU COMPANY

PROPRIETORS
SHERBROOKE, QUE.

Why You Should Feature KING GEORGE'S NAVY

will put your tobacco sales on a firm footing

And tobacco selling is a money-making line that every grocer should carefully consider.

People there are in every community who are "strong for a real, good Chewing Tobacco such as King George's Navy." They like the palate tickling goodness of King George's Navy. A first purchase brings them back for more and clinches their tobacco trade for the King George dealer.

Rock City Tobacco Co., Ltd.

Quebec and Winnipeg

Tomatoes

Mississippi Tomatoes begin this week—4 Basket Crates. Quality reported very fine.

Strawberries Cucumbers
Pineapples Lemons
Oranges New Potatoes

Full assortment of all the seasonable lines of

Fruits and Vegetables

WHITE & CO., LTD.
TORONTO

Buy Pines this Week for Preserving

We think this week Pines will be at their Best for Preserving and prices at their **Lowest.**

Place your **Orders Now** and do not be disappointed.

Also

Two cars Fine Juicy Navels this week. Sweeter than Early Valencias for Eating.

Tomatoes, Cabbage, Asparagus, Lettuce, Strawberries—fresh daily.

Everything of Selected Quality.

Hugh Walker & Son, Ltd.
The House of Quality
GUELPH, ONTARIO

QUOTATIONS FOR PROPRIETARY ARTICLES

SPACE IN THIS DEPARTMENT IS $2.20 PER INCH EACH INSERTION PER YEAR

BORDEN MILK CO., LTD.,
180 St. Paul St. West, Montreal, Can.

CONDENSED MILK

Terms—Net 30 days.

Eagle Brand, each, 48 cans	$11 50
Reindeer Brand, each 48 cans	11 00
Silver Cow, each 48 cans	10 60
Gold Seal, Purity, ea. 48 cans	10 45
Mayflower Brand, ea. 48 cans	10 45
Challenge Clover Brand, each 48 cans	9 85

EVAPORATED MILK

St. Charles Brand Hotel, each 24 cans	$7 25
Jersey Brand, Hotel, each 48 cans	7 25
St. Charles Brand, tall, each 48 cans	7 25
Jersey Brand, tall, each 48 cans	7 25
Peerless Brand, tall, each 48 cans	7 25
St. Charles Brand, Family, 48 cans	6 00
Jersey Brand, Family, each 48 cans	6 00
Peerless Brand, Family, each 48 cans	6 00
St. Charles Brand, small, each 48 cans	3 30
Jersey Brand, small, each 48 cans	3 30
Peerless Brand, small, each 48 cans	3 30

CONDENSED COFFEE

Reindeer Brand, large, each 24 cans	$7 00
Reindeer Brand, small, each 48 cans	8 00
Cocoa, Reindeer Brand, large, each 24 cans	6 25
Reindeer Brand, small, 48 cans	6 50

W. R. BROWNE & CO.,

Wheatgold Breakfast Cereal Packages, 28 oz., 2 doz. to case, per case $4 80

THE CANADA STARCH CO., LTD.

Manufacturers of the Edwardsburg Brands Starches
Laundry Starches

Boxes—	
4-lb. Canada Laundry	$0 08
100-lb. kegs, No. 1, white..	0 08½
200-lb. bbls., No. 1 white..	0 08½

Toronto, Ontario.

40-lb. Edwardsburg Silver Gloss 1 lb. chromo pkgs.	0 10¼
Celluloid, 45 cartons, case..	4 15

Culinary Starch
(Prices in Maritime Provinces 10c per case higher.)

20 lbs. Casco Refined Potato Flour, 1-lb. pkgs.	0 12½

(20-lb. boxes ¼c higher, except potato flour.)

CULINARY STARCHES

40 lbs. Benson's Celebrated Prepared Corn, 1 lb., per lb.	0 10
40 lbs. Canada Corn Starch, 1 lb. packages, per lb..	0 08½
40 lbs. Challenge Corn Starch, 1 lb. packages, per lb.	0 08½
40 lbs. Argo Corn Starch, 1 lb. packages	0 09
40 lbs. Casco Refined Potato Flour, 1 lb. pkgs., 1 lb. packages	0 08½

(20 lb. boxes ¼c higher, except Potato Flour.)

LILY WHITE CORN SYRUP

2-lb. tins, 2 doz. in case	$5 1
5-lb. tins, 1 doz. in case	6 9
10-lb. tins, ½ doz. in case	5 6

KARO

24—2-lb. tins, per case	4 5
12—5-lb. tins, per case	5 3
6—10-lb. tins, per case	5 0

CROWN BRAND CORN SYRUP

2-lb. tins, 2 doz. in case	4 5
5-lb. tins, 1 doz. in case	5 3
10-lb. tins, ½ doz. in case	5 0

(5, 10, and 20-lb. tins have wire handles.)

MAZOLA

	Per ca
No. 1, 24 tins, 1 lb.	$ 6
No. 2, 12 tins, 2 lbs.	6
No. 4, 12 tins, 4 lbs.	11
No. 8, 6 tins, 8 lbs.	10

GELATINE

Cox's Instant Powdered Gelatine (2-qt. size), per doz.	$1

MAGOR, SON & CO., LTD.
INFANTS' FOOD

Robinson's Patent Barley—	D
1-lb.	
½-lb.	
Robinson's Patent Groats—	
1-lb.	
½-lb.	

CANADIAN MILK PRODUCTS LIMITED

Ontario Prices.

KLIM.

8 oz. tins, 4 dozen per case	$10
16 oz. tins, 2 dozen per case	9
10 lb. tins, 6 tins per case	19

COLMAN'S OR KEEN'S MUSTARD

	Per doz. t
D.S.K., ¼ lb.	
D.S.F., ½ lb.	
D.C.F., 1 lb.	
F.D., ¼ lb.	
	Per ja
Durham, 1-lb. jar, each	
Durham, 4-lb. jar, each	

BLUE

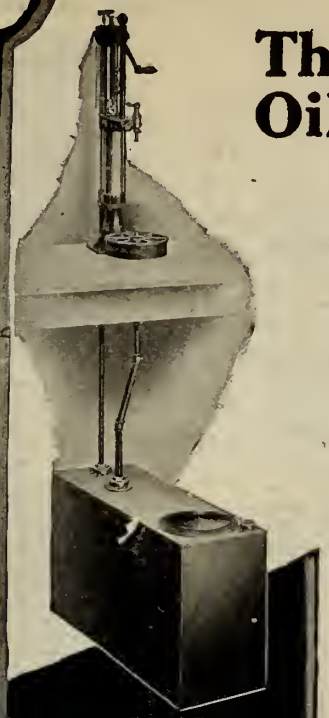
Keen's Oxford, per lb.	
In cases, 12 12-lb. bxs. to case	

NUGGET POLISHES

Polish, Black, Tan, Toney Red, Dark Brown, White Dressing, each	$1
White Cleaner (liquid)	$1
Card Outfits — Black, Tan, Toney Red, Dark Brown	
Metal Outfits — Black, Tan, Toney Red, Dark Brown	

IMPERIAL TOBACCO CO. OF CANADA, LIMITED

Black Watch, 10s, lb.	$
Bobs, 12s	
Currency, 12s	
Stag Bar, 9s, boxes, 6 lb.	
Pay Roll, thick bars	
Pay Roll, plugs, 10s, 6-lb. ¼ caddies	
Shamrock, 9s, ½ cads., 12 lbs., ¼ cads., 6 lbs.	
Great West Pouches, 9s, 8-lb. boxes, ½ and 1-lb. lunch boxes	
Forest and Stream, tins, 9s, 2-lb. cartons	
Forest and Stream, ¼s, ½s, and 1-lb. tins	
Master Workman, 2 lbs.	
Master Workman, 4 lbs.	
Derby, 9s, 4-lb. boxes	
Old Virginia, 12s	
Old Kentucky (bars), 8s, boxes, 5 lbs.	



Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made actually paid you a profit, or have the profits gone glimmering, because of overmeasure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A

BOWSER
ESTABLISHED 1885

OIL STORAGE OUTFIT

will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

LET US SEND YOU LITERATURE
PROVING OUR CLAIMS

S. F. BOWSER CO., LIMITED
66-68 Fraser Ave. - - - TORONTO, ONT.
Sales Offices in All Centres *Representatives Everywhere*

Displays That Are Always Profitable

Displays of Eddy Products are always timely and always productive of good results.

Matches, for instance. The demand is ever present, and in the Eddy line there are some 30 to 40 different brands—a match for every need.

Indurated Fibreware is another year-round seller. Every housewife is a prospect where these light, long-wearing utensils are concerned.

Every Eddy display you make will be backed by the sales-pulling force of aggressive Consumer Advertising. You have merely to show Eddy products—they sell themselves.

Made in Canada, by Canadians, for Canadians.

The E. B. Eddy Co., Limited
Hull, Canada

Be Sure You Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by

The J. H. Hanson Co., Ltd.
MONTREAL

C. A. MANN COMPANY

Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry

Special Attention to Grocers' Orders.

Satisfaction Assured.

LONDON, ONTARIO
Phone 1577

The
CROWN
Trade-Mark

on a bag of white beans is a guarantee of their uniform size and choice quality

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

BRAND

For your own protection insist upon having this line of known quality.

G. T. MICKLE - Ridgetown, Ont.

OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East. Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

THE COWAN CO., LTD.,
Sterling Road, Toronto, Ont.

COCOA AND CHOCOLATE

COCOA

Perfection Cocoa, lbs., 1 and 2 doz. in box, per doz...	$5 60
Perfection, ¼-lb tins, doz. .	1 55
Perfection, ½-lb. tins, doz..	2 85
Perfection, 10s size, doz. ..	1 10
Perfection, 5-lb. tins, per lb.	0 41

UNSWEETENED CHOCOLATE

Supreme Cbocolate, 6-lb. boxes, per lb.	0 40
Supreme Chocolate, 10c size, 2 doz. in box, per box.....	2 00
Perfection Chocolate, 10c size, 2 doz. in box, per box....	1 80

SWEET CHOCOLATE

Eagle Cbocolate, ½s, 6 lbs. in box, per lb.	0 32
Eagle Chocolate, 10c size, 2 doz in box, per box.....	1 80
Diamond Cbocolate, 10c size, 2 doz. in box, per box	1 80
Diamond Chocolate, 5c cakes, 20 cakes in box, per box..	0 75

CHOCOLATE CONFECTIONS

Maple Buds, 5-lb. boxes, 30 boxes in case, per lb.	$0 42
Milk Medallions, 5-lb. boxes, 30 boxes in case, per lb. ...	0 42
Lunch Bars, 5-lb. boxes, 30 boxes in case, per lb.....	0 42
Coffee Drops, 5-lb. boxes, 30 boxes in case, per lb.	0 42
Chocolate Tulips, 5-lb. boxes, 30 boxes in case, per lb...	0 42
Milk Croquettes, 5-lb. boxes.	0 40
No. 1 Milk Wafers, 5-lb boxes, 30 boxes in case, per lb. ...	0 42
Chocolate Beans, 5-lb. boxes, 30 boxes in case, per lb....	0 39
Chocolate Emblems, 5-lb. boxes, 30 boxes in case, per lb.....	0 39
No. 2 Milk Wafers, 5-lb. boxes, 30 boxes in case, per lb....	0 39
No. 1 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
No. 2 Vanilla Wafers, 5-lb. box, 30 boxes in case, per lb....	0 39
Nonpareil Wafers, 5-lb. boxes, 30 boxes in case, per lb. ..	0 39
Chocolate Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55
Crystallized Ginger, 5-lb. boxes, 30 boxes in case, per lb...	0 55

NUT MILK CHOCOLATE, ETC.

Nut Milk Chocolate, ¼s, wrapped, 4-lb. box, 36 boxes in case, per box	$2 15
Nut Milk Chocolate, ½s, wrapped, 4-lb. box, 36 boxes in case, per box	2 00
Fruit and Nut or Nut Milk Chocolate, lbs., unwrapped, 6-lb. box, 5 div. to cake, 24 boxes to case, lb.	0 40

MISCELLANEOUS

Maple Buds, fancy, 1 lb., ½ doz. in box, per doz.	5 75
Maple Buds, fancy, ½ lb., 1 doz. in box, per doz.....	3 15
Assorted Chocolate, 1 lb., ½ doz. in box, per doz.....	6 00
Assorted Chocolate, ½ lb., 1 doz. in box, per doz.	3 25
Chocolate Ginger, ½ lb., 1 doz. in box, per doz.....	4 00
Active Service Chocolate, ½s, 4-lb. box, 24 boxes in case, per box	1 90
Triumph Chocolate, ¼s, 4-lb. boxes, 36 boxes in case, per box	1 90
Triumph Chocolate, ½-lb. cakes, 4 lbs., 36 boxes in case, per box	1 90
Chocolate Cent Sticks, ½ gr. boxes, 30 gr. in case, per gross	1 10
20—1c Milk Chocolate Sticks,	

BRODIE & HARVIE, Ltd.
14 Bleury St., Montreal.

XXX Self-Raising Flour, 6-lb. packages, doz.	$5 60
Do., 3 lbs.	2 85
Superb Self-Raising Flour, 6 lbs.	5 40
Do., 3 lbs.	2 75
Crescent Self-Raising Flour, 6 lbs.	5 50
Do., 3 lbs.	2 80
Buckwheat, Self-Raising, 1½ lbs.	1 50
Brodie's Self-Raising Pancake Flour, 1½ lb. pkgs., doz...	1 50

THE DRIMILK CO., LIMITED,
COURTLAND, ONT.

DRIMILK

8 oz. tins (4 doz. to case).	$ 8.50
16 oz. tins (2 doz. to case).	8.00
10 lb. tins (6 tins to case).	18.00

SMALL'S LIMITED, MONTREAL.
FOREST CREAM MAPLE SYRUP

Price Delivered	F.o.b. Ont. & Factory Marit.
36—10 ozs., bottles	$ 5.95
24—16 ozs., bottles	6.60
12—32 ozs., bottles	5.60
24—28 ozs., tins	7.95
12—80 ozs., tins	11.65
6—160 ozs., tins	10.90
1—5 gal., tins	10.20
In barrels, per gal.	1.80

FOREST CREAM PURE SYRUP

36—10 ozs., bottles	$ 5.20
24—16 ozs., bottles	5.80
12—32 ozs., bottles	4.80
24—28 ozs., tins	6.60
12—80 ozs., tins	9.75
6—160 ozs., tins	8.90
1—5 gal. tin	8.30
In barrel, per gal.	1.45

STANDARD SUGAR SYRUP

36—10 ozs., bottles	$ 4.30
24—16 ozs., bottles	4.85
12—32 ozs., bottles	3.85
24—28 ozs., tins	4.95
12—80 ozs., tins	7.25
6—160 ozs., tins	6.55
1—5 gal. tin	5.85
In barrel, per gal.	.90

FOREST CREAM PEANUT BUTTER

48—No. 1 Tumblers	$ 5.00
24—No. 3 Tumblers	4.25
24—2 lbs., tins	11.85
1—24 lbs., pail	4.20
2—24 lbs., pails	8.75
In barrel, per lb.	.16½

FOREST CREAM SALTED PEANUTS

1—15 lbs., pail	$ 2.95
2—15 lbs., pails	6.25
In bags of 85 lbs.	13.85

SMALL'S FOREST CREAM CAKE ICING "MAPLE FLAVOR"

72—Individual	$ 5.60
24—13½ ozs., tins	4.80
24—2½ lbs., tins	11.30
1—30 lbs., pail	4.30
2—30 lbs., pail	9.05
In barrels, per lb.	12.½

SMALL'S FOREST CREAM

24—28 ozs., tins	$ 4.80
12—80 oz. tins	8.00

SMALL'S STANDARD PURE MAPLE SUGAR

24—13½ ozs., tins	$ 6.75
24—2½ lbs., tins	16.85
1—30 lbs., pails	7.30
2—30 lbs. crated	14.00
96 Union Blocks	7.00
16—5 lbs., blocks in bag ...	17.90

SMALL'S JOLLY SMACKS "JELLIES"

3—5 lbs., boxes	$ 2.35
1—18 lbs., pails	2.80
9—18 lbs., pails	6.00

SMALL'S FOREST CREAM "AFTER DINNER" MINTS

1—12 lbs., pail	$ 2.50
2—12 lbs., pail	5.35
6—3 lbs. jars, in case	5.80
Barrel, per lb.	.17

SMALL'S FOREST CREAM SUGAR

96—Union blocks	3.50
72—Patties	2.40
24—Patties	.80

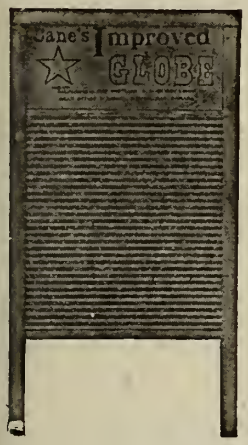
SMALL'S GENUINE TURKISH DELIGHT

2—10 lbs., boxes	$ 3.75

A line you can depend on

CANE'S WASHBOARDS

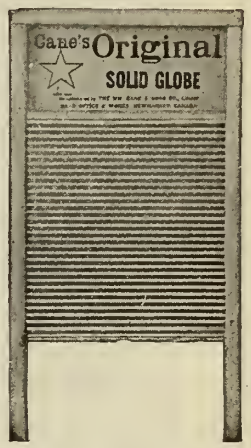
Well made, light, strong, durable, non-splintering, no slivers



CANE'S WASHBOARDS never fail to please because they are made with exacting care from carefully selected materials. You can recommend them to be thoroughly reliable in every way. Four of these popular CANE Washboards are here shown.

The "Original Globe" and "Improved Globe" are made of zinc, the "Western King" of the best grade enamel plate and the "Diamond King" of crimped, feathered glass. All frames are of the best basswood which means no splinters, no slivers and longer wear.

Ask your wholesaler for prices.



Wm. Cane & Sons Co., Limited
NEWMARKET, ONTARIO

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & Co.
Hamilton and Winnipeg

Marsh's Grape Juice

Marsh's Grape Juice
Unfermented Port
Black Cherry Wine
Raspberry Vinegar
Marsh's Pure Apple Cider

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces

The McLaren-Wright, Limited
Toronto and Montreal

Now as Never Before—

You Need Sound Financial Information

THERE never was a time when business merchants needed sound, sane, financial knowledge of commercial happenings on which to base present and future investments as they do right now.

For your business profits are not real profits until you have them safely invested in reliable securities.

Why not invest profits from your shop and the coupons from your Victory Bonds in genuine securities, news of which you will find every week in THE FINANCIAL POST Investors' Enquiry Service, a feature for subscribers which will give you the benefit of investigators in all the big financial centres? This service is just as if you paid a man $10,000 a year to be your own personal investigator in Toronto, Montreal, Winnipeg—in fact, every city in the Dominion.

But you cannot hire the services of this staff—you get them free with a subscription to THE FINANCIAL POST, through this splendid Investors' Enquiry Service, which is free to all readers.

But that is not the only thing—this commercial newspaper gives you the financial, industrial, banking news of the country in convenient readable form—just the data you need for your business—just the facts you need for your investments—in fact, a splendid partner of the ambitious merchant.

When 8,425 merchants, business executives, bankers, lawyers find in THE FINANCIAL POST the very facts which will help them in their business, will you not find a weekly reading of its pages very beneficial?

THE FINANCIAL POST
143-153 University Ave., Toronto, Ont.

.....192

THE FINANCIAL POST,
143-153 University Ave., Toronto.

On the understanding that THE FINANCIAL POST contains just the facts I need for safe investment of profit, you may send me a recent issue.

Name .....

Address .....

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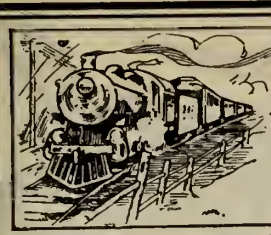
Advertise Your Product in

Canadian Grocer

It reaches the Buyers **It's a Business-Getter**

Rates and Information on Request



BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

New stoneware catalogue just out, prices effective April 1st. Yours for the asking.

The Toronto Pottery Co.
Limited
608 and 609 Temple Bldg.
Bay and Richmond Sts.
Toronto, Canada

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS

GEO. J. CLIFF

WHITE-COTTELL'S

Best English Malt Vinegar

QUALITY VINEGAR

White, Cottell & Co., Camberwell, London, Eng.

Agents:

W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto

STROYAN-DUNWOODY CO., Confederation Life Building Winnipeg, Man.

OPPENHEIMER BROS., LTD. Vancouver, B.C.

BAIRD & CO., Merchants, St John's, Nfld.

Order from your Jobber to-day

"SOCLEAN"

the dustless sweeping compound

SOCLEAN, LIMITED

Manufacturers TORONTO, Ont.

Montreal Agents:—Vigneault & MacGillivary 7 Bonsecours St., Montreal, Que.

Ottawa Agents:—W. R. Barnard, 374 Bank St.

BARRELS

From 5 to 50 Gallons. For Liquid Containers

PROMPT SHIPMENTS

CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

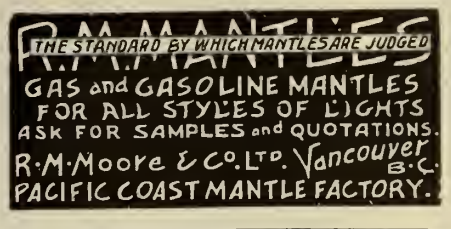
Information

We can keep you posted with all daily news and business Tips.

Canadian Press Clipping Service
143-153 University Avenue, Toronto

COCOANUT MARKET LOOKS FIRMER

John Clarke & Co., New York, in their weekly market letter discuss desiccated cocoanut as follows: "The spot market for Ceylon cocoanut during the past week has been firm; macaroon is slightly higher, medium shred is firm and the fancy cuts are at about the same level as the preceding week. Stocks are small here and the demand has been fairly steady for small quantities.. Nearby afloat parcels are not large and have been pretty well cleaned up. Quotations for future shipment are little changed from last week. Buyers' ideas are lower than sellers' and while some business has been put through the total is small."


R·M·MANTLES
THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R·M·Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

30 DOZ. CASE FILLERS
ONE DOZ. CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON - ONTARIO

BARRELS

For all purposes. The best package for exporting. I can make them to suit your goods.

JOHN HAYNE
IMPERIAL BLDG., SARNIA, ONT.

TANGLEFOOT PRODUCTS

STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH AND ANT POWDER.

THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

The SARNIA PAPER BOX CO., Ltd.

SARNIA, ONT.

Manufacturers of:

Ice Cream Cartons, Paraffined
Butter Cartons, Paraffined.
Egg Cartons: Special Egg Fillers
Folding Candy Boxes; also handy Paraffine boxes for bulk Pickles, Mincemeat, etc.

SIGN WRITING

Do Your Own Card Writing

Write for our catalogue which will tell you what you need. Best goods at closest prices

ARTISTS' SUPPLY CO.
77 York St., Toronto
Mention this paper when writing

WHEN WRITING TO ADVERTISERS KINDLY MENTION THIS PAPER

Wanted

FOR SALE

FOR SALE — GENERAL STORE IN THE heart of the famous Creston Valley; stock consists of general merchandise. Building can be bought or leased on terms. For further particulars write Box 52, Creston, B.C.

HELP WANTED

WE REQUIRE A FIRST-CLASS STOCK AND cost man for wholesale Grocery Department, with good credentials. Box No. 28, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITIONS WANTED

SALESMAN GOOD CONNECTION WITH GROcery trade in Western Ontario desires position. Good sales record and best of references. Salary or salary and commission. Apply Box 32, Canadian Grocer, 153 University Ave., Toronto, Ont.

ARTICLES WANTED

WANTED — A SECOND-HAND REFRIGERAtor. 4 ft. wide. Address Mrs. J. W. Nobles, R.R. No. 1, Grafton.

WANTED — ACCOUNT REGISTER, SMALL, good condition. Box 36, Canadian Grocer, 153 University Ave., Toronto, Ont.

OPPORTUNITIES ARE OFFERED EVERY ISSUE ON THIS PAGE

Watch Them!

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Quo

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

When writing Advertisers kindly mention this paper

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this advance notice. Be sure to give your old address as well as the new one.

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

RID-OF-RATS

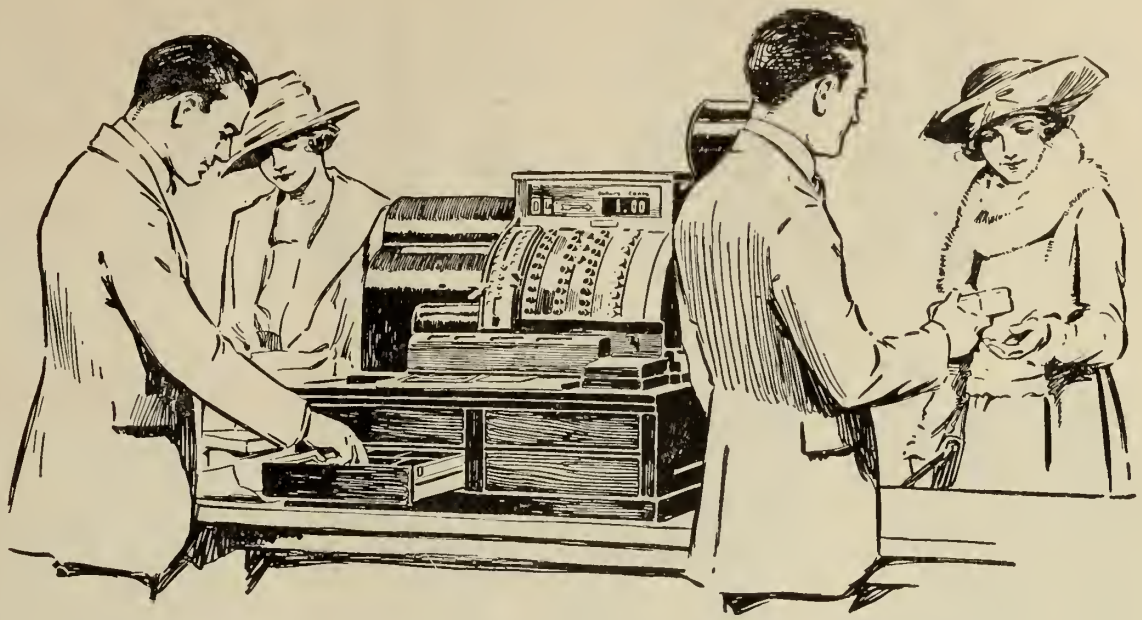
The Killing of one single Rat or Mouse now, may mean the destruction of a whole Brood. Spring and Summer are the Seasons when they Breed and Propagate. Rid-of-Rats is Non-Poisonous and can be used anywhere without Risk. Send for full information on Rid-of-Rats and our Other Products. It is Interesting Reading Matter.

Representatives Wanted Everywhere.

THE BERG & BEARD MFG. CO., Inc., 100 Emerson Place, Brooklyn, N.Y.

YOUR DEPARTMENT OF SERVICE
Canadian Grocer
Classified Advertisement Section
143 UNIVERSITY AVE., TORONTO
PHONE ADELAIDE 5740

Tell the Advertiser where you saw his Advertisement. . . .



Clerk D is making change from his cash drawer. The amount of the sale is shown at the top of the register. The other clerk is handing change and parcel to the customer. He made change from his own cash drawer.

A separate cash drawer for each clerk

This makes clerks more efficient because:

1. Each clerk is responsible for the business he handles.
2. In case of error it shows who made the mistake.
3. It gives each clerk credit for the work he does.

An up-to-date National Cash Register with separate cash drawers measures the ability of each clerk.

Up-to-date National Cash Registers are made with any number of cash drawers, from one to nine

We make cash registers for every line of business

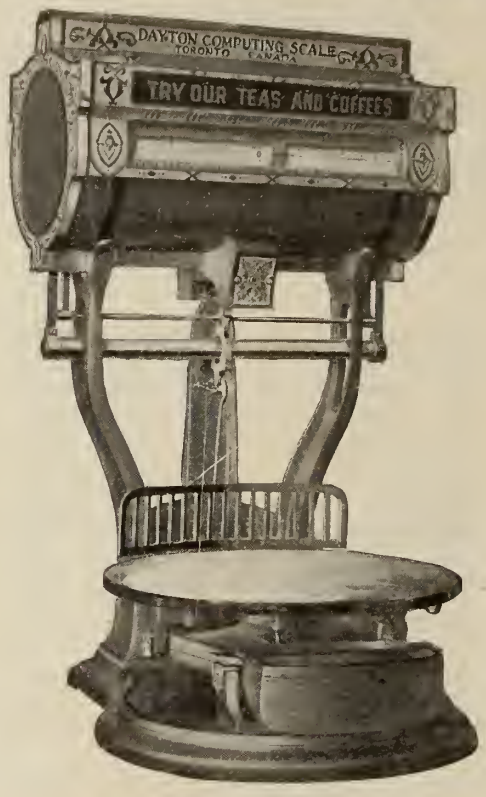
NATIONAL CASH REGISTER CO.

OF CANADA LIMITED

For Lighter Work

DAYTON

For Larger Profits



Customer:

You don't have to wait where they use "Dayton Scales."

You know the weight and price are right where they use "Dayton Scales."

You have confidence in the integrity of the store that uses "Dayton Scales."

You like to deal in a bright, up-to-date store where "Service" rules.

The International DAYTON SCALE

Your business will succeed only as it serves—and remember—The **Business That Stays** is the **Business That Pays.** The Dayton Scale is a builder of **Business That Stays.** It is medium of good-will and confidence between the merchant and customer.

Merchant:

You know you get paid for fractional weights with the "Dayton Scales."

You know that clerks save time and avoid mistakes with "Dayton Scales."

You know there is no other weighing machine in the world so accurate and durable as the "Dayton."

You know you have the edge on your competitor in store service with your "Dayton Scales."

International Business Machines Co., Limited

F. E. MUTTON, Vice-President and General Manager

Head Office and Factory: 300-350 Campbell Ave., Toronto

For your convenience we have Service and Sales Offices in

Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Walkerville, London, Hamilton Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

FEATURING SELLING SUMMER LINES

CANADIAN GROCER

Member of The Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXV. PUBLICATION OFFICE: TORONTO, JUNE 3, 1921 No. 22

O'Keefe's

BEVERAGES

Unvarying high quality, purity and delicious flavor are the foundation of O'Keefe's popularity and an ever growing demand for these sparkling beverages. Every grocer can boost his sales and his profits by suggesting to customers that they purchase by the case instead of a few bottles at a time.

Orders by the case will repeat themselves — if you sell O'Keefe's.

SELL THEM BY THE CASE

O'KEEFE'S - TORONTO

PHONE MAIN 4202

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

ALWAYS IN DEMAND

But doubly so at this season

YOU should be able to sell a good Floor Mop such as this to fully half the women who enter your store this month.

Even those who have one may feel they should get better house-cleaning results with a **new** one.

To those who have not yet experienced the satisfaction of using the O-Cedar Polish Mop, point out how well it is made—the fine grade of cotton yarn and drill used—how strongly it is sewn.

But, above all, explain that it is treated with O-Cedar Polish—that is the outstanding reason for its unique success in changing dull, lifeless floors to bright, sparkling, mirror-like surfaces.

O-Cedar Products are readily recognized as "good value." They are sold at reasonable prices—and the customer cheerfully pays the full sales price which we ask our dealers to quote.

CHANNELL LIMITED
TORONTO

O-Cedar Polish
In Bottles 30c and 60c
In Tins $1.50 to $3.50

O-Cedar Polish Mop
$2.00

O-Cedar Polish Mop

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

Now is the time to feature

Borden's St. Charles Milk

Warm weather months always increase the sale of Borden's Milk Products. For the hundreds of your customers who go picknicking, camping, or for those who stay at home this Summer, BORDEN'S ST. CHARLES MILK, BORDEN'S REINDEER COFFEE, and BORDEN'S REINDEER COCOA will prove unusually popular sellers.

Order a good supply and feature them in your window. A good "camper's necessities" window, including plenty of BORDEN'S ST. CHARLES MILK, REINDEER COFFEE AND COCOA, has brought excellent returns to many Canadian grocers. Try one —it will do the same for you.

MONTREAL **The Borden Co. Limited** VANCOUVER

"KKOVAH"

The weather, and the demand are right here for these two popular lines.

Are You Ready?

Don't allow your customers to go to the other fellow because you did not stock up in time.

MANUFACTURED BY

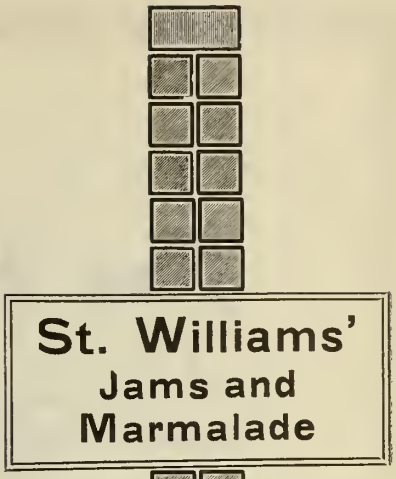
SUTCLIFFE & BINGHAM, LIMITED

of Manchester, England, and Toronto, Ont.

Canadian distributors:

LANGLEY, HARRIS & COMPANY, LIMITED

WINNIPEG MONTREAL TORONTO

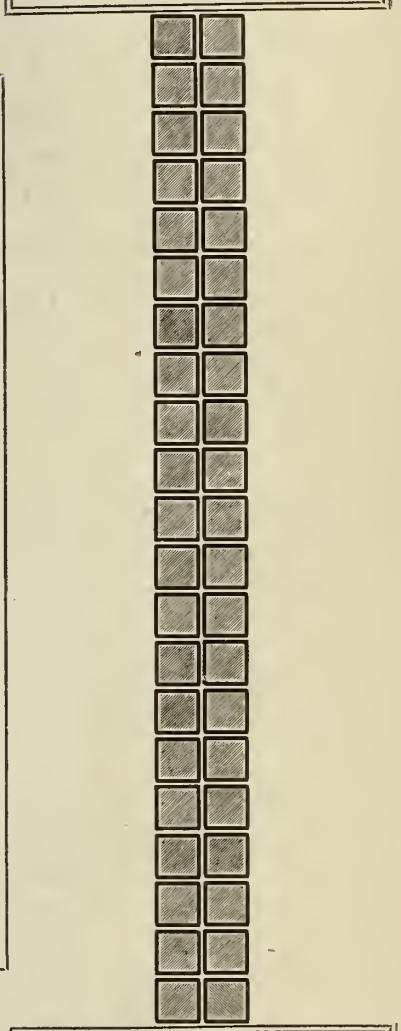


Langley-Harris
and Company, Limited

FOR

Kkovah Products
Lemonade, Orangeade, Health Salts
Custard Powder—Lemon and
Chocolate Pie Filler—Lemon Cheese
St. Williams' Jams and Jellies
Armour's Coffee Essence
Armour's Worcestershire Sauce
Curling Brand Package Peas
Maggi Soups—Handsome display case free with half gross.
Grimble's Vinegar
Norseland Sardines
Stower's Lime Juice
Wm. Edge, Bolton, England—Drummer Dyes, Dolly Tints, Dolly Creams
Jeyes' Fluid
Craven's Gums
Aromints
Zem Zem Rolls
Bassett's Confectionery

Winnipeg Montreal Toronto



The Prestige of Cascade

You have sold this salmon of uniform quality for several years. Your customers ask for it by name, so what's the use of dickering with off brands? Insist upon "Cascade" and turn your money over quickly. Here is another delightful recipe:

SALMON—AND PEA—SALAD

Prepare 1 quart of aspic jelly(made with gelatine after the regulation recipe), half fill a mold with it and allow to set; arrange in it 1 can of minced Cascade Salmon (drained and with skin and bones removed), pour over it a little more of the liquid jelly which has been kept in a warm place, add a few slices of hard-boiled eggs; let set again until it stiffens, then pour over all the remainder of the quart of liquid jelly. Set in a cold place; when ready to serve, turn out and decorate with cold boiled peas (or canned peas which have been washed in cold water and drained). Serve with mayonnaise dressing.

Recommend this dish to every lady customer, and fill a window with Cascade. Sell it by the dozen. Some Ontario merchants are selling five cases in one week, and so can you.

The "Cascade" label is your guarantee.

PACKED BY THE

B. C. Fishing & Packing Co., Limited

Vancouver, B.C.

Kingnut

HAS BEEN SUBSTANTIALLY

REDUCED

As a result of a reduction in the price of raw materials, we have been able to substantially reduce the priceof *KINGNUT*.

Mr. Retailer, we respectfully suggest that you mark down the price of the stocks which you may have on hand, to to-day's value. This may mean a small loss for you on what stocks you have on hand, but this loss will be greatly offset by the increased business you will have at the new price. Any of the following firms, who act as our distributors, will be pleased to quote you to-day's price, and supply you with *KINGNUT* at this price:

G. T. Armstrong & Son, Ltd., Sherbrooke, Que.
Bowes Co., Ltd., Toronto, Ont.
Canadian Packing Co., Ltd., Brantford, Ont.
Canadian Packing Co., Ltd., Montreal, Que.
Canadian Packing Co., Ltd., Peterborough, Ont.
Canadian Packing Co., Ltd., Toronto, Ont.
W. G. Craig & Co., Ltd., Kingston, Ont.
John Duff & Son, Ltd., Hamilton, Ont.
The F. W. Fearman Co., Ltd., Hamilton, Ont.
Gilmour & Co., Brockville, Ont.
Gunns, Ltd., Front St. E., Toronto, Ont.
Lemon Bros., Owen Sound, Ont.
Moyneur, Ltd., Ottawa, Ont.
J. E. Walmsley Co., Belleville, Ont.

KELLOGG PRODUCTS Inc.

39 Mosgrove St.,

OTTAWA.

CLARK'S ..SPAGHETTI..

With Tomato Sauce and Cheese

READY TO SERVE

DELICIOUS TO EAT

CLARK'S PREPARED FOODS, Mr. Grocer, are good Summer Sellers, and this is one of the most popular. Prepared from the very finest Canadian Spaghetti, red ripe tomatoes fresh from the vines, and the highest grade of Canadian Cheese, it is particularly appetising.

The QUALITY and PRICE make it a business getter and you will find it a real money maker.

Don't forget to keep a good supply of **Clark's Tomato Ketchup**

THIS IS THE SEASON

W. CLARK, Limited, MONTREAL

IMPORTED PRODUCTS

OF QUALITY MODERATELY

PRICED

"LE SOLEIL" PEAS and VEGETABLES

Sur Extra Fins, Extra Fins, Tres Fins, Mi-Fins, Moyens No. 1 and No. 2.
Cases 100 ½ Kilo Tins.

"FEYRET & PINSAN"

Pates de Foie Gras aux Truffes de Perigord.
4 oz., 5 oz., 7 oz., 100 tins per case.

"JAMES DE PLAGNIOL"

Surfine Olive Oil. Tins of 2/5, 10/1, 20/½ gals., 40/¼ gals.
Quarts, Pints and ½ Pint Bottles.

Celery, Carrots, Brussels Sprouts, Endives, Celery Soup, Printaniers Soup, Julienne Soup, Pea Soup.
Cases 100 ½ Kilo Tins.

"SOLEIL" CASTILE SOAP

72% Olive Oil.
6 lb., 3 lb., 12 oz., 8 oz., 4 oz. Bars.
60 lbs. per case.

"NEPTUNE" VICHY

From St-Yorre, France. Cases 100 crown Quart Bottles.

VICHY LEMONADE ROBERT

The purest and tastiest summer drink.
Cases of 50 qts., 50 pts. and 100 ½ pt. bottles.

SAMPLES AND PRICES ON DEMAND.

Tear this sheet, add your name and address and mail it to us to-day.

LAPORTE MARTIN, LIMITEE

Wholesale Grocers
Established 1870

584 St. Paul Street West - - Main 3766
MONTREAL

Think of It !!!

A can of Vegetable Soup to Retail at

5c

Do Not Delay

Quick Action is Necessary

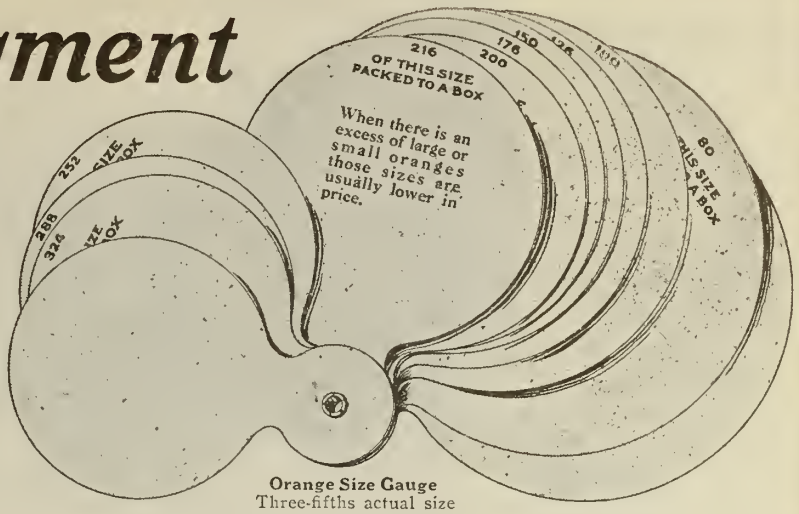
See Your Wholesaler At Once

Your Judgment

Mr. Grocer—and this handy gauge go well together

When You Buy

Your Oranges and Lemons



Orange Size Gauge
Three-fifths actual size
Actual size of each "count" is shown in gauge, with brief description of use for which best adapted. *Lemon Size Gauge* is similar.

THERE'S a *wise* way to buy oranges and lemons, and yet it's a simple way: "Always shop for odd sizes."

Smaller or larger sizes of lemons and oranges are likely to go at bargain prices when there's an excess in the market.

And they're as eatable and juicy as the "popular" or medium sizes for which you pay a premium. So why not look for the "odd sizes"?

We'll send you two size gauges—one for lemons, another for oranges—to help you *buy* for real profit. They're free. Just ask the C. F. G. E.—today.

This is just one way we help grocers who "ask the C. F. G. E." And there are many other ways, as well.

How We Help You—

FOR instance, we send men from town to town every month to help retailers make profit-winning fruit displays in their windows. Such displays are the *life* of a fruit business.

Aren't you going to dress up your store with some real business-getting orange displays? Write for our *free* sets of Sunkist cards, "strings" and banners for your counters and windows. They have been made, after careful study, to meet your needs.

Or maybe you are thinking of advertising in local papers or neighborhood movies. We'll gladly send you *free* "cuts"—for use on price-lists and letter-heads—or *free* Sunkist lantern-slides with your name in strong colors.

—Ask the C. F. G. E.

WRITE us your problems. Maybe we can help solve them. We've an experienced retail man whose job is to give you the benefit of his thirty-six years behind the counter. His name is Paul Findlay. Hundreds of grocers welcome his brass-tacks talks.

The C. F. G. E. is a *co-operative* agency. Years ago it was formed by thousands of California orange and lemon growers to sell their fruit at actual cost. It has placed the orange and lemon business on a sound merchandising basis. And now a fraction of a penny per dozen is given by these growers to establish a fund for helping merchants handle these fruits at a safe profit. Wise business co-operation—nothing else.

Anybody who sells California oranges and lemons is *entitled* to our help. Last year more than 10,000 retailers asked for our services; and they profited. Were you one of them?

California Fruit Growers Exchange
A Co-operative, Non-profit Organization of 10,500 Growers
Dealer Service Department, Los Angeles, California

California Fruit Growers Exchange
Dealer Service Department, Los Angeles, Cal.

Send me a set of your new Orange and Lemon Size Gauges; also your Dealer's list of Other Selling Helps and your Booklet on "Displays That Sell Fruit," absolutely free to me.

Name _____

Address _____

City _____ *State* _____

J

BEE HIVE CORN SYRUP

Every child in this Great Dominion knows Bee Hive Syrup. On cold days, when they run home from school, don't they just shout with delight when the hot pancakes are ready with lots of Bee Hive on top.

The Popular Trade Winner

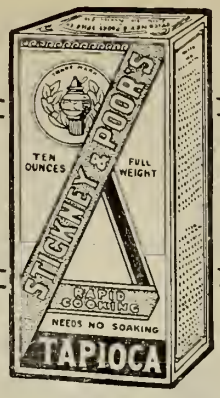
Fill your window with Bee Hive Syrup, put on a price sign and it sells itself.

Merchants all over Canada are selling it daily. So can you.

St. Lawrence Starch Company

Port Credit, Ontario

EASY TO COOK



EASY TO SELL

Stickney & Poor's
RAPID COOKING TAPIOCA

makes dainty, delicious desserts in a jiffy. Your customers will buy it again and again, once they know how easy it is to prepare—and the uniformly satisfactory results S. & P. Tapioca gives them. Like all S. & P. products—it represents the utmost in quality. Stock it—you'll sell it—F-A-S-T.

Your co-operating servant,
MUSTARDPOT.

STICKNEY & POOR SPICE COMPANY
1815 Century old - Century honored 1921
HALIFAX
Mustards • Spices • Seasonings

EUREKA
REFRIGERATORS

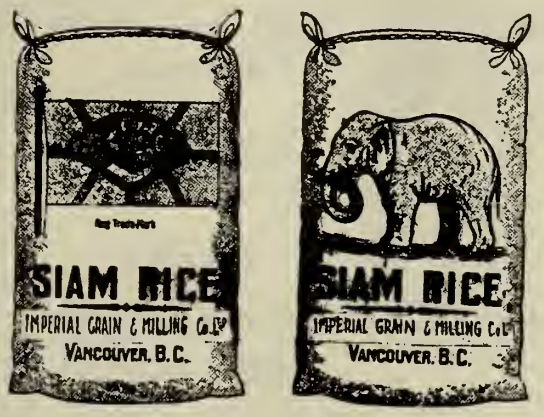
are so built that a constant, positive circulation of cold, dry air is maintained. This feature fully covered by patents.

Your customers will appreciate the care you give to keep your perishables sweet and wholesome.
Don't repeat last summer's waste.
Get a Eureka.

Write for our new catalogue.

Eureka Refrigerator Co., Limited
Head Office: Owen Sound
Branches: Toronto, Montreal, Hamilton

Imperial Grain and Milling Co., Limited
VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

A Virile, Robust Fighting Fish

The Pinks packed under "Kiltie" BRAND are caught in the cool depths around the Queen Charlotte Islands

Caught in Deep Salt Water

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

GIBSON-PATERSON-BROWN
LIMITED
Grocery Brokers and Manufacturers' Agents
WINNIPEG: CALGARY: VANCOUVER

G. B. Thompson & Company
LIMITED
Wholesale Grocery Brokers and Commission Merchants
149 Notre Dame Avenue East, WINNIPEG
Established 1898
We Have Track and Storage Facilities

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

When Writing to Advertisers
Kindly Mention this Paper

LE 75 French Cigarette Papers

Finest Quality

A White Gummed Paper That Will Satisfy Your Trade

This cut is a facsimile

of the actual package

100 Leaves to Book
Automatic Doubles
50 Books to Box

Order to-day from your jobber

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers
Head Office, WINNIPEG, MAN.
Branches:
SASKATOON REGINA CALGARY EDMONTON VANCOUVER MONTREAL LONDON, ENG.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

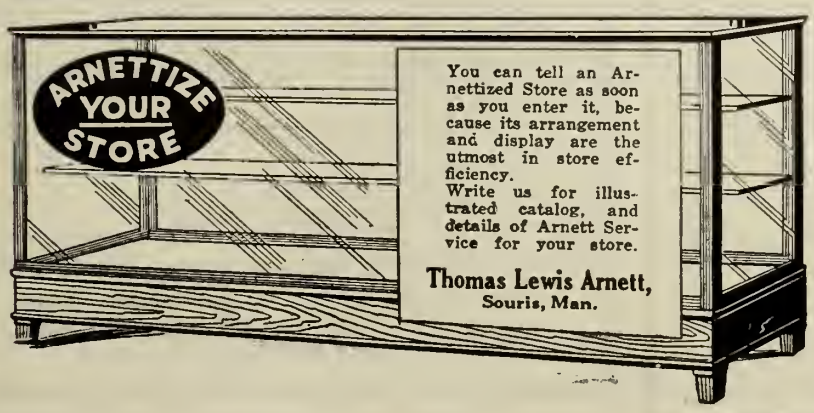
Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.


ARNETTIZE YOUR STORE
You can tell an Arnettized Store as soon as you enter it, because its arrangement and display are the utmost in store efficiency.
Write us for illustrated catalog, and details of Arnett Service for your store.
Thomas Lewis Arnett,
Souris, Man.

MANY opportunities are offered through the advertising columns of CANADIAN GROCER. Every week some original ideas are contained in the advertisements that may open the way to you for bigger profits.

Read them over

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

An Unsurpassed Selling Organization

The "House of Scott-Bathgate" holds an enviable reputation for successfully marketing products in the rich Western Provinces. Investigate our selling service before you assign your products. We have put such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies to the front and we can do the same for you.

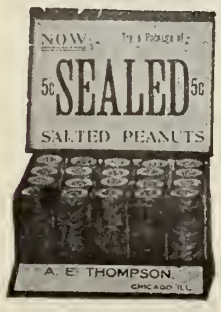
Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

½ million buyers see an advertisement similar to this every week. Display the Tea.
The Codville Company Ltd.

5



Thompson's Sealed Salted Peanuts

Packed in drum-shaped packages to retail at 5c. Forty packages to a carton. 22 cartons to a case.

Order from your jobber To-day

"Nifty Brand" whole blanched Jumbos, in 5 lb. tins, with envelopes. Packed in Canada by

A. E. THOMPSON

Box 2015 WINNIPEG

G. B. THOMPSON & CO., *Western Distributors, Winnipeg*

Eastern Representative: **Walter S. Bayley, 20 Front St. E., Toronto, Ont.**

W. H. ESCOTT CO. LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. Toronto.
Concentrated representation within the Province of Ontario

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

LOGGIE, SONS & CO.
Brokers, Importers and Exporters
Manufacturers' Agents
GROCERS', CONFECTIONERS' and DRUG SPECIALTIES
Montreal Winnipeg
WE COVER CANADA — LOGGIE, SONS & CO.
32 Front St. West
TORONTO CANADA

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
REPRESENTING
J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
Correspondence Solicited Agencies Wanted
LAING BUILDING, WINDSOR, ONT.

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

LAING & WATERS
Manufacturers' Agents and Commission Merchants
28 Wellington St. E., Toronto
We invite enquiries and guarantee satisfactory service.
Telephone Main 840

BERT T. WAY & CO.
Brokers and Manufacturers' Agents
Room 211 Royal Bank Bldg. London, Ont.
We want manufacturers who are not selling their products in this vicinity to write us.

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Vancouver Office of Canadian Grocer
314 Carter-Cotton Building
Telephone Seymour 4337
ROY A. HUNTER

J. R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits--Food Products
27 Wellington Street East
TORONTO, CANADA

GURD'S DRY GINGER ALE Is in Demand from Coast to Coast
As a refreshing and satisfying beverage—it is a social requisite—a steady sale follows introduction
CHARLES GURD & COMPANY, LIMITED, MONTREAL

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections.
18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 Place Royale, Montreal
Established 1876
Telephone Main 1581

VICTOR A. LEMIEUX
Labrador Lobster in 1 (one) pound tin, guaranteed best quality on the market.
Write for Quotations.
Wholesale Dealer
631 CORISTINE BLDG., MONTREAL

MAPLE SUGAR AND SYRUP
We can supply you with best quality in any quantity at right prices. Communicate with us.
Canada Produce Company, Limited
337 St. Paul East Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

BLUE MOUNTAIN VALLEY COFFEE
The coffee without a peer. A product of the British Empire. Build up your coffee trade by ordering from
MORSE, HUNTER & SMITH
Importers of Tropical Produce
244 Lemoine St. MONTREAL

HAVE YOU ORDERED YOUR SUPPLY OF THIS
"Genuine Turkish" Delight
DROMEDARY BRAND
Packed in 1, 5 and 10 lb. boxes. Write us for prices and discount.
Sole Canadian Distributors
SHEPHERD-MOTT COMPANY
73 Ottawa Street, MONTREAL

Maple
OTTAWA - 1900 - PARIS

"Highest awards in all countries for past 90 years including 1919"

"Small's Maple Cream is superior over anything we have tested."—Millford Siper & Co., Detroit, U.S.A.

"The name SMALL is standard for Maple quality, and price past 90 years. Advertised in street cars and leading farm and home papers. Stocked by jobbers world over."

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office

Agents for Canada for the HOMCO Products, including:
Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

When Writing Advertisers Please Mention This Paper

MACDONALD'S

Secrets of Successful Selling

Many volumes have been written—thousands of epigrams composed—on this subject. Yet, when all is said and done, it simply amounts to this:—

Selling goods that will satisfy the customer.

Selling goods that will pay you a worthwhile profit.

Because Macdonald's Tobaccos answer both these requirements, successful retailers all over Canada are selling more Macdonald's than any other tobacco.

Three sources of profit repay your efforts in pushing Macdonald's Tobaccos—the always-generous profit-margin — the **extra** profit in the four to six plugs over-run in every 10-lb. caddy—and the fast Macdonald turnover which multiplies the earning power of your capital.

The Tobacco with a heart

PURITY FLOUR

A Perfect Flour

"More Bread and Better Bread"

Purity Flour by test is the highest graded flour in Canada.

See that all your customers are supplied with this superior flour.

Western Canada Flour Mills Co., Limited

Toronto Winnipeg

When Mrs. Smith

or Mrs. Somebody-else cooks inferior macaroni she may not realize its lack of quality.

But she will appreciate the excellence of

if you can only induce her to take home just one package.

The Columbia Macaroni Co., Limited

Lethbridge, Alberta

OVER a quarter of a century's experience in tea blending, backed by exacting tea cup tests, insures constantly uniform blends to grocers who sell our bulk teas. Your customers will like

FLOWERDALE

—One of our Best Blends and our Best Seller—

Write for prices and samples

R. B. HAYHOE & CO.

Importers

7 Front St. E. Toronto, Canada

Shirriff's

True Orange Marmalade

This delicious preserve has become a favorite in thousands of Canadian homes. It is a marmalade you can safely recommend to those customers who appreciate quality combined with value.

Manufacturers

IMPERIAL EXTRACT COMPANY
TORONTO

A Line Worth Pushing

Jelly Powders *and* Extracts

Two members of the Shirriff "quality" group that it will pay you well to push.

SHIRRIFF'S Jelly Powders offer exceptional opportunities during the summer months.

Sole Selling Agents
HAROLD F. RITCHIE & CO., LTD.
Toronto and Montreal

Donald H. Bain Co.
Winnipeg
Western Distributors

A Superior Separated Milk Powder

Every wholesale grocer stocks it
Good grocers sell it in yellow tins

Phone College 2040

The Drimilk Co., Limited
Courtland, Ont.

Executive Offices: Spadina Crescent, Toronto
Eastern Offices: 332 Bleury Street, Montreal

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Spring and Summer Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST. W., MONTREAL

There's always a big Summer demand for

MARSH'S GRAPE JUICE

When you order your supply of MARSH'S Grape Juice be sure you include a trial order of the following popular Summer beverages:

Marsh's Unfermented Port, Black Cherry Wine, Raspberry Vinegar and Pure Apple Cider.

The Marsh Grape Juice Company
NIAGARA FALLS, ONT.

Agents for Ontario, Quebec and Maritime Provinces:
The McLaren-Wright, Ltd.
Toronto and Montreal

CURRANTS

WHOLESALE GROCERS!
Retain your customers by supplying them with the best of goods

Philippou Currants

are guaranteed sound, free from rain-damage, clean and sweet. They give you the greatest profit and they ensure the greatest degree of satisfaction to your customers.

Demand for our currants, greatly increased in the last few years, guarantees sales for our deliveries. In a word, we possess the secret of selling first-class goods at prices out of competition. A trial will carry conviction.

Ask for our different brands and see that our name is on the packages.

For particulars see our agents in your market.

D. D. PHILLIPOU
PATRAS, GREECE
Exporter of all Greek Products

The Sarnia Paper Box Co.
Sarnia, Ont.

Manufacturers of
Ice Cream, Butter and Egg Cartons
Also
Handy Paraffin Containers
Suitable for Salted Fish, Mincemeat, Oysters, Pickles, Etc.

Three reasons for buying "Sarnia" Boxes:

I. Quality
II. Service
III. Prompt Delivery

YOU CAN'T DO BETTER ANYWHERE

Triangle Sanitary Waxed Papers

are not made from odds and ends, but from standard quality raw stocks. Sizes 8 x 11 and 7½ x 10, 400. Get samples and prices from your jobber or direct.

CANADIAN NASHUA PAPER CO., LIMITED

Fresh Coffee Wins

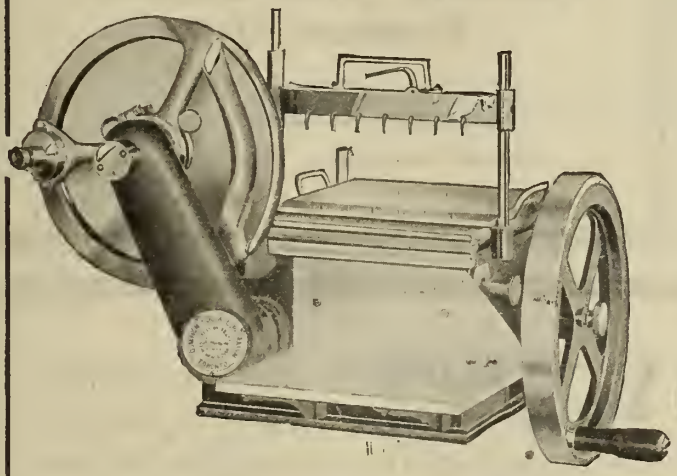
If you doubt it write for a 25-lb. lot at the price you now pay, and if it isn't beyond question the best coffee you ever tried ship it back collect.

D. A. GALT

107 Front St. E. Toronto, Ont.

The Most Sanitary in the World

DOMINION SLICER



NO WASTE NO SHORT ENDS
SEPARATE PORCELAIN TRAYS

Investigate this Real Money-Maker

Dominion Slicer Corporation
110 Church St. — Toronto

SAMUEL DOBREE & SONS

LONDON
ENGLAND

ESTABLISHED 17th CENTURY

GROWERS AND PRODUCERS
OF
SUGAR—MOLASSES
—COCOA

IMPORTERS AND EXPORTERS

BRANCHES IN ALL PARTS
OF THE CIVILIZED WORLD

CANADIAN BRANCH
UPPER WATER STREET
HALIFAX, N.S.

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son **Box No. 266** **Stratford, Ont.**

Are You Fully Protected?

TO adequately protect your business interests you must guard the numerous documents and papers in your office against loss through fire.

A Taylor Safe will provide the security you need.

These safes are scientifically constructed to resist heat. Duration and intensity of fire, or impact from fall, need not be considered if it's a "Taylor."

Made in 40 Different Sizes.

Write for quotations.

J. J. Taylor Limited

TORONTO SAFE WORKS
TORONTO

Branches: Montreal, Winnipeg, Vancouver.

REINDEER FLOUR

You can always recommend REINDEER FLOUR to your customers and know that the unusually fine baking results it produces will bring them back time after time for more.

Peterboro Cereal Company, Peterboro, Ont.

Branch Mill: Campbellford, Ont.

General Sales Office: Peterboro, Ont.

WHEN EVERY PUBLISHER has a complete and efficient system of record and knows positively the facts regarding the circulation of his paper—

And when every publisher is willing to give these facts to advertisers without dissimulation—

It will be because every publisher is a member of the Audit Bureau of Circulations.

But all publishers have not an efficient system of records and all are not guileless.

To protect themselves against unfair competition and to inform advertisers in regard to their business methods, "above board" publishers join the Audit Bureau of Circulations. Advertisers know that no unfair publication can qualify for membership.

Every straightforward paper may belong to the A.B.C.

Most of them do belong.

Canadian Grocer is one of them.

New Ways Have Come for Good!

You probably wonder as you look over your modern shop how you were able to do business as well as you did in the old way. Remember the dismal store and the jumble of things, boxes and barrels, crackers and fish. Never could get them to look like anything. Then a great light broke somewhere. Somebody had a brilliant idea. Why not put all these things in packages? Opposition! Why people fought it tooth and nail, but now that's all gone by the boards.

Nowadays it's "Give me a package of"—well, oh, nearly everything in the store. Clean, nice business, no loss in weight, no complaint of quality, no—by the way, some merchants, a good many in fact, still sell tea in bulk, the very article of all others that loses strength and flavor when open, the thing that is the hardest to judge of quality and the thing that brings more complaints than any other. Hard to let go of old habits, but isn't this selling of bulk tea only one of the relics of the past?

Isn't it time to change? Never a better time than right now. The Red Rose Tea traveller has a lot of good ideas that will help you increase your tea business.

WHY NOT GET TOGETHER!

T. H. ESTABROOKS CO., LIMITED

St. John Montreal Toronto Winnipeg Calgary Edmonton

SELL THE GRIMSBY LINE

Canned Fruits, Vegetables, Jams and Pickles

All Grisby Products are grown and packed right in the heart of the Niagara peninsula, well known as the Garden of Canada.

Selling Agents:

New Brunswick:
J. HUNTER WHITE,
St. John, N. B.

Cape Breton:
E. BROOKS BALL,
Sydney, N.S.

Nova Scotia:
COLWELL & BINNEY,
Halifax, N.S.

Ontario:
GRIMSBY BROKERAGE CO.,
106 Bay St., Toronto, Ont.

Manitoba, Sask., Alberta and B.C.:
STROYAN & DUNWOODY CO.,
Confederation Bldg., Winnipeg.

Quebec Province:
FORBES & SON,
291 St. Paul St. W., Montreal, Que.

Keen's Oxford BLUE

THE season for Laundry Blue is now in full swing. Keen's Oxford Blue is in better demand than ever. Are you fully stocked to meet the Housewives' requirements?

IF she CANNOT get Keen's at your store she WILL probably GET it at your neighbor's.

Magor, Son & Company, Limited

191 St. Paul St. West, MONTREAL 30 Church St., TORONTO

AGENTS FOR THE DOMINION OF CANADA

QUALITY TALKS

QUALITY TALKS

"RESULTS"

are often spoken of in a boastful way, but confirmation of the claims made is frequently lacking. The history of "SALADA," the figures of our increases published in this paper from time to time, contain sufficient tangible proof of our claims. "SALADA" has stood the test of time, the test of the severest competition and, above all, the SALES TEST, tests which have won for thousands of grocers a large and profitable tea trade, to 2the detriment of the tea peddler, a fact which says more for "SALADA" quality than anything we can say.

Does any other tea you are selling possess such qualities?

Will they stand the test?

THE TIME TO SELL "SALADA" IS WHEN YOU WANT MORE BUSINESS. TRY IT. NOW.

"SALADA," Toronto and Montreal

CANADIAN GROCER

VOL. XXV. TORONTO, JUNE 3, 1921 No. 22

Claims Losses Have Been Profitable

Montreal Grocer Points Out That in Taking Losses Because of Declining Markets, He Has Really Made Good Business for Himself and in the End Profit Will Be Worth While—Failing to Mark Down Prices Creates Mistrust on the Part of the Public.

By Staff Correspondent of Canadian Grocer

MONTREAL, May 31.—In comparing the prices quoted recently by a number of retail grocers in this city on some of the staple grocery lines a Canadian Grocer representative found a surprisingly wide diversion of prices even on branded package lines and canned goods. In some cases the reason lies in the fact that the overhead expenses were higher than in others, and therefore the merchant had to ask a higher price than his competitor was asking. In perhaps one other case the locality in which the store was situated warranted a higher price being asked, however just the principle involved. In the majority of instances, however, it was purely a matter of market conditions and buying, in other words poor merchandising.

It Is Poor Business

When the question was brought to the attention of one of the grocers who was asking a price for a staple line 50 per cent. higher than that quoted by two other grocers in the same locality this merchant said: "When I bought the goods I paid a much higher price than the present market value. I am only asking a fair margin of profit on the actual cost and when I have unloaded this stock I will adjust my prices to the new price I will have to pay for the goods. I am not here to lose money and no matter how the market goes I must at least get my cost out of the goods I have in stock."

Short Sightedness

Not only did this merchant fail to see the short sightedness of his policy but he resented the matter being brought to his attention. He could not see that his present policy was losing him more money in loss of business than he could possibly lose if he sold out the complete line below cost. It might be that the public is somewhat at fault in paying the high price, when they know very well that it can be bought cheaper. Nevertheless there is a majority among every grocer's patrons who watch carefully the prices asked for different lines and whose trade is worthy of the grocer's nurturing. It only takes a little time for the people to find out that they are paying a needless price, and they will go elsewhere. It will cost the grocer far more to get back his custom than to take a small loss now and hold the trade for the future.

Adjustments Must Come

Some grocers have quickly taken their loss and adopted the policy of following the market, and so placing their business on a fresh and more healthy basis. The manager of one of the stores that has adopted this principle said to a Canadian Grocer representative: "I figured out the loss that I would have to take to clean out my stock which was bought at the peak of the market and came to the conclusion that it was far better to take the loss immediately than to lose the trade that myself and others have been working years to build. There is no other safe solution to the question. The merchant who is not adjusting his prices to the new market values is losing business. Even the so-called people of means are to-day carefully watching the trend of prices. We see this every day in the response we get to our advertised list of prices. It takes only a little time for the people to find out that they are paying higher prices for goods in one store than another and they soon change their places of dealing. The grocer has then not only lost his customer, but the goods which he is endeavoring to unload, without a loss, are left on his shelves and there is no profit on anything until it is sold. He is doubly the loser whereas the man who has taken the initial loss is attracting custom, his turnover is increased, he has no worry about old stock and he has the satisfaction of seeing his business away to a fresh start without any handicap. In fact he has a big advantage on the buying market over his competitor who cannot buy on the lower market.

A Steady Business

"Personally I would far rather take a smaller profit if in doing so I can realize a bigger turnover. My stock is cleared out quicker. I have every advantage that is offered to the merchant who can buy quickly with cash and I am not fooling myself by imagining that I have such a value of stock on my shelves when try as I may I cannot realize more than 60 per cent. of the amount in selling. My strong recommendation to any grocer who is worried by the declining market is to take the loss now and start over with the assurance that there is good steady business ahead at the lower prices with freer buying on the part of the public."

Making a Loss Pay

This grocer went on to show how he made a loss pay. "The first to understand the situation and take the loss were those who lose the least in the long run," he said. "In my case I advertised lower prices. For instance, I realized that my task was not to sell out at a price but was to sell out quickly. I offered lower prices and advertised them as such but instead of making the price per article I set the price at so much per half dozen or on two or three of each line. For instance, ten pounds of tea at such a price, three pounds of currants at such a price or six tins of canned goods at such a price. The result was that very soon I had cleared out the old stock and was on the market to buy at the lower prices. It gave me a good start. The people are quick to recognize fairness on the part of the merchant and it wins good-will and a reputation which later is of far more value than the whole of the old stock which was sacrificed. It certainly paid to take

(Continued on page 34)

Ice Cream Means of Holding Trade

Niagara Peninsula Merchant Says That Ice Cream Helps to Keep Up the Volume of Turnover and Fills the Place Caused by Reduced Buying on Other Articles—Sells 2,200 Gallons of Ice Cream Over the Counter During the Summer Season.

"THE profit on general groceries is so small that I consider it almost necessary to put in some line that shows a good profit and push it for all it is worth," stated M. Pickard, of Pickard & Son, St. Catharines, Ont., to Canadian Grocer. "That is one of the many reasons why I decided to put in ice cream. Another reason is that ice cream has practically become a national pastime. People do not buy ice cream because it is a food, but they buy it more in the form of an amusement. Young people walking around filling in the time, or who have a friend they wish to entertain for an hour or two, drop into an ice cream parlor for a comfortable conversation and at the same time have a little refresment."

The selling of ice cream in grocery stores is becoming more and more an established feature, and according to those merchants who have made a success of this line there is no better opportunity to launch an ice cream department than at the present, particularly as people have to a certain extent curtailed buying. That at least is the way in which Pickard & Son reason the situation. They have been selling ice cream for the past three seasons and sales last year ran into 2,200 gallons over the counter, which does not include the hundreds of gallons that were sold to church affairs, garden parties and picnics.

"During these times of reduced buying, it is necessary for the retail grocer to have articles that are different," said Mr. Pickard, "and I know of no better line to push than ice cream. It is the most profitable article we sell. Of course there is a lot of detail and work in connection with it, but the margin of profit justifies the extra work."

Pickard & Son have the ice cream department located at the rear of the store and as the store is situated on a corner there is a street and a window, besides a connecting door between the grocery and ice cream departments. This layout is admirable as customers entering the ice cream room from the street can survey the grocery department. It draws attention to that department. Customers after finishing their purchase of ice cream often make their exit through the grocery department, which ultimately leads to a better acquaintance and permanent customers.

The ice cream department is equipped with soda fountain and accessories, also tables and chairs. A fairly lengthy menu is provided but Mr. Pickard does not believe in having too long a list as often on busy days extra help must necessarily be hired to handle the business which would entail training in making up the dishes and serving.

Ice Cream Helps Sale of Other Lines

The selling of ice cream, however, does not stop at that sale, but is used as a suggestion and a stimulant to the sale of other lines. For instance, Mr. Pickard dresses his sundaes with preserved pineapple which they buy in gallon cans. It occurred to Mr. Pickard that this pineapple when made up as a preserve was equally as good as the preserve made from the fresh pineapple. He therefore made up a can and put it in pint sealers. This was demonstrated to the customers, pointing out that by using this pineapple they would save the troublesome work of preparing the fresh fruit and at the same time prove more economical. So far this season this idea has resulted in the sale of 40 cases or 240 tins and many customers who at first just purchased one tin came back for a larger supply.

In the ice cream department there is a case displaying candy in bulk and boxed chocolates, also another case containing cigars and cigarettes. Sales on these lines are steadily increasing. Young men when treating their best girl to refreshment have a habit of buying a box of chocolates when leaving and men customers who purchase their tobacco supply from the Pickard store frequently pause at the soda fountain for liquid refreshment. Thus it is seen that the selling of ice cream has a double purpose and readily forms a suggestion by which the daily volume of business is greatly enhanced.

"Reducing Prices Has Brought About a Normal Movement"

Manager of the Grocery Department of Hudson's Bay Stores in Vancouver Believes That Taking Losses as Quickly as Possible the Best

By Special Correspondent Canadian Grocer

VANCOUVER, B.C., May 31 (Special).—Mr. Richdale, manager of the grocery department, Hudson's Bay stores, Vancouver, in discussing the progress of their return to normal, says:

"We have absolutely priced all jams, marmalades, in fact, conserves of all kinds, at replacement values. We are enjoying a normal movement at these reduced prices. I am convinced that an almost normal trade can be done almost anywhere if the people's expectation of lower prices are met. It is good business to take the losses. The first losses are the best in this case. The immediate loss may be very painful but business is a lot healthier for the operation."

Mr. Richdale says in regard to self serve:

"I find that the majority of our customers are better pleased to receive the usual service that a grocer has been used to giving, and are quite prepared to pay a fair margin for this service.

"I think that with production costs and selling prices getting into their proper relationships again that the slight difference possible between a service and a non-service store will not seem to repay the housewife for the extra trouble involved in carrying home her purchases."

In the Hudson's Bay stores a healthy interest is being shown in general grocery lines. Fine spring weather is helping. Windows are dressed freshly each week with fancy and seasonable lines. One of the large display windows is set aside for groceries each week and others on special occasions.

The Grocer's Windows

A representative of Canadian Grocer asked Mr. Richdale if a grocer section could use expensive window space as advantageously as the other departments where the merchandise carried a larger percentage of profit.

Mr. Richdale stated that while the sales from a grocery window will not show as large a profit as those of other lines, the sales from good window displays of groceries justify the use of even the most valuable window.

"Keep a grocery window looking like a grocery window," says Mr. Richdale. "Art—yes. Display—surely; prices—always—but make it quite distinctively an indication of a grocery store."

A great deal of interest was shown in a recent window entitled "Bread — the Staff of Life." An unusual perspective was achieved — the prairie distances being very realistic.

Many Motorists Will Pass Along These Roads As Outlined on This Map—Your Store Is Within Easy Reach If Not Along the Route—It Is a Good Opportunity to Sell.

"Sell the Motorist Passing Your Way"

Army of Tourists Will Invade Canada This Summer—The Grocer's Opportunity to Sell Many Lines That Will Appeal to Parties Travelling Through the Country by Motor — Many Grocers Selling Gasoline

FROM information secured by Canadian Grocer from various organizations in Canada, there has been a much greater number of inquiries received from prospective tourists from the United States and Canada during the spring months than at any time in the past. These inquiries have been for information concerning roads and touring conditions in Canada, and are from motor owners who contemplate visiting this country during the coming summer months. The exchange situation is undoubtedly a factor in encouraging United States tourists to spend their holidays touring Canada, for their money carries a greater buying power in this country than do Canadian funds. Many inquiries are also being received at certain points in Canada from Canadians residing at some distance, who are evidently contemplating taking the road for their holidays this season.

200,000 Cars Will Enter Ontario

It is estimated by the Ontario Motor League that during the present season some two hundred thousand cars will enter Ontario alone from the United States. This means between eight hundred thousand and one million tourists. If the average tourist spends five days in the province and spends ten dollars per day upon car maintenance, for instance, the amount of United States money brought into this province alone will be in the neighborhood of forty million dollars.

That money spent on improving Canada's highways is not lost, but is rather a good investment by encouraging tourist travel is evident from the figures above.

Grocers Selling Gasoline

Just in this likelihood of much automobile travelling alone is there a great opportunity for the grocer. A great many grocers throughout the country have in the past few years added gasoline to the list of lines they carry, and in the summer months particularly have found it very profitable. Having a tank for the supplying of passing motorists with gasoline is enterprise worth while, and the experience of more than one grocer, who has added gasoline to his stock, has been that the sale of it has meant the sale of other goods. In the next few months the motorist and party passing up and down the country will stop at many grocery stores. He is more likely to stop at the one, too, that has gasoline, and the average merchant that can carry it this summer, Canadian Grocer believes, will find it profitable and well worth while, judging from the experience of grocers who have already made a success of it. Certain automobile accessories, too, can be sold from the grocery store, and the addition of them to the regular stock will provide a convenience and service to the motorist that will not only mean increased sales, but will be appreciated by the motoring public.

The army of tourists who are expected to visit Canada during this summer constitute a great potential factor in trade in many grocery lines. People on holiday bent buy many things to which at other times they would give some consideration before purchasing. Specialties in the grocery trade sell well to the holiday motorist. It is the grocer's opportunity to boost sales of these lines during the summer months, and the automobile party constitutes as good a buying public as can be obtained.

Thirsty and hot the party at once seeks out a place to purchase ice cream and soft drinks. Very frequently in small places through the country there is no regularly constituted ice cream parlor, and here the grocer should take advantage of the circumstance to add soft drinks and ice cream. Serving the motorist alone will provide a gratifying remuneration, apart altogether from the business he secures in his own little community. Lines such as these are also "trade catchers," meaning, of course, that they help the sale of other groceries. Getting them into the store to buy those things that they most desire, the grocer can very often sell them other edibles.

Confectionery Will Sell Well

Confectionery in the way of boxed candy and of a good quality will sell well, and a good display of the same will do a great deal to increase sales. Showing them in a silent salesman, prominently situated in the store, will catch

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The Lines That Sell Best to Campers

Supplying Camping and Fishing Parties is Business That the Average Grocer Should Work Up During the Coming Weeks—How Michie & Co., King Street West, Toronto, Have Developed a Big Trade in This Respect—Supplying Everything a Camper Needs

SUPPLYING camping and fishing parties has long since been a feature in the summer trade of Michie & Co., King Street West, Toronto. For many summers past this firm has gone after business of this kind, and on a large scale they have served the tourists that have come to Canada, as well as Canadians themselves, who are setting out on their annual holiday expedition in some of the northern lakes and woods. Toronto is the point from where many of these parties start, and it is only natural that they would get their supplies for such trips in Toronto.

This business has already opened up as far as Michie & Co. are concerned, and many parties have already set out for the north. The trout fishing usually opens the season, and from that period early in May, right on in to the fall, there is a constant and ever increasing activity in business of this kind.

Everything a Camper Needs

"We supply everything a camper needs," a member of the staff of this store, whose special duty it is to look after the filling of these orders, told a representative of Canadian Grocer. "There is nothing that they want that we will not get for them. We have given special study to this department of our business now for some years, and it is our endeavor to put in these orders everything essential for the comfort and pleasure of the party, without, at the same time, rendering equipment and supplies heavy and cumbersome."

"How did this business first start?" the question was asked.

"It was started in a very small way, of course, but it has grown and expanded at a tremendous rate," the answer began. "Our American connection has meant much in the way of building this trade. We outfit hundreds of parties from the United States every year and possibly the advertisement this feature has given us has meant more than anything else in the way of extending our trade. Canadian fishing parties, too, are numerous among our clientele, and the satisfaction and service that we have given has been spread around, one satisfied customer telling another, and so on, until our business has assumed very large figures.

Party Has Little To Do

"The service we give necessitates little preparation on the part of the people going on a fishing or camping trip. All we want to know is the nature of the trip, the time of departure and the number of people going. We do the rest, and when the time comes to set out everything is in readiness for them. A party from the United States usually wires us a few days ahead that they are coming through on such a day and will be in Toronto on their way to Algonquin Park or some of the many other fishing and hunting grounds of the north. When they arrive their supplies and equipment are all ready for them. One of the main things in fitting out a party of this kind is to have everything parcelled properly. The outfit must not be too bulky, particularly in the case of a canoe trip, where there is likely to be considerable portaging. We have bags made specially for trips of this kind, and everything is done up with the idea of compactness in mind."

SUGGESTED LINES THAT TAKE WELL WITH CAMPING PARTIES

The following articles are suggested for a party of six persons in a movable camp:

Bacon, 20 lbs.; ham or canned meats if desired, then less bacon; pork up to 20 lbs.; bread, 10 loaves; flour up to 14 lbs.; white beans, 6 lbs.; cornmeal, 5 lbs.; rice, 5 lbs.; pancake flour, 2 or 4 lbs.; biscuits (assorted) 5 lbs.; eggs, 4 doz.; or ½ lb. dessicated egg; butter in tins, 10 lbs.; cheese, 2 or 3 lbs.; evaporated milk, 1 doz.; coffee, 5 lbs.; tea, 2 lbs.; cocoa, ½ lb.; sugar, 15 lbs.; a small bottle of Sweetena, a highly concentrated sweetening; solidified soup squares, up to 2 doz.; potatoes, ½ bag, or 4 lbs. evaporated potatoes; onions, up to 10 lbs. (if desired) or 1 lb. evaporated onions; beef extract, 1 small jar, or bouillon capsules, box of 10; baking powder, small tin; salt, 1 bag; pepper and mustard, small tins; prunes, 3 lbs.; marmalade, 2 lbs.; Worcester sauce, 1 bottle; syrup, 1 tin; vinegar, 1 bot.; 2 candle lanterns, 2 doz. candles, matches, 2 cakes soap; dish cloths, rope line, etc.

For a party of six persons, two weeks, here is also a suggestion:

5 lbs. coffee, 1 lb. tea, 1 lb. cocoa, 10 lbs. butter in salt; 3 lbs. apple butter, 8 lbs. pancake flour, 5 lbs. cornmeal, 5 lbs. oatmeal, 3 boxes soda crackers, 1 bag salt, ¼ lb. pepper, 15 tins evaporated milk, 20 lbs. sugar, 6 tins corn, 6 tins tomatoes, 6 tins rice, 7 lbs. prunes, 2 lbs. seeded raisins, 4 lbs. dairy cheese, 5 lbs. beans, 2 lbs. macaroni, 15 lbs. bacon, 2 qts. maple syrup, 2 qts. Heinz sweet mixed pickles, 1 small smoked ham, 2 tins Dutch Cleanser, 12 loaves bread, 9 doz. eggs, 5 lbs. dessicated potatoes.

The Lines That Sell Best

Discussing the lines that sell best and make the strongest appeal to campers and fishermen, it was pointed out that as the selections were left entirely with the firm, edibles of a general diet were chosen, lines easily prepared, and which provided substantial, wholesome meals. Bacon, beans, rolled oats, pancake flour, potatoes and vegetables, particularly of the dehydrated kind, powdered and condensed milk, soups, etc., are lines that form the principal articles of diet. It is observed that dehydrated vegetables are preferred to vegetables in their raw state for the reason that has been previously mentioned, they are more easily carried.

Summer Residents, Too, Supplied

Michie & Co. not only fit out camping and fishing parties, but customers going to their summer homes are supplied with staple articles of food, that will provide for them while they are away. This department of their summer business is also well established, and is a popular feature. Circularizing the people is a policy of the firm, and these little circulars or catalogues that are sent out contain all the information that the prospective camper or person contemplating a fishing holiday needs in furthering his plans. Not only suggested provision lists are given, but everything he wishes to know in regard to tents, utensils for cooking, blankets, camp furniture and such like are here given. Even charts for canoe trips are provided by Michie's. Reliable maps of canoe trips are obtainable at a small cost, and any of the popular haunts of the canoeist or fisherman in the north country are procurable.

Increase Your Sales

Catering to a trade of this kind affords the average grocer an opportunity to boost business in the summer season, and to increase sales of many lines. Every town has its exodus of campers and fishermen in the summer months and the grocer can do much to keep business active by going after trade of this kind. It is profitable and establishes a reputation for service that means much in the way of future patronage.

Showing an Attractive Summer Selling Window in the Store of Charles P. Macklaier, Montreal

Angling for the Fishermen's Trade

Chas. P. Macklaier's Window at 211 St. James Street, Montreal is Dressed With the Special Intention of Attracting the Eye of the Week-end Fishing Party—Many Men are Attracted by It

MONTREAL, May 31.—It may seem surprising that a grocery window in the heart of the financial district of Montreal where practically only business men and women are passing should be able to attract so much attention that during the hours of the whole business day there is actually a crowd around the window, and further it is surprising to note that the crowd is principally made up of men, business men who cannot resist the temptation to stop and look at it. Yet such is the case with Chas. P. Macklaier's grocery window at 211 St. James St.; it has constantly been the centre of attraction. This is surely a triumph in window dressing for the grocery business.

Appeals to Fishermen

Perhaps the reason for its attraction for men is because it is dressed particularly for men. It features fishing supplies insofar as the grocery business is concerned. When Mr. Macklaier dressed this window, for it is the work of the proprietor himself, he had in mind the fact that a great number of the business men down town are enthusiastic fishermen and that they go away over the week-ends in parties of two or three for a fishing trip in the mountains. Knowing this, and remembering that men readily remember the big things for the trip but easily forget the little necessities, he has arranged the window as a reminder of these little things and a suggestion of the dainty articles of food that add to the pleasure of the trip. These include all kinds of canned goods, nuts, pickles, mosquito oil, broth in bottles, cheese, biscuits and various beverages.

Suggestive Paraphernalia

This whole display is carefully laid out on a white ground without the slightest suggestion of crowding and each article is far enough away from the other that the eye sees each separately and not as a whole mass. In this way one is almost forced by curiosity to stop and read the labels on the different shaped bottles. Perhaps this is one reason why this window has attracted so much attention. Our inborn curiosity forces us to go out of our way to see what is attracting the attention of others. There is an impelling force behind this window that is hard to describe. Perhaps the secret lies in the fact that it is timely, it is addressed to the people who are constantly passing it, it is simple in design yet clear-cut. Around all sides of the window are fishing and camping paraphernalia, fishing lines, rods, bait, paddles, cushions, lunch hampers and utensils.

Creates the Demand

In speaking to a Canadian Grocer representative about the results obtained from the window Chas. P. Macklaier said: "I have been as much surprised as anyone at the amount of attention this window has commanded. I felt that it was a timely window when I planned it and knew that the men who made most of these fishing trips frequented this street during every business day. The results in increased sales in these lines have been marked and yet the season has hardly opened. The greater effect, I know, will be felt later in the summer but I have by my window made my announcement which I know has been impressed upon the minds of the down-town business men. For another thing, I do not stock the fishing tackle and camping outfits that are in the window but I have had so many inquiries for these accessories that I have had to make arrangements to take orders for the goods."

A Mysterious Attraction

When asked if he could explain the attraction that this rather simply dressed window held for the average man Mr. Macklaier said: "I cannot explain it. One cannot look at the window and say that anything in particular attracted his attention yet once you have looked at it you feel impelled to look it over carefully until you have seen all that is in it. To me that is the secret of good window dressing. That is, simple enough that when a person looks at it they cannot help but be impressed with the line of goods displayed and not be led away from the display altogether by gaudy dressing or a jumble of merchandise."

STRATFORD—Stores close Wednesdays at 12.30 o'clock from May 1 to September 30.

STRATHROY—Stores close Wednesdays at noon from May to August inclusive.

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INTEREST YOUR CLERKS

EXAMPLES of inefficiency in the grocery business come to light from time to time. Not so many days ago a representative of Canadian Grocer called at one of a series of chain stores in one of the larger cities in Canada. As a customer, he asked one of the clerks the price of five staple grocery lines. This clerk had to confess ignorance of the price of three of the five lines. Not only did he have to go and ask one of the other clerks for the quotation but this clerk too did not know what price to quote on two of the lines. The question is: Is this the clerk's fault or the proprietor's? One reason may be that the clerk does not take a real interest in the business and therefore forgets very easily the prices that are not daily impressed upon his memory. The other may be that the manager of the store has taken too much responsibility upon his own shoulders and fosters such dependence upon himself.

One solution, and the one that appears to be both the easiest and the best is not to discharge a forgetful or disinterested clerk but to at least try to make him interested in the business. The manager or the proprietor of the store has his interest in the business quite apart from a financial question. It is doubtful if he could make the business a success if he had not. This interest comes with the knowledge of the inner workings of the business, the conditions of the wholesale and primary markets, the rising and falling prices, watching for a good buying market and the devising of plans for a good selling market.

One grocer solved the plan by dividing up the buying responsibility among his clerks. Each had charge of one department and a record was kept to show how the department paid. The result is that to-day he has a most efficient staff. They watch the markets very carefully and the manager says that he himself could not buy more profitably than his clerks do now. A keen competition has grown up among them to see which will make the best percentage of profit.

Canadian Grocer strives to put weekly in the hands of every grocer and his clerks the information which will give the employees the interest necessary to make the organization, no matter how small it is, a success. When a clerk can talk intelligible reasons for the rise or fall of prices then he will instil those whom he serves with confidence both in himself as a grocer and the store for which he works. He finds a new interest and without the slightest doubt the value of his services to his employer is increased.

ANOTHER YEAR FOR OLEO

THE Government has again extended the time for allowing the importation and manufacture of margarine for one year, instead of making the permission permanent. The Hon. Dr. Tolmie, Minister of Agriculture, who conducted the Bill through the House, although remarking that "Canada is the only country in the world which has a restriction," failed to state why the Bill should not be made permanent instead of continuing to adopt the time limit. In preceding years the greatest opposition came from the farmers' party and those members representing the daily industry, but strange to say, this session there was little opposition from that quarter.

The whole world, with the exception of Canada says that margarine is a legitimate article of commerce and during the time that margarine has been sold in Canada it has proven to be a boon to a large portion of the people, especially during the period of high-priced butter. This being the case, then it is clearly seen that the politicians at Ottawa are making this wholesome food a party issue, and fail to take into consideration that the people want this article. There is no justification in barring it, even to the extent of carrying the settlement of the Bill over from year to year.

EDITORIALS IN BRIEF

THIS ISSUE of Canadian Grocer gives particular attention to the selling of Summer lines. Now is the time to formulate your plans for summer selling. The hot weather is here, and from now on, until September, the grocer can stimulate business by getting behind many lines that have a special appeal during the warm days.

* * *

A GROCER told Canadian Grocer the other day that she depended on this paper to guide her in her buying. The subscriber that will get the best out of his trade paper is the one who is giving each issue a close scrutiny, studying the market information thoroughly as well as getting an intimate insight into what the other fellow is doing.

* * *

LIFE ISN'T in holding a good hand, but in placing a poor hand well, quoting a well known motto. The same can be applied to trade at the present time, the moral being that the grocer by exerting extra selling effort to certain lines, can maintain business at levels that compare favorably wih a year ago.

* * *

REAL SALES ability will always hold old and attract new customers. Keep a watchful eye on the man who has not this gift.

"Retailer and the Consumer's Dollar"

Some Plain Facts About the Retail Distribution of Foods—Meaning of Technical Terms Such as Operating Margin, Etc., is Explained in Interesting Little Pamphlet That Every Grocer Should Have

By HENRY JOHNSON, Jr.

I HAVE found within the confines of a very small pamphlet the very best study of the grocery business I ever saw. In less than eighteen moderate sized pages there are crowded more facts and plain elucidations thereof than one could treat adequately, in full detail, in a large volume. It is the sanest thing I ever read on the subject. The title is "What the Retailer Does with the Consumer's Dollar," published by the Agricultural Experiment Station of the University of Wisconsin, Madison, Wisconsin, and should be read by everybody who wants the plain facts about retail distribution of foods. I don't know the cost, but urge you to write for Bulletin 324 and send 25 cents in stamps.

This study covers conditions in the grocery business of Madison for the year 1919. It shows that the 45,000 residents of Madison bought $6,840,000 worth of groceries, meats and milk that year, distributed by 160 stores, the majority of which had no adequate system of bookkeeping and therefore were unable to give any definite information about their business, and less than half of which were able to furnish any definite information as to costs or margins.

The discussion is opened by definitions of business terms—buying price, selling price and operating margin. This last is so commonly misunderstood and so hazy in the average merchant's mind that I shall condense the paragraph wherein that is covered, as follows:

Meanings of Technical Terms Clarified

Operating margin is number of cents of each dollar which retailer does not pay out for goods. It is the difference between buying and sale price. Percentage margin means one thing to consumers and another to merchants, for while consumers think of margin as added to the cost, merchants think of it as a portion of the sale. The consumer thinks 25 cents is added to 75 cents for the sale of something for a dollar, whereas the merchant thinks of the 25 cents as part of the dollar obtained. Thus the consumer thinks of 33 1-3 per cent., while the merchant thinks of it as 25 per cent. In this discussion margin is figured on sales.

This is all so refreshingly better than former academic ways that it is a relief to find it.

That eight stores out of the thirty-six that gave reliable information were unable to make any net profit at all—in fact had to meet deficiencies of $200 to $1,921—emphasized the need for greater efficiency.

The writer goes on to show that retail stores are operated because consumers want certain goods and services to satisfy an immense variety of wants in widely varying conditions; that the retailer's opportunity lies in filling these wants according to the peculiar needs of his customers; that the retailer has not entirely fulfilled his mission and that customers have not helped him to better his service; yet retail stores perform a valuable service and are essential for reasons which are outlined.

Discussing price variations and retail margins, the writer goes to the heart of the problem thus:

The retailer is in business for profit, to realize which he competes for a reward which goes only to relatively efficient merchants, as can be seen by the fact that many storekeepers fail to make day wages; to get profit the retailer must not only buy right but sell as high as possible, while keeping expenses at the minimum; prices cannot be identical because markets and consumer demands change so that like margins cannot always be had on like products, nor can the same margins be obtained always and there are therefore periods of loss and gain in every business. When apparent shortage causes a higher price level, as recently in sugar, the man with stocks on hand got a high margin merely by following the market in competition with those who purchased currently.

Then follows this statement that is remarkable, surely:

"Regardless of how much or how little he may have paid for his supply, his procedure was economically justifiable. Competition, if it works at all, is bound to make prices seek the same level, but not necessarily a lower level, all political and popular condemnation of the principle to the contrary" (notwithstanding).

Eminently Fair in Every Detail

How could anything be sounder and saner than that? In fact, the booklet is sound and sane in every line and as such it is fair. For let it be understood that I am not making the favorable comment on the booklet because it is merely fair to the grocer. I don't care much about any special pleading for the grocer. I praise it because it is soundly logical, sound economics and therefore bound to promote understanding among producers, retailers and consumers—and that is what we want. Incidentally, it is fair because it must be fair in order to be sound!

Then follows a tabulation which shows margins obtained not on averages but on many items specifically segregated. That I shall use again some time, but it is illuminating in what it reveals.

Further:

Besides price fluctuation, the services rendered and cost thereof will adjust competitive margins to a justifiable level; perishability influences margins, slackening of demand often resulting in sales below cost to salvage perishables; margins in Madison ranged from 7 to 25 per cent.

Stores average small, four-fifths selling less than $50,000 a year, while five stores, or 6.3 per cent. of the total, sold one-third of the total sales and one-fifth made more than half the total sales. These facts are also tabulated.

Then follow details of how 84 to 85 cents out of every dollar paid to Madison grocers by consumers was paid out for merchandise — the average margin being only 14.8 per cent., expenses 11.7 to 12.3 per cent. and net profit 2.5 to 4.5 per cent. It further develops that the profitable stores charged no more than the others, only they were more efficient and so operated for less average expense. The margins are tabulated in detail. Varying expenses, margins, sizes and effect of competition are analyzed and tabulated; details are given of all factors and net "balances" or profits; labor costs are analyzed and tabulated, also delivery expenses and rents.

Have I indicated that this booklet is informative? It is more than that. It is illuminating and crammed full of figures vital to the grocery business—facts and figures that you cannot afford not to have and know! You will miss something wonderfully helpful if you do not write at once for your copy.

Evidence of Incurable Optimism

A rather unusual feature of this pamphlet is that in the first paragraph certain conclusions are set forth—the conclusion before the argument. It reads about this way:

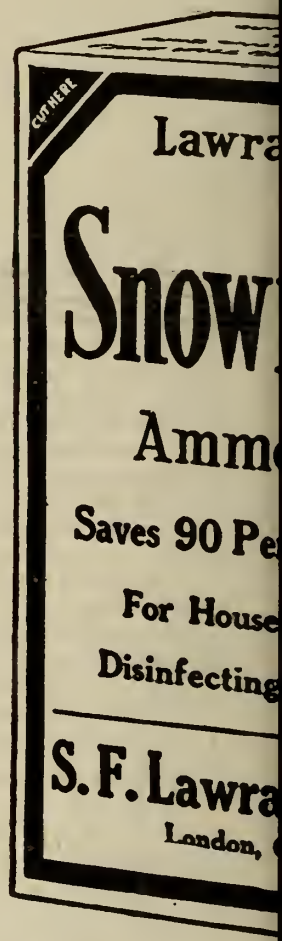
"Consumers must not look for lower costs so long as many small stores remain in business because they can neither buy to advantage nor reduce expenses; so while present margins barely cover expense in small stores, they provide for expense and profit in large, well-managed stores. 'Contrary to public be-

(Continued on page 43)

A Quality Product

Link

We, S. F. Lawrason & Co. of London, Canada, manufacturers of Snowflake Ammonia, have appointed the Harold F. Ritchie & Co., Limited, Toronto, to act as our sole selling agents for Canada and Newfoundland.

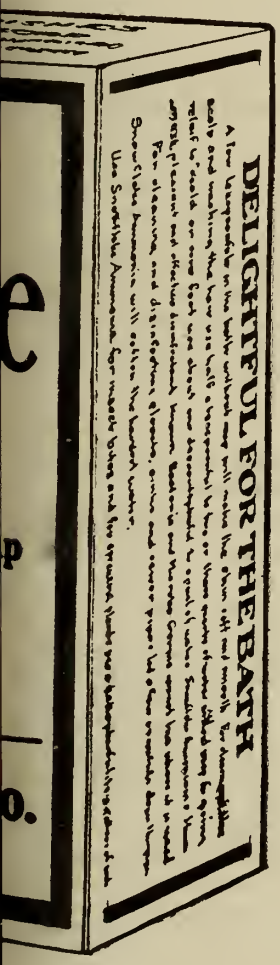


S. F. Lawrason & Co. have been manufacturing Snowflake Ammonia in Canada for 25 years and have built up a large trade and to-day have the biggest seller on the market.

Please Send All Enquiries and Orders to Harold

S. F. Lawrason & Co

with



A Progressive Selling Organization

The Harold F. Ritchie & Co., Limited, are now the largest Specialty selling organization in the British Empire and have proven their ability to give entire satisfaction both to their principals and the trade in marketing the lines they handle.

chie & Co., Limited, 12-14 McCaul St., Toronto

London, Canada

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

ONTARIO

E. J. Fitzpatrick, Strathroy, has sold to C. Zavitz.

Faust & Wurm, of Zurich, Ont., have purchased the grocery business of W. J. Powell at Goderich.

George Andary opened his new store next to the Temple Theatre at Wallaceburg this week.

J. S. Ainslie has purchased the flour mill at Comber, Ont., from the Canada Flour Mills Co., of Chatham.

W. H. Escott Co., Ltd., of Winnipeg, have been appointed representatives for the Hawaiian Fruit Packers, Ltd., of Honolulu.

J. C. Masker, assistant manager of the branch house department of Swift & Co., Chicago, Ill., was a visitor to Winnipeg last week.

Mrs. G. Wright has recently acquired the grocery business of her brother-in-law, Fred Beniman, at 155 Queen Street, Niagara Falls.

Fire which is believed to have originated from a spark in some dust completely destroyed the flour mill of R. Millburn at Desboro, Ont.

Clyde Hatch, formerly of Leamington, Ont., and recently with Mannis Flowers in Windsor, will open a grocery store in Walkerville this week.

E. L. Elledge has been appointed manager of the Saskatoon branch of the Donald H. Bain Co. Mr. Elledge was formerly an assistant manager at Regina.

W. Tregwin has been appointed by the A. J. Deere Co., of Hornell, N.Y., in charge of Canadian sales. His headquarters are at 174 King Street West, Toronto.

Thomas Kinnear & Son, wholesale grocers at Galt, Ont., have purchased the building they have been occupying on Water Street North and are planning to make extensions shortly.

W. Donaldson, of Teeswater, Ont., who recently purchased the grocery at Hensall, Ont., of T. W. Parlmer took over the business this week. Miss Emma Dickson, formerly with the firm, will join the sales staff.

S. H. Whyte, of the S. H. Whyte Manufacturing Co., Winnipeg, is in Eastern Canada. He was in Toronto over the week-end with a party of Masons from Winnipeg and before returning West will visit London and Montreal on a business trip.

William Ward & Sons, London, Ont., cigar manufacturers, are now disposing of $100,000 worth of preferred stock in the formation of a new company to be known as William Ward & Sons, Ltd.

Rev. Dr. Cody, of Toronto, was the special speaker last Saturday at the third of the series of luncheons of the Commercial Travellers' Association in the King Edward Hotel.

Thanksgiving Day and Armistice Day will be one and the same thing in the future in Canada, and will be observed on the Monday in the week in which November 11 occurs, the day on which hostilities ceased.

Where Real Salesmanship Gets The Proper Remuneration

MONTREAL, May 28.—Some grocers are always looking for new specialty lines which they can feature and in which they claim there is a good profit. It is a fact that most new lines on the market pay better than the old, well-established lines, and the reason for this lies in the fact that the retailer is paid for the effort he has to put behind the sale of the line. Real salesmanship pays well but when the goods are sold by the manufacturers' efforts, the retailer is simply paid for the distribution. The result is that the easier and the more effective the effort put behind the sale of a new line, the more profitable is that line to the grocer.

A Dainty Arrangement

In seeking such a plan of sale for a new line a Montreal down-town grocer has arranged a small stand, daintily decorated yet almost extreme in the contrasting colors used. The line he is featuring is a branded package of flavored shredded cocoanut. Each flavor has a distinctive color. For example, the violet is a light purple, the peppermint is white, almond is yellow in color and orange is orange in color. Each one of the flavors is displayed in a glass dish and a plate of small biscuits covered with a sample of the cocoanut is left for the customers to taste. The inviting appearance of the whole lay-out attracts attention and the grocer is quick to make the suggestion that a package of the goods should be tried.

Big Sales Result

The flavoring of the cocoanut is a novelty and its appearance in itself is attractive. The result is that he has made big sales of this new line on which he claims there is a good profit. If he had simply arranged the packages on the counter or on the shelves as he would a well-known line it is doubtful if he would have had any sales worth speaking of or he might have talked many hours during a week without a result worth while if he had not planned his display so that the goods would speak for themselves. In this way he has found a successful plan of selling a new line with the least possible effort on his own part.

CLAIMS LOSSES HAVE BEEN PROFITABLE

(Continued from page 25)

the loss. It shows now in an increased business."

A Big Margin on Cheese

A striking example of the margin between wholesale and retail prices is on cheese, which is now quoted wholesale at from 16 to 18 cents a pound. Three retailers in one section of this city are selling the cheese at 45 cents a pound or they are at least offering it at that price, while another merchant in the same district is really selling it at 28 cents. He agrees that he is not making a profit but he is attracting the trade which later will stick with him when he can make a profit. His idea is to develop a trade in cheese and in this way he is attracting the people to his store and showing them what he has to offer besides cheese. He is very well pleased with his loss. In fact he is getting considerable advertising from those who have bought cheese there because it is a characteristic of the public to pass the word on when they have found a real bargain.

Vancouver grocers will hold their annual picnic on July 13. It has been definitely set as the date when the Vancouver grocers will hold their anual frolic on Bowen Island.

Where and When Stores are Closing

A List of Half Holiday Closings in Towns and Cities Throughout Canada Prepared From Information Supplied by Merchants—Demonstrating the Growing Popularity of Weekly Half-Holiday.

CANADIAN GROCER again publishes this year a list of half holidays in the towns and cities throughout Canada. Every effort has been taken to make this list as accurate as possible. Merchants whose town or city is not represented on this list are requested to send in their name and a further list will be published in next week's issue.

BRITISH COLUMBIA

CRANBROOK—Stores close Wednesdays at noon all the year round.

FERNIE—Stores close Wednesdays at noon all the year round.

KAMLOOPS—Stores close Wednesdays at 1 o'clock all the year round except in a week where another holiday occurs.

MERRITT—Stores close Wednesdays at noon all the year round.

NELSON—Stores close Wednesday at noon throughout the year.

NEW WESTMINSTER—Stores close Wednesdays at 1 o'clock throughout the year.

REVELSTOKE—Stores close Wednesdays at 1 o'clock throughout the year.

VANCOUVER—Stores close Wednesdays at 1 o'clock throughout the year.

VERNON—Stores close Thursdays at 12.30 o'clock throughout the year except the week wherein another holiday occurs.

ALBERTA

MEDICINE HAT—Stores close Wednesday afternoon the year round.

CALGARY—Stores close Wednesdays at 1 o'clock throughout the year.

EDMONTON.—Stores close Wednesdays at noon throughout the year.

SASKATCHEWAN

KERROBERT—Stores close Wednesdays at noon during June, July and August.

MOOSE JAW—Stores close Wednesdays at noon the year round.

MAPLE CREEK—Stores close Wednesdays at 1 o'clock during June, July and August.

NORTH BATTLEFORD—Stores close Wednesdays at noon from May to August inclusive.

PRINCE ALBERT—Stores close Wednesdays at 1 o'clock from June 15 to September 15.

UNITY—Stores close Wednesdays at noon from May 15 to August 15.

WEYBURN—Stores close Thursdays at 12.30 o'clock from May to August inclusive.

MANITOBA

BRANDON—Stores close Thursdays at 12.30 o'clock from May to September inclusive.

FRANKLIN—Stores close Wednesdays at 1 o'clock from May to August inclusive.

PORTAGE LA PRAIRIE—Stores close Wednesdays at 12 o'clock from May 15 to August 15.

SOURIS—Stores close Thursdays at noon during June, July and August.

ONTARIO

AUBURN—Closes Wednesday afternoon at noon during June to September inclusive, also Wednesday and Friday evenings at 6.30 p.m.

BARRIE—Closes Wednesday afternoon at 12 o'clock during June to September inclusive.

BELLEVILLE—Stores close Wednesday at noon during May, June, July and August.

BOBCAYGEON—The stores close on Wednesday afternoons during June, July and August.

BOWMANVILLE—Stores close Wednesdays at noon every month with the exception of December.

BRACEBRIDGE—Stores close Thursday at noon during June, July and August.

BROCKVILLE—Closes Wednesdays at 12.30 during June to August inclusive.

BURLINGTON—Stores close Wednesdays at 12 o'clock during June, July and August.

CALEDONIA—Stores close Thursdays at noon during June, July, August and September.

CHATHAM—Stores close Thursdays at noon during May to September inclusive.

COBALT—Stores close Wednesdays at 12 o'clock from May to August inclusive.

COBOURG—Closes Wednesday afternoons at 1 p.m. from May to September.

COLBORNE—Stores close Wednesdays at noon during May to September inclusive.

COLLINGWOOD—Stores close Wednesdays at noon during June, July and August.

DRESDEN—Stores close Wednesdays at noon during June, July and August.

DUNDAS—Closes Wednesdays at 12.30 every month except December.

DUNNVILLE—Closes Wednesdays at 12.30 from April 1 to end of September.

ELMIRA—Closes every Wednesday at 12.30 from May 1 to September 15.

ELORA—Closes Wednesdays at 12 o'clock from May 1 to October 1.

ERIN—Closes Wednesday at noon from June to August inclusive.

EXETER—Closes Wednesdays at 12.30 from June to August inclusive.

FERGUS—Closes Wednesdays at 12 o'clock from May 1 to October 1.

FOREST—Closes Wednesdays at 12 o'clock from May to September inclusive.

FORT FRANCES—The stores close Wednesdays at noon during June, July and August.

FORT WILLIAM—The stores close Wednesday afternoons.

GALT—Stores close Wednesdays at 12.30, all the year round except December.

GANANOQUE—Stores close Wednesdays at 12 o'clock from June 16 to September 3.

GUELPH—Stores close every Wednesday at 12.30 all the year except December.

GODERICH—Stores close Wednesdays at 12.30 o'clock from May to September inclusive.

GLENCOE—Stores close Wednesdays at 12 o'clock from May to August inclusive.

HAMILTON—Stores close Wednesdays at 1 o'clock from May to August inclusive.

HAVELOCK—Closes Wednesdays at 12 o'clock from June 1 to August inclusive.

JARVIS—Closes Thursdays at 12 o'clock from June to September inclusive.

KENORA—Stores close Wednesdays at 1 o'clock from May to September inclusive.

KEEWATIN—Stores close every Thursday at 1 o'clock the year round.

KINCARDINE—Closes Thursdays at 1 o'clock from May to September inclusive.

KINGSTON—Closes Wednesdays. Also every night at 5 o'clock.

KITCHENER—Closes Wednesdays at 1 o'clock from May to August inclusive.

LA SALETTE—Closes Thursdays at 1 o'clock but opens from 3.30 to 4.30 for distributing mail from June to September inclusive.

LEAMINGTON—Stores close Fridays at 12 o'clock from April to October inclusive.

LINDSAY—Stores close Wednesdays at 12.30 o'clock during July and August.

LISTOWEL—Stores close Wednesdays at 1 o'clock from May to September inclusive.

LONDON—Closes Wednesdays at 1 o'clock from May to September inclusive.

LUCKNOW—Closes Thursdays at 1 o'clock from June to August inclusive.

(Continued on page 36)

NEWS FROM WESTERN CANADA

WESTERN

Dunn and Burnett, Neepawa, Man., have lately taken over the business conducted by Arthur Thurston.

Wm. Howie, Red Deer, Alta., is now in charge of the T. A. Gaetz business, succeeding Mr. Harper, who will travel out of Red Deer for the Red Deer Grocery Co.

Scott and Ellis have opened a store in Kamloops, B.C. They will deal in all kinds of dairy products. They will also serve ice cream and lunches.

Jack Neufer, Camrose, Alta., has gone to Wetaskiwin, Alta., to open a grocery store. Before leaving Camrose he was the recipient of a presentation on the part of a number of the townspeople.

Monte Brookman, formerly in the bakery business at Roverna, Sask., has opened up a similar busines at Sibbald, Sask.

OPEN OFFICES IN MONTREAL

Donald H. Bain Co., of Winnipeg, with branch offices in the several cities in Western Canada and also an office in London, England, have opened a branch office in Montreal. This office will be under the management of E. P. Magowan, who has been in charge of the Saskatoon branch for four years and who has been connected with this company for over eight years. Mr. Magowan has been for several years in the brokerage business. The company's address in Montreal will be the Marconi Building, St. Sacrament Street.

ROBBERS GOT LESS THAN $10

Toronto.—Four young men, Fred Henry, Victor Carter, Walter Williams, and Fred Le Grand, were arrested here last Sunday, charged with robbery and violence. On the previous Saturday night they held up two Warren brothers, who are drivers for D. W. Clark, grocer at Avenue Road, robbing them of the contents of their money pouches. According to the story of the drivers, when they went to the stable to put the horses away for the night they were pounced on by four men who put handkerchiefs over their faces and robbed them of their money. The amount secured was less than ten dollars.

SELL THE MOTORIST PASSING YOUR WAY

(Continued on Page 27)

the eye immediately, and sales will invariably result, for, after all, there are few motoring parties that do not carry along a box of good candy.

The merchant by frequently dressing his windows and getting the attention of visiting people can add to his trade. Featuring summer lines such as biscuits, olives, sardines and other such foodstuffs that the grocer knows from experience take well with picnic parties is good business. There is a wide range of choice delicacies that will sell well at this time, and for the next four months, by directing effort to the selling of them, and going after business of this kind, the grocer will be surprised what it has meant at the end of the summer in the way of maintaining his trade at satisfactory levels.

BRANDON MERCHANTS' ANNUAL MEETING

Brandon, May 27.—Speaking to the members of the Brandon branch of the Manitoba Retail Merchants' Association, at the annual meeting last week, P. A. Kennedy, president of the board of trade, spoke on ways and means whereby members of the association could help to develop the business of the city in all its various branches. Mayor Dinsdale, of Brandon, was also one of the speakers who spoke of the need of co-operation at the present time. Reports were presented by President Crawford and Treasurer J. McDonald showing what had been accomplished during the year.

Election of Officers

The election of officers for the coming year resulted as follows: W. J. Creelman, president; Milton Donaldson, first vice-president; Angus McDonald, second vice-president; John F. McDonald, treasurer, and John Popkin, secretary.

A. R. Ivey, provincial organizer, reported on the organization of the districts adjacent to Brandon, and stated that representatives from the various locals would be appointed to act with Brandon when advisable.

After considerable discussion it was decided to keep the Thursday half holiday for all stores for the five months between May 1 and September 30, while the grocery stores would close on Thursday afternoons for the whole year.

Provincial Officers Present

The principal speakers of the evening were A. F. Higgins, provincial president, and John H. Curie, provincial secretary. They outlined the work done by the association and the legislation obtained from the Government, as well as changes in the laws which would better conditions for the retail trade.

HALF HOLIDAYS

(Continued from Page 35)

MILTON—Closes Wednesdays at 12.30 o'clock from June to September inclusive.

MOUNT FOREST—Stores close Thursdays at 12.30 o'clock from June to September inclusive.

NEWCASTLE—Closes Wednesdays at 12 o'clock from May to October inclusive.

NEW LISKEARD—Stores close Wednesdays at noon from June to August inclusive.

NORTH BAY—Stores close Wednesdays at 1 o'clock from May to October inclusive.

NORWICH—Stores close Wednesdays at 12 o'clock except weeks wherein an-

OAKVILLE—Closes Wednesdays at 1 o'clock from April to October inclusive.

OIL SPRINGS—The stores close every Thursday afternoon during June, July, August and September.

ORILLIA—Closes Wednesdays at 12 o'clock from May to September inclusive.

OSHAWA—Closes Wednesdays at 1 o'clock all the year round with the exception of December.

OWEN SOUND—Stores close Wednesdays at 12 o'clock from May to September.

PARIS—Stores close Wednesdays at 12.30 o'clock all the year round except the month of December.

PARRY HARBOR—Closes Wednesdays at 12 o'clock from June 16 to September 15.

PEMBROKE—Closes Wednesdays at 12.30 o'clock from June to August inclusive.

PETERBORO—The stores close on Thursday afternoons during June, July, August and September.

PICTON—Closes Thursdays at noon from July to September inclusive.

PORT ARTHUR—Stores close Wednesdays at noon from June to September inclusive.

PORT CREDIT—Closes Wednesdays at 1 o'clock all the year round.

PORT ELGIN—Closes Thursdays at 12.30 o'clock from May to September inclusive.

PORT HOPE—Stores close Wednesdays at 12 o'clock from May to September inclusive.

PRESTON—The stores close Wednesday afternoons the year round except two weeks before Christmas.

RENFREW—Stores close Wednesdays at noon during June, July and August.

RICHMOND HILL—Stores close Wednesdays at 1 o'clock from May to September inclusive.

RIDGETOWN—Closes Wednesdays at 12 o'clock from April 15 to August 15.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MONTREAL, June 1.—The grocery market is fairly steady, and while the demand is almost entirely for immediate requirements, the trade cannot be said to be slow. Confidence in market conditions is lacking and dealers appear to be afraid to buy. The break in prices that has come has been gradual and conditions show signs of improvement. For example rice and tapioca is showing strength with primary quotations advanced ¾ cent. The demand in consequence shows improvement. The local sugar market is somewhat disturbed by the price cutting that is going on among local wholesalers but the refiners hold firm to their price with a firmer raw market backing them up. Raisins have been advanced in price and dried apples and apricots are stronger. Package dates are a little easier in price. Lower quotations are made on green peas and flax seed. Canned lobsters and pineapple are up to price while one brand of soups is slightly lower. The spice market is quiet. There is little change in the tea market although primary markets show more strength on Japan and Ceylon teas. Molasses and corn syrups are unchanged in price. Lamp burners are advanced. Another brand of soap is following the list of reductions in that line.

QUEBEC MARKETS

Flaxseed Lower

Montreal.

CEREALS.—There is no change in the cereal market this week, but dried green peas are down half cent a pound and are quoted at 6 cents. Flaxseed is down 2 cents and is also quoted at 6 cents per pound. The buying at this season of the year is small, being only for immediate requirements.

Oatmeal, gran., fine standard ..	....	3 60
Rolled Oats, 90 lbs.	....	3 15
Pearl Hominy	....	3 25
Cornmeal, Gold Dust Brand	....	3 25
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	4 25
Pearl Barley	....	5 25
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 10
Green Peas, dried	0 06	0 05¾
Flaxseed	....	0 06
Ground Oil Cake, per bag	....	3 00
Split Peas, per bag	....	5 00

Lobsters Are Higher

Montreal.

CANNED GOODS.—Higher prices are quoted on canned sliced pineapple. 2's are selling at $3.60 and 2½'s at $4.50 per dozen. The ¼ pound tins of lobsters are advanced 15 cents per dozen, now quoted $1.95. B. C. pilchards are down 20 cents per dozen, now quoted at $1.70. Campbell's soups are also reduced 15 cents per dozen, now quoted at $1.60. There is a fair demand for canned goods and prices are steady. Many dealers are making an effort to clean out present stocks and are carefully watching indications of the future on the new pack.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	4 40
Asparagus, imported (2½s)	....	6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, Standard	1 80	1 90
Do., early June	....	2 00
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 75
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	3 10
Do., 2½-lb.	....	5 00
Do., 2-lb.	....	4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	3 90
2½-lb.	5 00	5 25
1-lb.	....	2 90
Pears, 1s	....	3 20
Do., 2-lb.	....	4 10
Greengage Plums, heavy syrup ..	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced), 2½-lb.	....	4 50
Do., 2-lb.	....	3 60
Do., 2-lb.	....	3 20
Do., 1-lb.	....	2 00
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
Rhubarb, preserved	....	2 80
Do., gallon	....	5 75
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Raisins Up in Price

Montreal.

DRIED FRUITS.—The strength of raisins have resulted in an advance on both bulk and package raisins. Bulk raisins are in general up one cent a pound, while packaged lots are up one and two cents. Sair dates are advanced ½ cent a pound. Dromedary and Excelsior package dates are slightly lower in price. Apricots and dried apples are strong and in some cases an advance of ¼ cent a pound is quoted on dried apples. As a result of the higher prices on raisins there is a firmer tendency to currants with an improved demand. The dried fruit market in general is firm and more activity is noticeable in the market as a result of the higher prices.

Apricots, fancy	....	0 33
Do., choice	....	0 27
Do., slabs	....	0 22
Apples (evaporated)	0 13	0 15
Peaches (fancy)	....	0 28
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb..	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz...	0 21	0 23
Do., 16 ounces	....	0 27¼
California Seedless, in bulk...	0 18½	0 19½
Cluster, 20 1-lb. pack	....	6 75
Currants, loose	....	0 15
Do., Greek	0 13	0 15
Dates, Excelsior (36-10s), pkg. ..	....	4 85
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	7 00
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾s, lb.	....	0 45
Figs, white (70 4-oz. boxes) ...	....	5 40
Do., Spanish (cooking), 22-lb. boxes, each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30

Do., 10-lb. box		2 75
Do., mats		3 00
Do., 22-lb. box		1 90
Do. (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes)—		
20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12½
70-80s		0 10
80-90s		0 09
90-100s		0 08

Local Sugar Market Upset

Montreal.

SUGAR.—The refiners are firmly maintaining their quotations on granulated sugar despite the fact that a number of wholesalers are cutting the price. A firm market for raws is backing up the refiners in holding the price. The state of affairs that now exists in the sugar market is abnormal and is looked upon with disfavor by the refiners. The result of the cutting is that sales of sugar are being made between different local wholesalers and an uncertain atmosphere exists which does not help sales of sugar are going to stabilize the market.

Granulated Sugar, per cwt.		10 50
Do., barrels		10 50
Granulated, gunnies, 20/5		10 90
Do., gunnies, 10/10		11 00
Do., cases, 20/5-lb. cartons		11 10
Do., cases, 50/2-lb. cartons		11 25
Yellow, light, per cwt.		10 10
Do., medium, per cwt.		10 10
Do., dark, per cwt.		9 90

Higher Prices on Fruit

Montreal.

FRUIT.—With one exception higher prices are quoted throughout the fruit market this week. California cherries are 50 cents per box lower, selling at $5.50. Porto Rico grapefruit have been advanced to $6.00, and Jamaican are also selling at $6.00. The grapefruit season is about over and supplies are short. California navel oranges have been advanced 25 cents per case and prices range from $6.00 to $6.75, according to size. Strawberries (imported) are advanced 10 cents per pint, now selling at 45 cents. The first supplies of imported Georgia peaches are offered on the market at an initial price of $10.00 for the six basket crates.

APPLES—		
Boxes, 175s, 216s		5 00
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96		6 00
Do., Porto Rico		6 00
Lemons, Cal., 300-360s		5 25
Do., 176s and 200s		10 00
Cal. Navel Oranges, 126-250s	6 00	6 75
Do., Florida, 150-216s	4 75	5 00
Do., Blood Oranges, half boxes		3 75
Tangerines		4 25
Strawberries, per pint		0 45
Pineapples, 24s, 30s, 36s, crate		6 50
Watermelons, each		1 25
California Cherries, per box		5 50
Georgia Peaches, 6-basket crates		7 0

Molasses Steady

Montreal.

CORN SYRUP.—There is no change in either corn syrup or molasses this week. Prices are steady, with only a fair demand for immediate requirements.

Corn Syrup—		
Barrels, about 700 lbs.		0 06½
Half barrels, about 350 lbs.		0 06¾
Quarter barrels, about 175 lbs.		0 07¼
2 gals., 25-lb. pails, each		2 25
3 gal., 38½-lb. pails, each		3 25
5 gal., 65-lb. pails, each		5 20
2-lb. tins, per case		4 00
5-lb. tins, per case		5 30
10-lb. tins, per case		5 00
White Corn Syrup—		
2-lb. tins, 2 doz. in case, case		4 60
5-lb. tins, 1 doz. in case, case		5 90
10-lb. tins, ½ doz. in case, case		5 60

	Price for Island	of Montreal
Barbadoes Molasses—		
Puncheons		0 77½
Barrels		0 79½
Half barrels		0 79½
Puncheons, outside city		0 72½
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.		2 40
2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case, case		8 95
10-lb. tins, ½ doz. in case, case		8 60

Peanuts Higher

Montreal.

NUTS.—On account of the improved demand for peanuts higher prices are quoted on roasted and salted peanuts. Jumbos are now selling at 15½ cents, Bonton at 20½ cents, an advance of 1½ cent per pound, and G are selling at 12 cents, an advance of ½ cent per pound. Walnuts, almonds and filberts are firm in price. There is a good demand for all lines of nuts.

Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled		0 54
Valencia Shelled Almonds		0 44
Chestnuts (Italian)		0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.	0 17	0 18
Brazil nuts (new)		0 20
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15½
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1		0 11½
Do., salted, red	0 21	0 23
Do., shelled, No. - Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell		0 29
Marbot Walnuts	0 26	0 28
Do., new Naples		0 26
Do., shelled, Manchurian		0 68
Do., Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.		0 40
Do., Spanish, shelled		0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Package Raisins Higher

Montreal

PACKAGE GOODS.—There is no change in prices quoted on package goods apart from those on package dates, which are reduced 40 cents per case. California fancy seedless raisins in packages are also advanced in price. The 15 ounce package is 2 cents higher, the 11 ounce package is advanced 1 cent per pound. This is on account of the general advance in the price of raisins.

PACKAGE GOODS

Breakfast food, case 18		3 50
Cocoanut, 2-oz. pkgs., doz.		0 78½
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 75
Cornmeal, yellow, 24s		3 00
Do., 36s		4 16
Oat Flakes, 20s		4 80
Rolled oats, 20s		5 00
Do., 18s		2 00
Oatmeal, fine cut, 20 pkgs.		6 75
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		3 25
Hominy, pearl or gran., 2 doz.		3 00
Health Bran (20 pkgs.), case		2 85
Pancake Flour, case		3 60
Do., self-rising, doz.		1 50
Wheat Food, 18-1½s		3 25
Wheat Flakes, case of 2 doz.		2 95
Porridge Wheat, 36s, case		6 40
Do., 20s, case		6 50
Self-rising Flour (3-lb. pkg.), doz.		2 80
Do. (6-lb. pack.), doz.		5 50
Do., Buckwheat flour, per doz.		1 50
Corn Starch (prepared)		0 10⅓
Potato Flour		0 12½
Starch (laundry)		0 08⅓
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Euamel Laundry Starch, 40 pkgs. case		
Celluloid Starch, 45 pkgs., case		4 20
Package Cornmeal		3 00
Malt Breakfast Food (36 pkgs.)		9 50
Quaker Two-Minute Oat Food		1 80
Puffed Rice Pancake Flour		2 90
Egg Noodles, case 24		2 25
Macaroni		2 25
Quaker Quakies		3 40

New Cabbage Cheaper

Montreal.

VEGETABLES.—Lower prices are quoted this week on new cabbage as a result of a better supply offered. Yellow onions are down 25 cents per cwt., while red onions are up 25 cents per cwt. The first Egyptian onions are offered on the market at $5.00 per hundred pounds. Prices on new tomatoes are holding with a fair supply, but it is expected that within the next few weeks prices will start on a decline to meet the prices of the first supplies of home-grown that will be offered on this market. The market is active, with a good demand for green vegetables.

New cabbage		4 50
Celery, Florida, per crate	4 00	4 75
Do., California		11 00
Carrots, per bag	0 75	1 00
Cucumbers, per hamper		9 00
Garlic, lb.		0 50
Horseradish, lb.		0 60
Leeks, doz.		4 00
Lettuce		
Parsley		
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green, doz.		0 50
Potatoes, Montreal (90-lb. bag)	1 10	1 25
Do., sweet, hamper		5 50
Spinach, box		
Spanish Onions, per case	5 00	5 50
Turnips, per bag	0 75	1 00
Egyptian Onions		5 00
Red Onions, per cwt.		3 25
Texas Onions, per crate		3 50
Yellow Onions, per cwt.		3 00
New Tomatoes, per crate		7 50

Rice and Tapioca Stronger

Montreal.

RICE.—Stronger tendencies are shown in the rice market with a somewhat improved demand for supplies. The wholesale quotations are still unchanged, but the advance of ¾ cent a pound recorded in the primary market will be shown locally if the strength of the market continues Seed tapioca also shows strength and an advance of 1½ cents a pound on bag lots is quoted.

RICE—		
Carolina, extra fancy		0 07
Do. (fancy)		0 06
Honduras, fancy		0 05
Rangoon CC, per cwt.		3 90
Do., B, per cwt.		4 15
Texas rice		0 1
Siam		0 06
Tapioca, per lb. (seed)	0 08	0 09
Do. (pearl)	0 08	0 09
Do. (flake)	0 08	0 09
Honduras		0 07
Siam		0 14

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Tea Market Unchanged

Montreal.

TEA.—There is little or no change in the local tea market. Primary markets show more strength on Japan and Ceylon teas, but on account of the sluggishness of the demand locally and the big stocks of cheaper grades that are on the market prices are not directly affected by the improved conditions.

Ceylons and Indians—		
Pekoes	0 22	0 26
Broken Pekoes	0 32	0 40
Broken Orange Pekoes	0 48	0 55
Javas—		
Broken Orange Pekoes	0 48	0 55
Broken Pekoes	0 35	0 40
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)	....	0 77

Above prices give range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Spice Market Quiet

Montreal.

SPICES.—Quotations on spices are unchanged and the demand is quiet during this season. Wholesalers and spice dealers are cutting down their supplies till after the quiet season is over.

Cassia (pure)	0 27	0 30
Cocoanut, pails, 20 lbs. unsweetened ,lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 14
Cinnamon—		
Rolls	....	0 35
Pure, ground	0 35	0 40
Cloves (ground)	....	0 36
Cream of tartar (French, pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)	....	0 30
Ginger (Cochin)	....	0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80. lb.	....	0 38
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 45
Pepper, black	....	0 25
Do., white	....	0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystals or powdered)	0 95	1 00
Cardamo nseed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	9 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, hulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Lamp Burners Higher

Montreal.

MISCELLANEOUS. — Pressed hops are advanced five cents per pound, now selling at 35 cents. White Rock Vichy water is up in price, splits are now quoted at $13.00 per case. Scott's Emulsion is reduced $1.40 per dozen on the small size, quoted at $5, and $2.75 on the large size quoted at $10.00. French glue is reduced 20 cents per pound, now quoted at 30 cents. Lamp burners are advanced in price. No. 0 is selling at $1.40, A at $1.40, B at $1.60 and D at $4.25. Following the reductions in soaps, Palmolive is reduced $1.25 per gross, now selling at $10.75.

ONTARIO MARKETS

TORONTO, June 1.—Although there still appears to be a great deal of irregularity in prices quoted by wholesalers, the undertone has a saner feeling. Wholesalers are more inclined to stick to the manufacturers list prices. Sugar prices are firmly held by the refiners but wholesalers continue to cut prices. It is now considered that second-hand supplies of sugar are practically cleaned up under an improved demand. Rolled oats are easier, but the demand for cereals generally is very quiet. The primary rice markets are holding a firm position. Teas and coffees are steady to firm. Evaporated apples are higher. Prunes and apricots are firmly held at the advanced prices. Currants are becoming scarce and higher at points of shipment in Greece. Cane syrups are lower. Lamp chimneys and lantern globes are higher. One brand of salad dressing has advanced. Strawberries are lower. Lemons are higher. Local potatoes have firmed with quotations higher.

Canned Goods Unchanged

Toronto.

CANNED GOODS. — The market is fairly steady and although there is still some irregularity in prices, it is not so noticeable. There has been an active demand for vegetables and it is considered that stocks will be fairly well cleaned up by the time the new goods arrive. Stocks of fruits are still heavy and canners this season have adopted the policy to pack only the amount they have sold.

Salmon—		
Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska, reds, 1s, doz.	4 25	4 50
Do., ½s	....	2 50
Cohoe, 1s, doz.	....	3 60
Do., ½s, doz.	....	2 00
Pinks, 1s, doz.	....	2 10
Lobsters, ½-lb., doz.	3 25	3 50
Do., ¼-lb. tins	....	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables —		
Tomatoes, 2½s, doz.	1 60	1 85
Peas, Standard, doz.	1 65	1 70
Beets, 2s, doz.	1 45	2 45
Beans, golden wax, doz.	....	2 20
Asparagus tips, doz.	....	5 50
Do., butts, doz.	....	6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.	....	1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, preserved, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.	....	5 00
Apples, gal., doz.	....	4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.	....	3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.	....	4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s	4 50	5 00
Jams—		
Apricots, 4s, each	....	0 90
Black Currants, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Gooseberry, 4s, each	....	0 89
Do., 16 oz., doz.	....	4 10
Peach, 4s, each	....	3 75
Do., 16 oz., doz.	....	0 83
Red Currants, 16 oz., doz.	....	4 40
Do., 4s, each	....	0 94
Raspberries, 16 oz., doz.	....	4 60
Do., 4s, each	....	0 94
Strawberries, 16 oz., doz.	....	4 60

Evaporated Apples Higher

Toronto.

DRIED FRUITS.—Evaporated apples continue firm and prices are again advanced. Currants are scarce and firm at Grecian shipping points. Spot stocks are moving freely at unchanged quotations. Raisins are quiet and as there are prospects for lower prices on the new crop in the fall some houses have reduced their quotations. Apricots and prunes continue to hold the advance registered last week and there are indications that the pack will be practically cleaned up by the time the new crop is harvested.

Candied Peels—		
Lemon	....	0 42
Orange	....	0 44
Citron	....	0 72
Currants—		
Greek, Filiatras, cases	....	0 17
Do., Amalias	....	0 17
Do., Patras	....	0 17
Do., Vostizza	....	0 28½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	5 50
Dromedary, 3 doz. to case	....	7 00
Fard, per box aprox. 12 lbs.	....	3 25
Hallowee dates, per lb.	....	0 11
Figs—		
Smyrna layers, 4 Crown, lb.	0 80	0 82
Do., layers, 5 crown, lb.	0 86	0 88
Natural pulled, in bags	....	0 10½
Prunes—		
30-40s, 25s	....	0 20
40-50s, 25s	....	0 16
50-60s, 25s	....	0 13
60-70s, 25s	....	0 10
70-80s, 25s	....	0 09½
80-90s, 25s	....	0 09
90-100s, 25s	....	0 08
Peaches—		
Standard, 25-lb. box, peeled	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 29	0 30
Apricots—		
Fancy	....	0 46
Choice	....	0 42
Standard	....	0 34
Raisins—		
California bleached, lb.	....	0 27½
Seedless, 15-oz. packets	....	0 29
Seeded, 15-oz. packets	....	0 28½
Crown Muscatels, No. 1, 25s	....	0 26
Turkish Sultanas, pkgs.	....	0 27
Thompsons, Seedless	....	0 28½
Valencia	....	0 23
Evaporated apples	0 14	0 15

Rolled Oats Easier

Toronto.

CEREALS.—Rolled oats are easier and lower, now quoted at $3.10 per bag. The market for cereals generally has an easier tone under a very quiet demand.

	F.o.b. Toronto
Barley, pearl, 98s	5 50
Barley, pot, 98s	4 75
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 00
Cornmeal, Golden, 98s	2 75
Oatmeal, 98s	4 50
Corn Flour, 98s	3 75
Rye Flours, 98s	6 00
Rolled oats, 90s	3 10
Rolled Wheat, 100-lb. bbl.	6 75
Cracked Wheat, bag	5 00
Breakfast Food, No. 1	6 00

Do., No. 2	....	6 00
Rice Flour, 100 lbs.	....	10 00
Linseed meal, 98s	....	6 50
Flaxseed, 98s	....	7 00
Peas, split, 98s	....	5 75
Marrowfat green peas	0 05¼	0 06
Graham flour, 98s	....	4 75
Whole Wheat Flour	....	4 85
Wheat Kernels, 98s	....	6 35
Farina, 98s	....	6 35

Lemons are Higher

Toronto.

FRUIT. — Lemons have again advanced and prices are now about double they were one month ago. Californias are quoted at $7, and Messinas $6 per case. The first shipment of Gandy strawberries arrived during the week; prices are considerably lower, quarts now offered at 28 to 30 cents. Watermelons are in good demand at $1.50 each. California cherries are offered at $5.50 to $6 per box. Pineapples are arriving freely at slightly higher prices.

Oranges—		
Calif. Valencies, 100s	....	5 50
Do., 16s	....	5 75
Do., 150s, 176s	....	6 00
Do., 200s, 216s, 250s	....	6 25
Grapefruit—		
54s, 64s	6 50	7 50
70s, 80s, 96s	6 50	7 50
Bananas, Port Limons	....	0 09½
Lemons, Cal.	....	7 00
Do., Messinas	....	6 00
Apples—		
Winesaps, per box	3 25	3 75
Strawberries, pts.	....	....
Do. qts.	0 28	0 30
Pine aples, 18s, 24s, 30s, case	....	6 75
Do., 36s	....	6 00
Do., 42s, 48s	....	6 75
Watermelons, each	....	1 50

Walnuts Hold Firm

Toronto.

NUTS.—Shelled walnuts continue to hold a strong position, although there appears to be less activity in the market since the higher prices were manifest. Almonds are firmly held. Shipments of new crop shelled brazils have arrived and are offered at 75 cents per pound.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.	....	....
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack	....	7 50
Cocoanut, unsweetened, lb.	....	0 30
Do., sweetened, lb.	....	0 35
Do., shred	....	0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 20	0 22
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.	....	0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.	....	0 35
Walnuts, Bordeaux, lb.	0 73	0 75
Do., Manchurian	....	0 58
Do., broken	....	0 43
Peanuts, Spanish, lb.	....	0 10
Brazil nuts, lb.	....	0 95
Pecans, lb.	....	1 40

No Change in Package Goods

Toronto.

PACKAGE GOODS. — There are no changes in quotations. The demand is fair for immediate requirements but there is no inclination to book for future.

PACKAGE GOODS

Rolled Oats, 20s, round, case	....	5 00
Do., 20s, square, case	....	5 00
Do., 18s, case	....	2 00
Do., Aluminum Prem., 20s	....	6 40
Corn Flakes, 36s, case	3 40	3 75
Porridge Wheat, 36s, regular, case	....	6 00
Do., 20s, family, case	....	6 80
Cooker Package Peas, 36s, case	....	2 85
Cornstarch, No. 1, lb. cartons	....	0 10⅝
Do., No. 2, lb. cartons	....	0 09⅛
Laundry Starch	....	0 08⅛
Do., in 1-lb. cartons	....	0 08⅞
Do., in 6-lb. wood boxes	....	0 08⅞
Do., in 6-lb. tin canisters	....	0 12⅝
Celluloid Starch, case	....	4 15
Potato Flour, case 20 1-lb. pkgs.	....	2 50
Do., case 24 12-oz. pkgs.	....	2 30
Fine oatmeal, 20s	....	5 75
Cornmeal, 24s	....	3 00
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Wheat Flakes, 24s	....	5 00
Wheat kernels, 24s	....	4 50
Self-rising pancake flour, 24s	....	3 00
Buckwheat flour, 24s	....	3 50
Two-minute Oat Food, 24s	....	1 80
Puffed Wheat, case	....	4 40
Puffed Rice, case	....	5 70
Health Bran, case	....	2 85
F.S. Hominy, gran., case	....	3 00
Do., pearl, case	....	3 00
Scotch Pearl Barley, case	....	2 70
Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65
Puffed Rice Pancake Flour, 24s	....	2 90

Rice Market Firm

Toronto.

RICE.—Primary markets continue to hold firm at the advanced quotations. Spot stocks are unchanged, but it has been intimated that prices on Southern rices will be advanced in the near future.

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.	....	0 06½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07¼
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07⅛
White Sago	0 07	0 07¼
Tapioca, per lb.	0 07½	0 08

Cane Syrups Decline

Toronto.

SYRUPS.—Cane syrups are down $1 per case. Redpath No. 2 tins are down to $6 per case and Crystal Diamond is reduced to $6.50 per case. Corn syrups are unchanged. Small's pure maple syrup is reduced as follows: Cases of 36 10-ounce bottles are now quoted at $6.85 per case; cases of 24 16-ounce bottles $7.60 per case and 12 32-ounce bottles at $6.45 per case.

Corn Syrups—		
Barrels, about 700 lbs., yellow	....	0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz in case	....	4 60
Cases, 5-lb. tins, white, 1 doz. in case	....	5 90
Cases, 10-lb. tins, white, ½ doz. in case	....	5 60
Cases 2-lb. tins, yellow, 2 doz. in case	....	4 00
Cases, 5-lb. tins, yellow, 1 doz. in case	....	5 30
Cases, 10-lb. tins, yellow, ½ doz. in case	....	5 00
Cane Syrups—		
Barrels and half barrels, lb.	....	....
Half barrels, ¼c over bbls; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	6 00	6 50
Molasses—		
Fancy, Barbadoes, barrels, gal	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal	....	0 56
Do., half bbls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 6-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ dozen to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Peppers are Firmer

Toronto.

SPICES. — Peppers are firmer with prices in primary markets advanced. Jamaica ginger is also firm and a scarcity reported. Spot stocks are unchanged under a quiet demand.

Allspice	0 19	0 22
Cassia	....	0 26
Cinnamon	....	0 41
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Pastry	....	0 28
Pickling spices	....	0 19
Mace	..	0 75
Peppers, black	....	0 19
Do., white	....	0 31
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 35
Do., 80s	....	0 45
Do., ground	....	0 35
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Turmeric	....	0 30
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 45
American high-test, bulk	....	0 45
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Refiners Maintain Prices

Toronto.

SUGAR.—There is nothing new to report in the sugar situation. Refiners are firmly maintaining their list prices but there appears to be a better demand and second-hand parcels are becoming cleaned up. Wholesalers' quotations, however, are not yet in line with refiners' list and range from $10.50 to $10.73 per hundred.

St. Lawrence, extra granulated, cwt.	10 84
Atlantic, extra granulated	10 84
Acadia Sugar Refinery, extra granulated	10 84
Dom. Sugar Refinery, extra granulated	10 84
Canada Sugar Refinery, granulated	10 84

Differentials: Granulated, advance over basis: 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Teas Steady to Firm

Toronto.

TEAS. — The tea markets have developed no unusual feature during the week, maintaining its firm tone with continued scarcity of the finer grades. There appears to be a healthier tone to spot stocks with less cutting of prices by wholesalers.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Flour Unchanged

Toronto.

FLOUR.—The market is steady and unchanged under a quiet demand.

Millfeeds Unsettled

Toronto.

MILLFEEDS.—There is an unsettled condition in the market. The demand has been quiet and some of the mills are

cutting prices, endeavoring to stimulate business.

MILLFEEDS—		
Shorts, per ton		33 25
Bran, per ton		31 25
Choice Middlings, ton		38 25

Vegetables Move Freely

Toronto.

VEGETABLES.—There is a good demand for all vegetables and prices generally are unchanged. This season has been rather poor for asparagus and prices continue to range around $3.50 per 11-quart basket. Tomatoes are slightly easier at $7.25 to $8 per crate of six baskets and $3.50 for four basket crates. Cucumbers are down slightly at $8 per hamper. Leamington hot-house cucumbers are offered at $3.50 per 11-quart basket. New potatoes are offered at $6 to $8 per barrel. Local potatoes are firmer at 80 cents per bag.

Cabbage		5 00
Onions, New Texas, crate		2 50
Do., New Texas, crate		2 50
Potatoes, per bag		0 80
Mushrooms, 3-lb. crate		3 25
Cal. Head Lettuce, crate		5 50
Leaf Lettuce, doz.	0 35	0 40
Tomatoes, 6-bkt. crates	7 25	8 00
Do., 4-bkt. crate		3 50
Pepper, per doz.		1 25
Parsley, per doz.		1 00
New Beets, hamper		2 50
New carrots, hamper		2 25
New spinach, bushel		1 25
Asparagus, local 2 doz. bunches to basket	3 00	3 50
Green Peas, hamper		5 50
Wax and green beans, hamper		5 00
Cucumbers, hamper		8 00
Do., Hothouse, 11-qt. bkt.		3 50
New Potatoes, bbl.	6 00	8 00

Lamp Chimneys Advance

Toronto.

MISCELLANEOUS.—Lamp chimneys and lantern globes are quoted higher, as follows: Lamp chimneys, cases of 96/A, $12.50; cases of 48/A, $6.75 per case; cases of 72/B, $10.30 per case; cases of 36/B, $5.75 per case. Lantern globes, both blast and squat, in cartons of 12, $1.55 per dozen, and cartons of 36, $1.40 per dozen. Large Premier salad dressing is advanced to $8 per dozen. Red and white quart rubber rings are quoted at 90 cents per gross.

WINNIPEG MARKETS

WINNIPEG, June 1.—The markets for general grocery commodities are ruling fairly steady and merchants continue to buy in small quantities. The tea market is firm but the coffee market continues quiet. Opening prices on new canned pineapple have been named by the packers but this will not affect local prices as the new pack does not reach this market before the first of October. The cereal market is slightly firmer especially on bulk rolled oats. Flour advanced 30 cents per barrel. All dried fruits are showing a firmer tone. The raw sugar market is quiet with a steady tone. Nuts continue in a strong position. The American rice market has strengthened during the week due to export demand. Fruits and vegetables are showing an improvement in the demand.

Coffee Market Quiet

Winnipeg.

COFFEE.—The coffee market is reported quiet on all lines. Roasters are intent to purchase only for requirements and will not be induced to increase holdings. Brazil coffee is holding up in price and it is not expected any lower quotations can come. Coffees which are being offered are mostly of poor quality as all the desirable lines have been shipped. The new season Brazil should be marketed in about a month's time.

COFFEE—		
Rio, lb.	0 18½	0 19½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 27	0 29

New Pineapple Lower

Winnipeg.

CANNED GOODS.—Brokers announce that the new pack of canned pineapple is quoted at a lower figure than last season. Pineapples are now being packed but will not be on this market until October and by that time local quotations will be reduced.

CANNED FISH		
Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, cs	7 25	9 00
Do., imported, ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		2 80
Do., ½s, 4 doz. case, doz.		4 55
Oysters, 1s, 4 oz., 4 doz. case, cs.		8 60
Pilchards, 1s, tall, 4 doz. case, case		7 35
Do., ½s, flat, 8 doz. case, case		10 00
Salmon—		per case
Sockeye, 1s, tall, 4 doz. case		22 00
Do., ½s flat, 8 doz. in case		23 75
Red Spring, 1s, tall, 4 doz. case		14 75
Do., ½s, flat, 8 doz. case		16 50
Cohoe, 1s, tall, 4 doz. case		16 75
Do., ½s flat, 8 doz. case		18 25
Pink, 1s, tall, 4 doz. case		7 00
Do., ½s, flat, 8 doz. case		8 50
Humpback, 1s, tall, 4 doz. case		6 00
CANNED FRUIT (Canadian)		
Apples, 6 tins in case, per case.	2 90	3 35
Blueberries, 2s, 2 doz. case		7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	6 75	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. case		5 00
Do., Lombard, light syrup, 2s, 2 doz. case		4 65
Do., heavy syrup, 2s, 2 doz. case		5 95
Raspberries, 2s, 2 doz. case	10 25	10 75
Strawberries, 2s, 2 doz. case	9 00	9 75
CANNED FRUITS (American)		
Apricots, 1s, 4 doz. case		13 65
Peaches, 2½s, 2 doz. case		12 60
Do., sliced, 1s, 4 doz. case		14 50
Do., halved, 1s, 4 doz. case		14 50
Do., 2s, 2 doz. case		9 75
Pears, 1s, 4 doz. case		16 25
Pineapples, sliced, 2s, 2 doz. case		8 00
CANNED VEGETABLES		
Asparagus, Tips, 1s, tins, 4 doz. case, per doz.		4 75
Beans, Golden Wax, 1s, doz. cs.		4 75
Beans, Refugee, 2s, 2 doz. case		4 75
Corn, 2s, 2 doz. case	3 30	4 00
Peas, Early June, 2s, 2 doz. case	4 50	4 80
Sweet Potatoes, 2-½s, 2 doz. case		7 00
Pumpkins, 2-½s, 2 doz. case		3 00
Sauer Kraut, 2-½s, 2 doz. case		4 90
Spaghetti, 2 doz. case		2 15
Tomatoes, 2½s, 2 doz, case	3 60	3 85
Spinach, 2-½s, 2 doz. case	6 75	7 25

Cereal Market Firmer

Winnipeg.

CEREALS.—The market is firm on all cereals, especially on bulk rolled oats. With the warmer weather the demand for cooked cereals has shown an improvement.

PACKAGE CEREALS		
Rolled oats, 20s, round cartons	4 75	6 00
Do., 36s, case, square pkts.		4 85
Do., 18s, case		2 40
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case		3 80
Puffed Wheat, 3 doz. case, case		4 40
Puffed Rice, 3 doz. case, case		5 70
Grape Nuts, 2 doz. case, per case		3 88
Package Peas, 3 doz. case, case		3 00
Cream of Wheat, 3 doz. case, case		9 00
BULK CEREALS		
Rolled Oats, 80s, per bag		2 60
Do., 40s, per bag		1 37
Do., 20s, per bag		0 72
Do., 10-8s, per bale		3 45
Do., 15-6s, per bale		4 00
Oatmeal, 98s, gran., or stand., bag		3 50
Wheat Granules, 98s, per bag.		6 00
Do., 16-6s, per bale		6 75
Peas, whole, green, 100-lb. bag, per bush.		3 80
Do., split, yellow, 98s, per bag		7 90
Do., split, yellow, 49s, per bag		4 00
Do., 24s, per bag		0 76
Do., 10-10s, per bale		3 65
Buckwheat grits, whole, 98-lb. bags, per bag	8 25	8 50
Beans, 100-lb. bags, per bushel	3(40	3 60
Lima Beans, 100-lb. bags, per lb.	0 10½	0 12

Dried Fruits Firmer

Winnipeg.

DRIED FRUITS.—Latest reports from primary markets state that prunes brought higher prices than the preceding sale and that most of them were bought for export purposes. Apricots are reported scarce and it is evident that spot stocks have been well cleaned up. The recent improvement in foreign exchange and the settlement of the reparations argument has strengthened the export situation considerably and foreign buyers have been active during the week. Peaches are also reported light and indications point that they have suffered considerably from the frost. Raisins are nominal. Both dates and figs are more or less quiet.

DRIED FRUIT		
Evaporated Apples, per lb.		0 14
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.		0 12½
Do., pkge., 3 doz. case, lb.		0 15¾
Figs, Spanish, per lb.		0 15
Do., Smyrna, per lb.		0 23
Do., black, cartons, per carton		1 00
Loganberries, 4 doz. case, pkt.		0 30
Peaches, standard, per lb.	0 20	0 21
Do., choice, per lb.	0 23	0 24
Do., fancy, per lb.	0 24	0 25
Do., Cal., in cartons, per carton		1 10
Do., unpitted, per lb.		0 12
Pears, extra choice, per lb.		0 25
Do., Cal., cartons, per carton		1 68
Prunes—		
30-40s, 25s, per lb.		0 19
40-50s, 25s, per lb.		0 17
50-60s, 25s, per lb.		0 14
60-70s, 25s, per lb.		0 12¼
70-80s, 25s, per lb.		0 10¾
80-90s, 25s, per lb.		0 09¾
90-100s, 25s, per lb.		0 08½
In 5-lb. cartons, per carton		0 60
Raisins—		
Cal., pkg., seeded, 15 oz., fancy, 3 doz., to case, per pkg.		0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.		0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.		0 23
Choice seeded, 11 oz., 4 doz. to case, per pkg.		0 22½
Cal., bulk, seeded, 25-lb. boxes		0 27
Do., pkt. seedless, 11 ozs., 3 doz. to case, per lb.		0 22
Do., bulk, seedless, 25-lb.		

boxes, per lb.		0 27
Pears, extra choice, per lb.		0 30
Apricots, choice, 25s, lb.		0 32
Do., 10s, lb.		0 34
Do., Standard, 25s, lb.		0 28
Do., choice, 10s, lb.		0 30
Do., fancy, 25s, lb.		0 36
Do., fancy, 10s, lb.		0 38

Tea Market Firmer

Winnipeg.

TEA.—The tea market is ruling firm. London auction sales are irregular in tone but on the whole prices are slightly firmer. There are large quantities of common tea to be bought at low figures but medium and fine teas are bringing good prices. Spot stocks are practically cleaned up and very little is arriving on consignment.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoes, first quality	0 40	0 42
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken Orange Pekoe, 1st qual.	0 50	0 60
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 42

No Change in Jams

Winnipeg.

JAMS.—Reports from the eastern fruit belt state that considerable damage by frost has been done to the bloom and indications are that merchants will have to pay a higher price for jam later on than present prices, as they are now offered at less than the cost of production. However, western buyers are skeptical in regard to this report.

Eastern		
Strawberry, 4s, per tin		0 86
Black Currant, 4s, per tin		0 86
Raspberry, 4s, per tin		0 86
Apricots, 4s, per tin		0 80
Cherry, 4s, per tin		0 80
Peach, 4s, per tin		0 80
Compound (all flavors), 4s, tin	0 53	0 53
Western.		
Strawberry, 4s, per tin		0 95
Black Currant, 4s, per tin		0 95
Raspberry, 4s, per tin		0 95
Apricot, 4s, per tin		0 90
Cherry, 4s, per tin		0 90
Peach, 4s, per tin		0 90

Flour Advances

Winnipeg.

FLOUR.—Flour advanced 30 cents per barrel. Sacks of 98 pounds, delivered, are quoted at $5.47½. There has been no improvement in the demand and merchants still continue to buy in small quantities to meet their requirements.

FLOUR	
98-lb. sacks	5 47½
Two 49-lb. sacks	5 55
Four, 24-lb. sacks	5 65

Sugar Steady

Winnipeg.

SUGAR. — The American raw sugar market is reported quiet but the tone is steady. There are no price changes on Canadian refined and sales are reported normal.

Extra granulated, bags, 100 lbs.	12 00
Do., gunnies, 5/20 lbs.	12 40
Do., gunnies, 10/10 lbs.	12 50
Do., cartons, 20/5 lbs.	12 60
Do., cartons, 50/2 lbs.	12 75
Yellow, No. 1 light, bags, 100 lbs.	11 60
Do., golden, bags, 100 lbs.	11 50
Powdered Sugar, bbls.	12 10
Do., boxes, 50 lbs.	12 30
Do., boxes, 25 lbs.	12 50
Icing, barrels	12 25
Do., boxes, 50 lbs.	12 40
Do., boxes, 25 lbs.	12 60
LUMP SUGAR—	
Soft Lumps, boxes, 100 lbs.	12 70
Do., boxes, 50 lbs.	12 80
Do., 25 lbs.	13 00
Do., cases, 20 cartons	13 75
Do., cases, 40 half cartons	14 50
Small Lump, boxes, 100 lbs.	12 60
Do., boxes, 50 lbs.	12 70
Do., boxes, 25 lbs.	12 80
Do., cartons, 50/2 lbs.	14 00
Hard Lump Sugar, barrels	12 90
Do., boxes, 100 lbs.	12 90
Do., boxes, 50 lbs.	13 00
Do., boxes, 25 lbs.	13 15

Spice Market Steady

Winnipeg.

SPICES.—Peppers, gingers and cassias are showing a noticeable firmness. Quiet conditions prevail but the general tone is steady and buying is limited.

Allspice Jamaica, best quality, lb.		0 25
Cassia, Batavia, per lb.		0 38
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 85
Do., No. 10, carton, doz.		1 00
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1.		0 65
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 80
Nutmegs, extra large brown, 70 to lb., per lb.		0 70
Do., large brown, 85 to lb., lb.		0 40
Do., med. brown, 110 to lb., lb.		0 38
Do., carton of six, per doz.		0 40
Pepper, black, Singapore ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb. pkg., per doz.		1 00
Do., bulk, No. 1, per lb.		0 28
GROUND SPICE		
Allspice, bulk, per lb.		0 25
Do., No. 2, per lb.		0 25
Do., 2 oz. cartons		0 80
Do., 4 oz. cartons		1 20
Cassia, No. 1, bulk, per lb.		0 30
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		1 00
Do., No. 1, 4 oz. cartons		1 50
Cinnamon, bulk, per lb.		0 45
Do., 2 oz. cartons		1 15
Cloves, bulk, per lb.		0 65
Do., 2 oz., cartons		1 45
Do., 4 oz. cartons		2 00
Do., 4 oz. cartons		1 75

Nuts Hold Strong

Winnipeg.

NUTS.—There are no new developments in the market for nuts. Shelled walnuts continue firm and scarce. Almonds show a slight advance and are considered good buying at present prices as it is expected that they will show further advances before the end of the summer. Shelled pecans are scarce while shelled Brazils have advanced slightly in sympathy with the other lines. Shelled peanuts are reported firm and higher prices are expected due to the heavy demand at this time of the year.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, per lb.		0 12½
Pecans, per lb.		1 40
Walnuts, per lb.		0 75
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, per lb		0 25
Walnuts, per lb.		0 25
Almonds, per lb.		0 25
Brazils, per lb.		0 25
Pecans, per lb.		0 28
Cocoanuts, per doz.		1 50
Cocoanuts, per sack		11 00

Corn Syrups Unchanged

Winnipeg.

SYRUPS.—There is no change in the corn syrup situation. The market is steady under a moderate demand. Cane syrups continue to be dull. The molasses market is quiet but steady with no price

CANE SYRUP—	
No. 2s	7 30
No. 5s	8 40
No. 10s	7 85
No. 20s	7 65
CORN SYRUP—	
Cases, 2-lb. tins, white, 2 doz. in case	4 90
Cases, 5-lb. tins, white, 1 doz. in case	6 25
Cases, 10-lb. tins, white, ½ doz. in case	6 00
Cases, 20-lb. tins, white, ¼ doz. in case	6 00
Cases, 2-lb. tins, yellow, 2 doz. in case	4 30
Cases, 5-lb. tins, yellow, 1 doz. in case	5 65
Cases, 10-lb. tins, yellow, ½ doz. in case	5 40
Cases, 20-lb. tins, yellow, ¼ doz. in case	5 40
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	24 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
TABLE SYRUP—	
Maple flavor, 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, per case of 1 doz.	12 00
Do., 1s, tins, case of ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 70
5-lb. tins, 1 doz. case	9 50
10-lb. tins, ½ doz. case	9 20
Molasses quotations subject to 5% discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	4 80
2s, 4 doz. in case	4 40
2½s, 4 doz. in case	4 10
5s, 4 doz. in case	4 10
10s, 4 doz. in case	4 05

Starch Steady

Winnipeg.

STARCH. — The starch market continues steady. Corn starch in one-pound packages is quoted at 9⅛ cents per pound.

Cornstarch, 1-lb. pkgs., per lb.	0 09¼
Do., No. 1 quality, per lb.	0 10¾
Gloss, 1-lb. pkgs., per lb.	0 10¾
Celluloid, 1-lb. pkgs., per case	4 30

Rice Market Firmer

RICE. — The southern rice market strengthened during the week due to export buying. The local market is not showing any effects but there is a better feeling throughout the trade.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 07¼
Do., 50-lb. sacks, lb.	0 08
Siam, 100-lb. bags	0 06
Do., 50-lb. bags	0 06¼
Sago, sack lots, 130 to 150 lbs., per lb.	0 09
Do., in less quantities, lb.	0 09½
Tapioca, pearl, per lb.	0 07¾

Fruits in Good Demand

FRUITS.—The warmer weather has stimulated the fruit business and it is showing a better improvement. Missouri strawberries have arrived on the market and are selling freely at $8 per case. Pineapples are in good demand and are quoted at $7.50 per case. California cherries are arriving in small quantities and with the high price of $5 per case are not meeting with ready sales. Lemons have advanced to $7 per case due to the duty placed on imported lemons. Imported lemons will now cost about 2 cents a pound higher or about $1.50 on the case. Valencia oranges are in good demand and are quoted at $6 to $7.

ORANGES, Valencias—	
126s, per case	7 00
150s, per case	7 00
176s-200s, per case	6 50
216s, per case	6 00
250s, 288s, 324s, 360s, per case.	6 00
Lemons, Cal., per case	7 00
Grapefruit—	

(Continued on page 43)

Relation of Collections to Turnover

Profit Does Not Depend So Much Upon the Amount of Money Invested in a Business as it Does Upon the Way in Which That Money is Made to Work—It Should be the Merchant's Chief Occupation to Make His Dollars Work

TURNOVER of stock is the goal of of every business undertaking and frequent turnover is the profitable turnover. An investigator for Armour & Co. has given an analysis of turnover and the essentials that enter into sales and frequent turnover.

To obtain turnover the merchant must make sales. Sales are the life blood of the profitable turnover of working capital. Those two factors are more inter-related than any other two in business. Time was when some manufacturers considered their sale completed when they shipped their goods to the retailer and the retailer considered his sale completed when the transaction across the counter had been closed. But now both of them realize that the sale is not completed until satisfaction has been given, and that satisfaction has not proved until the customer has been brought in again. The sale that every merchant wants in his store is the sale that reproduces itself in repeat business.

Meaning of Turnover

Turnover means the investment of dollars in goods, the sale of those goods, reinvestment, resale—repeating the process often and at a profit. When the merchant invests money in merchandise, then sells the merchandise and extracts his profit, that is one turnover. When he invests again and resells, that is another turnover. The merchant does not turn over goods. He sells goods and that turns over the working capital invested in them. Every merchant should know how many times a year he turns over his invested capital. Profit does not depend so much upon the amount of money invested in a business as it does upon the way in which that money is made to work. Dollars are workmen and the faster they work, the more they accomplish for the merchant. It should be the merchant's chief occupation to make his dollars work, to repeat investment and sale, to get immediate collection of accounts. Turnover is just as definitely connected with collection as salesmanship is with service and satisfaction.

The Essentials of Turnover

Here are the essentials of turnover:

First—The merchant must study the needs of his community. He must anticipate his community's needs.

Second—He must stock the goods, and there should be a variety of products; but too large a variety of brands of each different product is a scattering of investment, that is certain to complicate buying, selling and bookkeeping, with a resultant slowing-up of turnover. Every product selected should be judged as to sale quality. The trade mark should be well known, so that it will not need an introduction. It must be of a quality that will bring repeat calls.

Third—Customers must be given facilities to buy. In other words, the merchant must have adequate space for an attractive display of his goods.

Fourth—Collections must be made promptly. Past due accounts are obligations for the merchant. The moment payment becomes overdue, the merchant ceases to be a merchant giving credit accommodations, but becomes a banker who lends money without interest.

Advertised quality goods make quicker turnover than any other kind. Recently a well known newspaper of national reputation discovered that advertised goods were turning over three or four times faster than those that were not advertised and comparison of advertised and non-advertised goods was made by this newspaper. The amount of capital invested in stock was the same in each case—$10,000. It was assumed that profits were 10% of the sales.

Here are the results:

	Non-Advertised Goods
$10,000	Capital.
40%	Mark-up.
$14,000	Retail value of stock.
3	Number of Turnovers.
$42,000	Total business for the year.
10%	Percentage of net profit.
$4,200	Net profit at end of year.
	Advertised Goods
$10,000	Capital.
20%	Mark-up.
$12,000	Retail value of stock.
6	Number of turnovers.
$72,000	Total business for the year.
10%	Percentage of net profit.
$7,200	Net profit at end of year.

It will be seen that, though the mark-up was twice as large in the case of non-advertised goods, yet they yielded a smaller profit than the advertised. This is due solely to the fact that the turnover of the latter was twice as fast.

RETAILER AND CONSUMER

(Continued from Page 31)

lief, it is the excessive costs of small, inefficient stores that make present margins necessary. . . . Volume of business is . . . necessary to bring increased efficiency,' and this can be accomplished among small stores only by consolidation, for improvement in retailing requires their elimination."

I say this is evidence of incurable optimism because the booklet pictures merchants who operate on 14.8 per cent. average margin. Such margin is not bettered in Britain, the proverbial home of efficient retailing, where the ancient system of apprenticeship, as established ages ago by the guilds, turns out the best retailers in the world. There the average margin is 15 per cent. and the average net 2½ per cent.

Again, this review covers 1919, a year when things were steadily advancing in the market. Madison is a town where the consumer demands service so exacting and costly—the retired farmer who is the abused "producer" in most these tales being as insistent on such service as the rest—that over a series of normal years it costs around 17 to 18 per cent. to operate a grocery store there. Thus the margin in Madison must run—and does run usually—around 20 to 21 per cent. The only way such extraordinarily low margins were taken as are shown in this booklet in 1919 is that computations in the booklet are based on replacement values whereas merchants generally did not follow the upward trend of values but sold on the basis of their original costs. No wonder many of them failed of any net profit!

WINNIPEG MARKETS

(Continued from Page 42)

64s, 80s, per case	....	8 00
64s, 70s, 96s, case	....	9 00
Bananas, per lb.	....	0 12
APPLES—		
Winesap, 138s and larger, case	....	4 25
153s, 163s, per case	....	3 75
173s, 188s, per case	....	3 50
216s, per case	....	3 00
Delicious, small sizes, per case	....	4 50
Pineapple, 30s, per case	....	7 50
Strawberries, qts., per case	....	8 00

Tomatoes Lower

VEGETABLES.—Local rhubarb is on the market and is selling freely. Shipments of good quality watermelons are being offered at 11 cents per pound. There is a decline in the price of new cabbage and in crate lots it is quoted at 9 cents per pound. Broken lots 9½ cents. Lettuce, spinach, radishes and cucumbers are in good demand with prices unchanged. Mississippi tomatoes are arriving and are quoted at $4.50 per case.

Rhubarb—Walla Walla, per case	....	....
Spinach, per case	....	2 00
Cabbage, by the crate, per lb.	....	2 75
Do., broken lots, per lb.	....	0 09
Head Lettuce, per case	....	0 09½
Do., per dozen	....	6 50
Leaf Lettuce, per dozen	....	0 65
Radishes, per dozen	....	0 65
Green Onions, per doz.	....	0 50
Cucumbers, Davids' hoth'se, doz.	....	3 50
Tomatoes	....	....
Onions, Valencit, per case	....	6 50
Do., New Texas, Bermudas, crt.	....	3 00
New Carrots, Beets and Parsnips, per lb.	....	0 06
Potatoes, per bushel	....	1 00
Do., 25 bush. lots, per bush.	....	0 90

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE

CALGARY, Alta., JUNE 1.—Rolled oats advanced 35 cents per bag, now quoted at $2.85. Corn syrups declined 25 cents per case on twos and 50 cents on other sizes. Ontario cheese is quoted at 22½ to 24½ cents per pound. Tomatoes 2½s, are quoted at $4 to $4,25. Pickles, shelled walnuts, Bovril, and some teas show slight advances. Sockeye salmon is offered at slightly lower prices, ones at $20 to $21 per case. Jams are expected to advance. Canned Hawaiian pineapple is being offered at price concessions. Local potatoes are selling at $25 per ton.

Beans, B.C., per hundred	4 75	5 50
Rolled oats, 80s	....	2 85
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.	....	12 77
Cheese No. 1, Ont., large	22½	24½
Alberta cheese, twins	....	0 26
Do., large	0 22	0 24
Butter, creamery, lb.	....	0 35
Do., dairy, lb.	0 25	0 30
Lard, pure, 3s	11 40	11 75
Eggs, new laid, local, case	....	8 00
Tomatoes, 2½s	4 00	4 25
Corn, 2s, case	3 25	4 85
Peas, 2s, standard case	3 60	4 10
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 15½
Do., 25s, lb.	0 14½	0 16½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 08½
Do., 70-80s	0 08½	0 11
Do., 60-70s	0 12	0 12¾
Potatoes, local ton	25 00	25 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

ST. JOHN, N.B., JUNE 1—Prices continue to show gradual reductions. Ordinary cornmeal dropped 15 cents, now quoted at $2.30. Rice declined 50 cents, now quoted at $6.50 to $7.00. Molasses is easier at 66 to 68 cents per gallon. Fresh eggs are quoted at 27 to 28 cents. Pure lard is easier at 15 to 15½ cents per pound. Lemons are firmer at $7.50 to $8 per case. Grapefruit declined 50 cents.

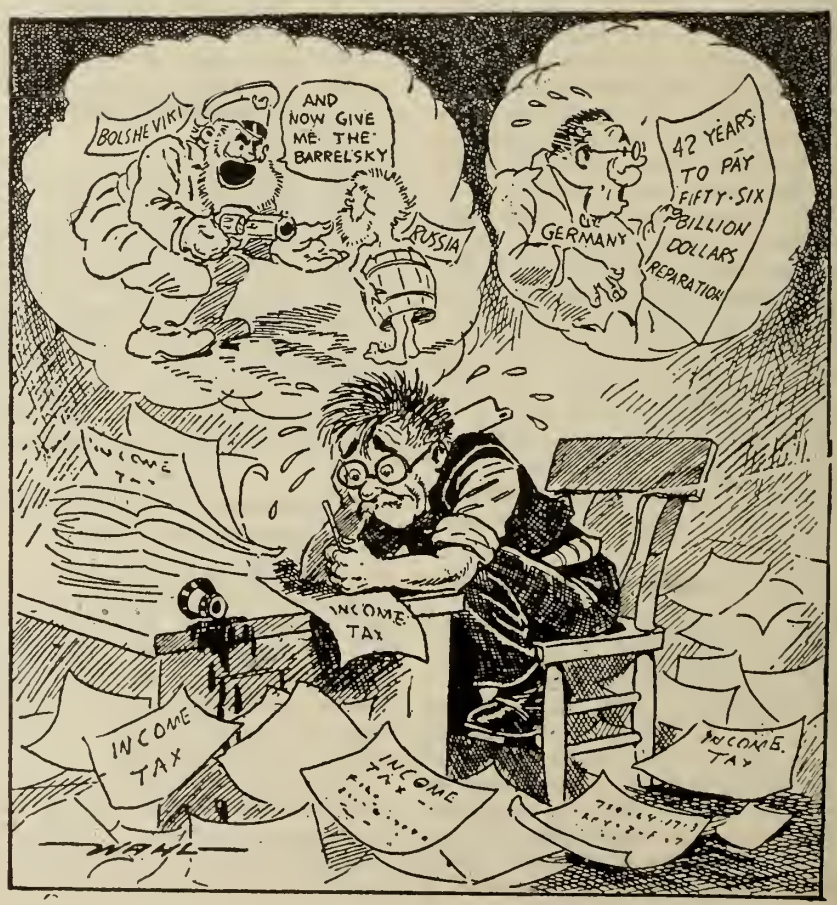
Cornmeal, gran., bags	....	3 50
Do., ordinary	....	2 30
Rolled oats	....	8 50
Rice, Siam, per 100 lbs.	6 50	7 00
Tapioca, 100 lbs.	8 00	10 00
Molasses	66	68
Sugar—		
Standard, granulated	....	10 70
No. 1, yellow	....	10 20
Cheese, new, twins	0 18	0 19
Eggs, fresh, doz.	0 27	0 28
Lard, pure, lb.	0 15	15½
Do., compound	0 13¼	0 13½
American clear pork	31 00	33 00
Tomatoes, 2½s, standard case	....	3 80
Beef, corned, 1s	....	4 00
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	0 33	0 36
Do., dairy	0 30	0 33
Do., tub	0 28	0 30
Potatoes, per bbl.	1 25	1 75
Corn, 2s, standard, case	....	3 30
Peas, standard, case	....	3 60
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	7 50	8 00
Oranges, California	6 00	7 00
Bananas, lb.	0 10½	0 11
Grapefruit, case	8 50	9 50

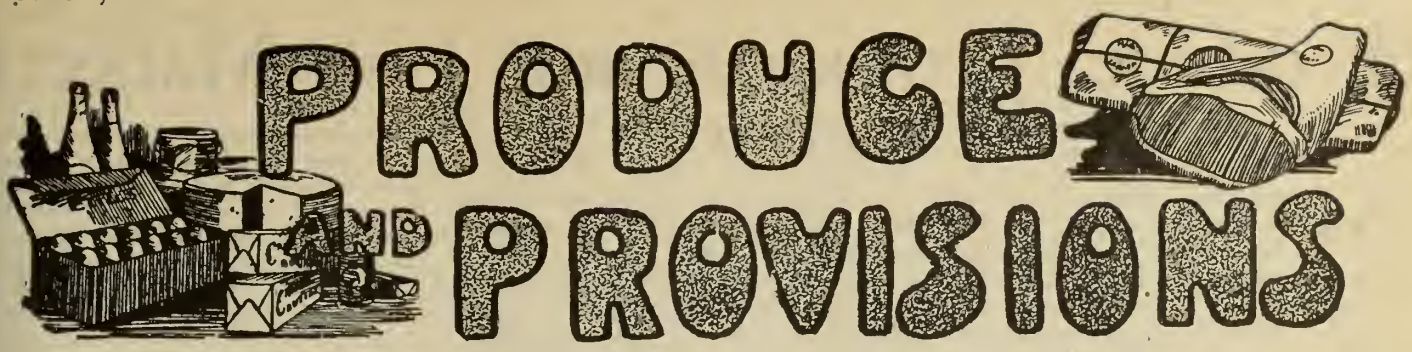
Nova Scotia Markets

FROM HALIFAX, BY WIRE

HALIFAX, June 1—The most outstanding feature of the markets this week is the increased price of lemons, quoted at $9 per case, an advance of $3. Beans have decreased, white quoted at $3.50 and yellow at $7.35. American clear pork dropped $2 per barrel.

Flour, No. 1 patents, bbl.	....	11 00
Cornmeal, bags	....	2 75
Rolled oats, per bag	....	3 35
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.	....	10 00
Sugar, standard, granulated	....	10 70
Do., No. 1, yellow	....	10 20
Molasses, gal.	....	0 70
Cheese, Ont., twins	....	0 23
Eggs, fresh, doz.	....	0 28
Lard, compound	....	0 14
Do., pure, lb.	....	0 16
American clear pork, per barrell	....	33 00
Tomatoes, 2½s, standard, doz.	....	1 90
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 38
Do., aver. 12-18 lbs.	....	0 38
Do., aver. 18-25 lbs.	....	0 37
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 30
Do., dairy	....	0 25
Raspberries, 2s, Ont., doz.	....	4 00
Peaches, 2s, standard, doz.	....	3 00
Corn, 2s, standard, doz.	....	1 65
Peas, standard, doz.	....	1 80
Strawberries, 2s, Ont., doz.	....	4 00
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	9 00
Do., Cohoes	....	15 00
Do., Chums	....	7 00
Evaporated apples, per lb.	....	0 15
Dried peaches, per lb.	....	0 26
Potatoes, Natives, 90-lb. bag	....	1 15
Onions, Bermuda, case	....	2 75
Beans, white	....	3 50
Do., yellow eye	....	7 50
Bananas, lb.	0 09½	0 10½
Lemons, Cal.	....	9 00
Oranges, all sizes	....	7 00
Grapefruit, Florida, case	....	8 50
Do., Jamaica	....	7 00
Oats, per bushel	....	0 92





B. C. Grocer Increases Sales of Meats

Meat Case and Refrigerator Counter Are Factors in Building Turnover in Provision Lines—Mutual Trading Co., Ltd., at Ladysmith, B.C., Find Quantity Selling of Oranges and Lemons the Best Method to Pursue

SELLING provisions and produce lines is a feature of the business of the Mutual Trading Co., Ltd., at Ladysmith, B.C. This company took over the Simon Leiser & Co., Ltd., a little over a year ago, making a number of alterations in the premises that R. A. Petch, manager, states have meant not only improvement in the appearance of the store, but also increased business. A new glass front meat case, as shown in the accompanying photograph, is one of the new pieces of equipment that have been installed. It is an original idea that Mr. Petch worked out himself, and he declares that it has proved entirely satisfactory.

Showing the refrigerator counter and meat case in the store of the Mutual Trading Co. at Ladysmith, B.C.

Increases Meat Sales

"We have found that this case for meats has added very materially to our sales of meats, and especially cooked meat," Mr. Petch told a representative of Canadian Grocer. "It has more than paid for itself, and the investment has been well worth while. The upper part has sliding glass doors that we use in the summer months, and there is also wire screening to give ventilation and keep out any flies that might be around, although we take every precaution possible to keep the latter at a minimum. The base, of course, is a meat refrigerator counter, with an ice chamber in the centre section. This department is at the rear of the store, but cannot fail to attract the attention of the customer. We always endeavor to have a nice display of meats, as we believe and have found that it aids materially in selling. We have a good meat slicer, and we would not now be without it. It facilitates service, not only in the fact that it makes it possible to serve a greater number of people in less time than in the ordinary way of cutting up bacon or other meats, but it permits the customer to have their bacon or cooked meats at a certain desired thickness."

Specialize on Fruits

Selling fruits also represents a big portion of the turnover in the store of the Mutual Trading Co., Ltd. "We are comparatively close to the markets in Victoria," Mr. Petch stated, "a distance of only seventy miles away. We have made it a point of selling only the best that we can buy, and we get our supplies in daily, and in such quantities as we are sure of selling. In this way we are always selling fresh and attractive stocks. We find that oranges always make an attractive window, more pleasing to the eye than any other natural color.

Oranges in Quantities

"We price our oranges on the quantity basis, as we find this system stimulates buying the quantity we price. For instance, at the present time we are selling 25 oranges for 50 cents, and it is proving very profitable. We always sell lemons by the dozen, or so much for larger quantities. We find that the public will buy fruit pretty much in the quantity at which we price it. If you are selling five oranges for ten cents, they will buy just five. If you show them 25 for 50 cents, they will buy the 25 every time. When they buy in quantities they find various ways of using the fruit, which perhaps would never be thought of if they had a smaller quantity.

Attractive Fruit Windows

"We pay special attention to making attractive fruit window displays, and especially at the week-end. Open display front windows have doubled our sales of fruit in the summer season. Peaches, pears and apricots come in for a good deal of attention in season. We always make a practice of rewrapping the top layers of peach baskets, using the choicest ones on the top. This adds to the attractiveness of a display and helps sales."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 1.—There is a firmer tone to the provision market in all lines except those affected by the hog market. Hogs have been steadily declining in price. Smoked meats are easier in prices with a drop in cooked hams and some other cooked lines. There is an improved demand for cooked and smoked meats. Lard is steady at the low quotation. On the other hand the improved export and domestic demand for butter and eggs has strengthened up that market with a higher price on each. Old cheese has dropped in price, reflecting the weak condition of the market for the new make. Gaspe salmon is in good supply and lower prices are expected. The high freight rates are holding up the price of fresh lake fish which is only in fair supply. Haddock and halibut are in good supply. Brook trout is scarce.

Further Drop in Live Hogs

Montreal.

FRESH MEATS.—Prices quoted on live hogs, weighed off cars show a decline of one cent per pound through the week with still a weak feeling indicating a further drop. Selects are now selling at $10.50 per hundred. As yet there is no change in the quotations on dressed hogs or fresh cuts of meat, but there is a tendency towards lower prices.

FRESH MEATS	
Hogs, live (selected off cars)	10 50
Hogs, dressed—	
Abattoir killed, 65-90 lbs.	0 19 — 0 20
Fresh Pork—	
Legs of pork (foot on)	0 30½
Loins (trimmed)	0 30 — 0 31
Bone trimmings	
Trimmed shoulders	0 18 — 0 19
Untrimmed	0 16 — 0 18
Pork sausage (pure)	0 25
Fresh Beef—	

(Cows)			(Steers)	
$0 23	$0 27	..Hind quarters..	$0 25	$0 30
0 11	0 14	..Front quarters..	0 12	0 16
0 35	0 38	..... Loins	0 40	0 45

Smoked Meats Easy

Montreal.

SMOKED MEATS.—There is no actual change in smoked meats, although there is an easier feeling on account of the declining hog market. The best breakfast bacon is selling at from 36 to 47 cents a pound. Windsor bacon is quoted at from 49 to 50 cents a pound. Smoked hams are unchanged in price. There is a good steady demand for all lines of smoked meats.

BACON—		
Breakfast, best	0 36	0 39
Smoked Breakfast	0 41	0 44
Cottage Rolls		0 33
Picnic Hams		0 23½
Wiltshire	0 34	0 39
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 35	0 37
Do., 14-20		0 35
Do., 20-25	0 32	0 33
Do., 25-35		0 31
Over 35 lbs.		0 30

Barrelled Meats Unchanged

Montreal.

BARRELLED MEATS.—There is no change in the quotations on barrelled meats. The demand for local trade is limited.

BARRELLED MEATS	
Barrel Pork—	
Canadian Short cut (bbl), 30-40	43 00
Clear fat backs (bbl.), 40-50 pieces	35 00
Heavy mess pork (bbl.)	36 50
Plate beef	25 00

Cooked Hams Lower

Montreal.

COOKED MEATS—As a result of the lower prices on hogs lower prices are quoted on cooked and boiled hams. The ordinary boiled hams are quoted at from 48 to 49 cents, while pressed hams are selling at 53 cents. Pork tongue is reduced to 36 cents a pound. There is a good demand for cooked meats on account of the warm weather.

Jellied pork tongues		0 38
Jellied pressed beef, lb.		0 37
Ham and tongue, lb.		0 36
Veal		0 30
Hams, cooked	0 48	0 53
Pork pies (doz.)		0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork		0 25
Bologna, lb.		0 14
Ox tongue, tins		0 59
Head cheese, 6-lb. tins, per lb.		0 16
Do., 25-lb. tin pails, per lb.		0 15

Lard is Steady

Montreal.

LARD—There is no change in the lard market this week. Prices are steady with a beter movement of supplies, which is perhaps due to the fact that there are not as large offerings.

LARD—		
Tierces, 360 lbs.		0 12½
Tubs, 60 lbs.		0 13
Pails, 20 lbs.		0 13½
Bricks	0 16	0 17

Butter Prices Higher

Montreal.

BUTTER—As indicated in Canadian Grocer reports last week creamery butter has started on an upward movement with a keener demand for supplies both from local and export buyers. Prices have advanced one cent per pound. Creamery is now quoted at 31 cents for prints and 30 cents for solids. The supply is keeping up well but the demand has grown so that the market has been considerably strengthened.

BUTTER—		
Creamery, prints		0 31
Do., solids		0 30

Old Cheese Lower

CHEESE.—There is an unsettled feeling to the cheese market with prices on a downward trend and a lack of demand from the export market. Prices on new cheese have dropped to 19 cents a pound wholesale and old cheese is selling at 33 cents. While new cheese is only easier in price this week, strong cheese shows a decline of from one to two cents a pound in sympathy with the new market.

CHEESE—		
Large, per lb.	0 19	0 20
Twins, per lb.	0 19	0 20
Triplets, per lb.	0 19	0 20
Stilton, per lb.		0 35
Fancy, old cheese, per lb.		0 33
Quebec	0 21	0 22

Egg Prices Higher

Montreal.

EGGS—The demand for eggs for export has resulted in a stronger market and while receipts are good prices are stiffening up. There is an improved demand also for supplies for domestic trade and selcts are advanced one cent to 34 cents a dozen. No. 1's are selling at 30 cents.

EGGS—		
Fresh, selects		0 34
Do., No. 1		0 30

Good Supply of Gaspe Salmon

Montreal.

FRESH FISH—The high freight rates are keeping up the price of fish. Halibut is in good supply, selling at 21 cents. Whitefish is quoted at 22 cents and fresh lake fish is holding at 20 cents. Gaspe salmon ranges in price from 35 cents to 40 cents, but the supply is good and the indications are for a lower price in the near future. Brook trout is very scarce and is selling at 50 cents. There is a good seasonable demand for fish.

ONTARIO MARKETS

TORONTO, June 1.—The hog market continues with a downward movement; prices dropped during the week and packers are endeavoring to further reduce values. Dressed hogs and pork cuts are also lower. Cooked meats are slightly lower. Cured meats have easier tendencies. Shortening showed a decline but lard prices are unchanged although the tendency is that lard will reach lower levels. Butter and cheese are firmer and higher. Eggs advanced but in some quarters the opinion is expressed that this is only temporary in view of the heavy stocks as compared with last year for the same period. There is practically no demand for margarine and in consequence prices have dropped. Poultry prices declined under heavier receipts and a moderate demand.

Butter Prices Advance

Toronto.

BUTTER.—The market has firmer tendencies with prices advanced one to two cents per pound. No. 1 creamery prints are quoted to the trade at 30 to 32 cents per pound and second grades at 28 to 29 cents. Some of the fancy grades packed in one pound cartons are bringing as high as 34 cents. A greater activity is noted in the market, principally for export and for storage, which is generally conceded responsible for the firmer tone in the market.

BUTTER—		
Creamery prints, No. 1	0 30	0 32
Do., No. 2	0 28	0 29

Cooked Meats Easier

Toronto.

COOKED MEATS.—The sales of cooked meats are steadily increasing in volume. Prices have easier tendencies with cooked hams in some quarters quoted one cent per pound lower. Boiled hams, ordinary trimmed are quoted at 47 to 50 cents and squared pressed at 50 cents per pound. Jellied ox tongue is easier at 62 cents per pound.

Boiled hams ,lb.	0 47	0 50
Do., square pressed	....	0 50
Boiled shoulders, lb.	....	0 41
Head cheese, 6s, lb.	....	0 14
Choice jellied ox tongue, lb.	....	0 62
Bologna	0 17	0 19
Pork tongue, lb.	....	0 36
Macaroni and cheese loaf, lb.	....	0 25

Above prices subject to daily fluctuations of the market.

Cheese Market Strengthens

Toronto.

CHEESE.—Under stimulus of improved export conditions, the cheese market has developed a firmer tone. The general opinion is expressed that cheese has reached the bottom level and that from now on a firm market can be expected. Quotations to the trade are advanced one half cent per pound, bringing the price to 19 cents. There is still some old cheese available at 33 to 34 cents per pound.

CHEESE—		
Large, old	0 33	0 34
Do., new	....	0 19
Stilton, old, per lb.	....	0 33

Twins, 1c higher than large cheese. Triplets, 1½c higher than large cheese.

Egg Prices Higher

Toronto.

EGGS.—Quotations have advanced two cents per dozen, bringing the price on selects to 33 to 34 cents and on No. 1's to 31 cents. Although production has somewhat fallen off during the past week, stocks are several thousand cases in exces of last year at this time. United States stocks are also greatly in excess of last year. There appears to be a diversity of opinion as to future conditions. Some houses maintain that the present firmness of the market is only temporary and that prices will not hold at the advanced levels, while there are others who maintain that a firmer market can now be expected.

EGGS—		
Selects	0 33	0 34
No. 1	0 31	0 32
Selects in cartons	0 35	0 36

Prices shown are subject to daily fluctuations of the market.

Hog Market Lower

Toronto.

FRESH MEATS.—Hog prices continue to move downward. Prices during the week dropped $1 per hundred and packers are out to further break the market. Dressed hogs are also down about $2 per hundred with a similar reduction on practically all cuts.

Hogs—		
Dressed, light, per cwt.	....	15 00
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.	....	9 25
Live, fed and watered, per cwt.	....	9 00
Live, f.o.b., per cwt.	....	9 00
Live, f.o.b., per cwt.	....	8 25
Fresh Pork—		
Legs of pork, up to 18 lbs.	....	0 27
Loins of pork, lb.	....	0 27
Fresh hams, lb.	....	0 28
Tenderloins, lb.	....	0 50
Spare ribs, lb.	....	0 10
Picnics, lb.	....	0 15
New York shoulders, lb.	....	0 16
Montreal shoulders, lb.	....	0 17
Boston butts, lb.	....	0 21
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 10	0 12½
Ribs, lb.	0 18	0 26
Chucks, lb.	0 10	0 12
Loins, whole, lb.	0 32	0 38
Hips, lb.	0 18	0 22

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 16	0 20
Spring lambs, lb.	0 35	0 37
Yearling lamb, lb.	0 18	0 22
Sheep, whole, lb.	0 12	0 15

Above prices subject to daily fluctuations of the market.

Spring Salmon Offered

Toronto.

FISH—The demand for fish is somewhat curtailed at this season, although the volume of sales is nevertheless well on a par with other years. Fresh spring salmon is now on the market and is offered at 30 cents per pound. Other quotations are steady and unchanged.

FRESH SEA AND LAKE FISH.		
Cod Steak, lb.	0 09	0 10
Do., market, lb.	....	0 09
Halibut, chiken	0 18	0 20
Do., medium	0 22	0 23
Whitefish, Government	....	0 11½
Do., Georgian Bay	....	0 20
Fresh Herring	0 10	0 11
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 18	0 19
Fall Salmon	0 09	0 10
Haddock	0 10	0 11
Spring Salmon	....	0 30
FROZEN FISH		
Halibut, medium	0 22	0 23
Do., Qualla	0 09	0 12
Flounders	0 09	0 12
Pike, round	0 06	0 07
Do., headless and dressed	....	0 08
Salmon, Cohoe	....	....
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11
SMOKED FISH		
Haddies, lb.	0 10	0 12
Fillets, lb.	....	0 17
Kippers, box	2 25	2 75
Bloaters	....	2 00
PICKLED FISH		
Salmon Snacks, lb.	....	0 24
Labrador Herrings, kegs, 100 lbs.	....	6 25
Do., bbls., 200 lbs.	....	11 75
Do., pails, 20 lbs.	....	2 00
Holland Herrings, Milchers	....	1 15
Do., mixed	....	1 90

Lard Market Still Easy

Toronto.

LARD—The market maintains the easy tendencies that have characterized the situation for some time past. Quotations are unchanged but with the lower prices on hogs a continuance of the downward movement can be expected.

LARD—		
1-lb. prints	0 15	0 16
1-lb. tierces, 400 lbs.	0 12½	0 13¼

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Cured Meats Unchanged

Toronto.

PROVISIONS—There are no changes in quotations, but the market can be considered in an easy position in view of the lower tendencies in the hog market.

Hams—		
Small, 6 to 12 lbs.	0 33	0 37
Medium, 12 to 20 lbs.	....	0 32
Large, 20 to 35 lbs. each, lb	0 27	0 30
Heavy, 35 lbs. and upwards	....	0 25
Backs—		
Boneless, per lb.	0 47	0 50
Rolled, ner lb.	....	0 55
Peameal	....	0 44
Bacon—		
Breakfast, ordinary, per lb.	0 29	0 42
Do., special trim	....	0 48
Roll, per lb.	....	0 26
Cottage rolls	....	0 32
Wiltshire (smoked sides), lb.	....	0 29
Do., three-quarter cut	....	0 33
Do., middle	....	0 35
Dry Salt Meats—		
Lond clear bacon, av. 50-70 lbs.	....	0 19
Do., av. 80-90 lbs.	....	0 18
Clear bellies, 15-30 lbs.	0 19	0 20
Fat backs, 10-12 lbs.	0 15	0 18

Out of pickle prices range about 2c per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork	....	32 00
Short cut backs, 200 lbs.	....	40 00
Pickled rolls, bbl., 200 lbs.—		
Lightweight	....	47 00
Heavy	....	40 00

Above prices subject to daily fluctuations of the market.

Poultry Market Lower

Toronto.

POULTRY.—Values on fowl declined two to five cents per pound and on spring chickens 5 to 10 cents per pound. Receipts were heavier but the demand is moderate.

Prices Paid by Dealers	Live	Dressed
Turkeys	0 35- 0 45	0 45- 0 50
Chickens, spring	- 0 45	- 0 55
Roosters	- 0 20	- 0 25
Fowl, over 5 lbs.	- 0 25	- 0 25
Fowl, under 4 lbs.	- 0 23	- 0 23
Ducklings	- 0 35	- 0 35
Guinea hens, pair	- 1 25	- 1 50

Prices quoted to retail trade.

	Dressed	
Turkeys	....	0 60
Hens, heavy	....	0 35
Do., light	....	0 23
Chickens, spring	....	0 60
Ducklings	0 45	0 45

Shortening Down Half Cent

Toronto.

SHORTENING—Quotations were further reduced to the extent of ½ cent per pound. One pound prints are now selling at 14 cents and on the tierce basis 10½ to 11¼ cents per pound.

SHORTENING—		
1-lb. prints	....	0 14
Tierces, 40 lbs.	0 10½	0 11¼

In 60-lb. tubs, ½ cent higher than tierces, and in 30-l. pails, ¾ cent higher than tierces.

Margarine Demand Slow

Toronto.

MARGARINE—There appears to be little or practically no demand for margarine. The demand during the past winter months has at no time been brisk but since the bottom dropped out of the butter market it has been particularly noticeable. The best grades of margarine are quoted at 20 to 22 cents per pound.

WINNIPEG MARKETS

WINNIPEG, June 1.—The feature of the produce market is the general weak condition that prevails. Prices on butter, cheese and lard are now lower than they have been for years. Butter made another decline with good supplies arriving. The cheese market shows further weakness with only a fair demand. Eggs are showing a firmer tone and are selling freely. Lard is quoted lower. Smoked and cooked meats are in active demand with prices remaining steady. Quotations on live hogs are lower. There is no change in the fish market.

Further Drop in Butter

Winnipeg.

BUTTER.—Butter prices show a further decline amounting to 2 cents per pound on creamery prints. At the lower level of values there is a good local demand for supplies which indicates an increase in the consumption and it is interesting to note that the price of butter is now lower than it has been for several years. It is not thought that butter will go much lower as the farmers will not sell their butter fat at any lower prices.

BUTTER—		
Creamery, best table grade	....	0 33
Dairy, best table grade	0 24	0 26
Margarine	....	0 28

Cheese Prices Decline

Winnipeg.

CHEESE.—Quotations on cheese declined during the week bringing the price down to 20 cents per pound. Good quantities are arriving but at the same time the demand is far below normal.

CHEESE—		
Ont., large, lb.	....	0 20
Ont., twins, lb.	....	0 20½
Ont., triplets, lb.	....	0 21
Stilton cheese, large, lb.	....	0 24

Eggs Firming Up

Winnipeg.

EGGS.—The egg market has stiffened up slightly during the week. New-laid candled eggs are quoted at 24 to 25 cents per dozen. There is an active trade in eggs with a good demand on account of the low prices.

Fresh Trout Arriving

Winnipeg.

FISH.—Prices are steady with an improved supply of fresh cod, trout, halibut and salmon. There is also an improvement in the supply of fresh crabs and prices are holding firm at 35 cents each. Lobsters are selling freely at a reduction, now quoted at 55 cents each.

Black Cod, lb.	....	0 13
Brills, lb.	....	0 09
Herring, Lake Superior, 100 lbs.	....	....
sacks, new stock	....	3 50
Halibut, chicken, cases 300 lbs.	....	0 15½
Do., broken cases	....	0 16½
Jackfish, dressed	....	0 08
Pickerel, case lots	....	10 50
Salmon—		
Cohoe, in full boxes, 300 lbs.	....	0 19
Do., in broken cases	....	0 20
Red Spring, in full boxes	....	0 24
Do., broken cases	....	0 25
Soles	....	0 08½
Baby Whites or Tulibees	....	0 09
Whitefish, dressed, case lots	....	0 13½
Do., broken cases	....	0 14½
SMOKED FISH		
Bloaters, Eastern National, case	....	3 50
Do., Western, 20-lb. boxes, box	....	2 10
Haddies, 30-lb. cases, lb.	....	0 14
Do., in 15-lb. cases, lb.	....	0 15
Kippers, East. Nat., 20 count, per count	....	3 25
Do., Western, 20-lb. boxes, box	....	2 25
Fillets, 15-lb. boxes, lb.	....	0 19
Bellies, 6 to 10 lbs., per lb.	....	0 44
SALT FISH		
Steak Cod, 2s, Seely's, lb.	....	....
Acadia Strip Cod, 30-lb. boxes, lb.	....	....
Acadia Cod, 12-2s, wood boxes, lb.	....	....
Do., 20-1s, tablets, lb.	....	....
Holland Herring, Milkers, 9-lb.		
Do., pails, per pail	....	1 35
Do., mixed, 9-lb. pails, per pail	....	1 25
Labrador herrings, 100-lb. bbls., per barrel	....	7 00

Lower Prices on Hogs

Winnipeg.

FRESH MEATS.—Quotations on live selected hogs shows a decline of 50 cents per hundredweight. Selects are now selling at $10.50 per hundredweight and heavies from $7.50 to $8.50. Killing steers of fair to good quality are quoted from $6.50 to $7.50, while those of choice quality are ranging from $8 to $8.50. Butcher heifers are selling from $5.50 to $7.50 according to quality. A limited quantity of sheep were sold at $6.50.

Selected, live, cwt.	....	10 50
Heavies	7 50	8 50
Light	....	10 50
Sows	....	6 50
Fresh Pork—		
Legs of pork, up to 35 lbs., lb.	0 22	0 32
Spare ribs	....	0 16
Loins of pork, lb.	0 30	0 34
Fresh hams, lb.	0 24	0 34
Picnics, lb.	....	0 19
Shoulders	0 18	0 21
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 20
Front quarters, lb.	0 09	0 11
Whole carcass, good grade, lb.	0 12	0 15½
Mutton—		
Choice, lb.	....	0 17
Choice long hinds (leg and loin)	....	0 26
quarters	....	0 18
Lambs—		
Choice Stews	....	0 12½
Choice, 30-45 lbs.	....	0 25
Veal—		
Good veal, 40 to 80 lbs., hind		

Cooked Meats Active

Winnipeg.

COOKED MEATS.—With the warmer weather there is an improvement in the demand for cooked meats but prices are holding steady.

HAMS—		
Best quality, skinned, 8-13 lbs.	....	0 56
Do., 13-16 lbs.	....	0 53
Roast Ham, lb.	....	0 56
Roast shoulders, lb.	....	0 40
Head Cheese, 1-lb. tins	....	0 17
Jellied Ox Tongues, lb.	....	0 65
Pork tongues, lb.	....	0 47
Luncheon Cooked Meats, lb.	....	0 23

Smoked Meats Steady

Winnipeg.

PROVISIONS.—A steady feeling prevails in the market for smoked meats. There is a good demand from the city and country trade. Prices are unchanged.

Hams—		
8 to 16 lbs., per lb.	0 44	0 45
16 to 20 lbs., per lb.	....	0 43
Boneless, 8-16 lbs., per lb.	....	0 49
Skinned, 14-18 lbs., per lb.	....	0 48
Skinned, 18-22 lbs., per lb.	....	0 44
Bacon—		
Back, 6 to 10 lbs., lb.	....	0 54
Cottage Rolls, boneless	....	0 32

Lard Prices Drop

Winnipeg.

LARD.—There has been no improvement in the condition of the market for lard, the demand being limited. Pure lard declined one cent per pound and in tierces of 400 pounds is quoted at 16 cents per pound. Shortening remains unchanged.

Pure lard, No. 1 quality, per lb.	....	0 16
(in tierces of 400 pounds.)		
Do., wooden pails, 20-lb. pails	....	3 60
Shortening (wooden pails), 20-lb. pails), per pail	....	2 85
Shortening, tierces of 400 lbs.	....	0 12¼

Poultry Unchanged

Winnipeg.

POULTRY.—An improvement is noted in the demand for poultry. Receipts have been very light. Storage stocks are moving freely.

D. P. Chickens, 3½ lbs. and under	....	0 36
Do., 3½ lbs. and over	....	0 39
D. P. Fowl, 3½ lbs. and under	....	0 32
Do., 3½ lbs. and over	....	0 34
Turkeys, mixed weights	0 48	0 50

THE WEEKLY HALF HOLIDAY

IN many cities, towns and villages throughout the Dominion, merchants will be closing one afternoon each week and as in other years Canadian Grocer will again publish a list of the municipalities wherein there is a half holiday each week. It is important that this list be accurate and that every locality be represented as business houses have found this list a valuable one in assisting them to plan the trips of their representatives.

We therefore request merchants to fill in this coupon and return at their earliest convenience.

Name of city, town or village.....

On what day do stores close?.....

Beginning .....Ending.....

Daylight Saving, beginning .....Ending.....

Name and address .....

DAVIES QUALITY PRODUCTS
THE WILLIAM DAVIES COMPANY LIMITED TORONTO

Oleomargarine that Sells

When you desire a real high-grade Oleomargarine, which does not merely sell once, but repeats continually after the first sale—buy and feature

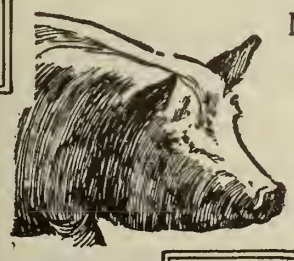
"Mayflower" Brand Oleomargarine and "Clover Blossom" Brand Oleomargarine

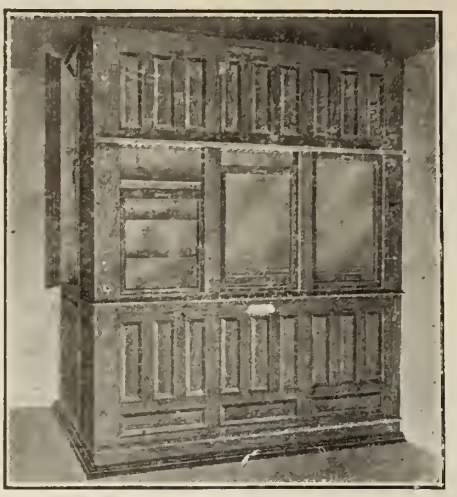
These are brands which give SATISFACTION, and for which a LARGE and STEADY demand has already been created.

If you haven't already tried at least one of them, order a shipment to-day, and in this manner give your customers the pleasure of using Oleomargarine which is manufactured by one of the largest Oleomargarine concerns.

We are sole agents for these brands. You can either order direct, or purchase through our traveller.

THE WILLIAM DAVIES COMPANY LIMITED
TORONTO
Montreal Hamilton





ARCTIC

REFRIGERATORS

Write for Catalogue

John Hillock & Co., Limited

Office and Factory

154 George St., Toronto

Agenceies:—A. Tilley, 54 McGill College Ave., Montreal; George Cameron, Sparks Street, Ottawa; J. McMillan, 280 Main St. Winnipeg; Western Butchers' Supply Company, Regina, Sask.

Cooked Meats

are greatly in demand during the hot Summer months. Your customers will want them not only for picnics and excursions but also for daily household use. The housewife does not wish to have a hot stove going in hot weather. We do the cooking for her and will supply the storekeeper from day to day. Cooked Hams, Cooked Tongues, Cooked Beef, Brown Head Cheese, Jellied Meats of all kinds, Beef Bolognas.

F. W. Fearman Co.,

LIMITED

HAMILTON

Purity TABLE SALT

Salt is a Necessity

Recommend "Purity" Brand

Good salt is indispensable, so suggest "Purity."

Free-flowing table salt in cartons or put up in bags.

The Western Salt Co.

Limited

Courtright, Ontario

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

Our Want Ad. Page is the most direct, the surest way to reach the man you want. The men who will read your ad. in the CANADIAN GROCER are men of ambition, keen-edged fellows—the very best class from which to select the man to fit in with your requirements.

And it only costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Send along your ad. to-day. Forms close Tuesday each week. Rates: 3c word first insertion, 2c word for each subsequent insertion; 5c extra for Box No. per insertion.

Send along your ad. to-day.

The Canadian Grocer

143-153 University Ave., Toronto

For dainty summer lunches recommend.....

"BRUNSWICK BRAND" SEA FOODS

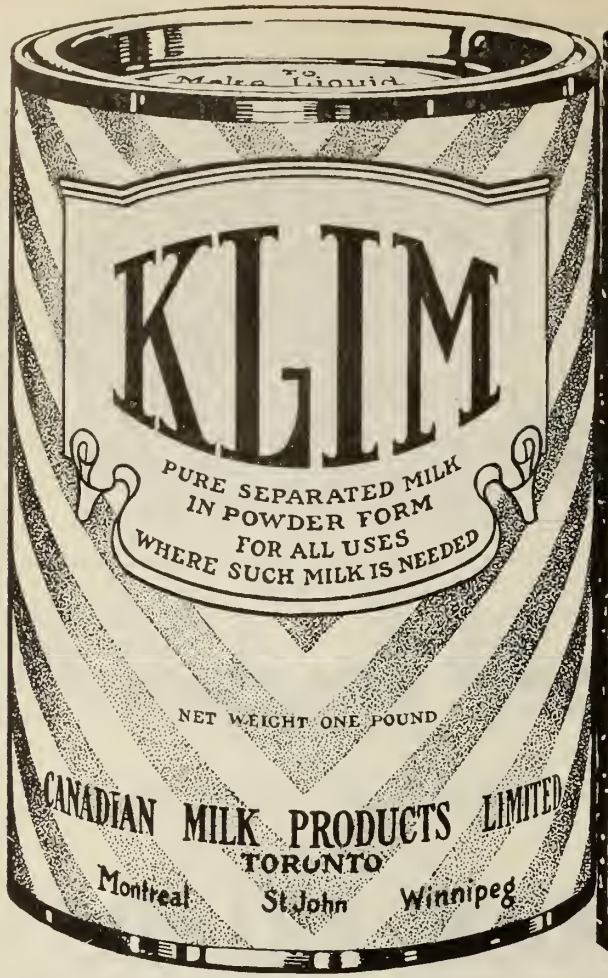
Brunswick Brand Sea Foods require no cooking and are therefore ideal for preparing warm weather luncheons and hurry up meals. Keep your stock well displayed as their advantages are so obvious that a mere display and a little reminder will increase your profits enormously.

Check over your stock to-day and order a good supply of these popular lines.

Connor Bros., Limited
Black's Harbor, N.B.

Winnipeg Representatives:
Chas. Duncan & Son, Winnipeg, Man.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams



Orders for *Klim* increase as the warm weather approaches because your customers know *Klim* will not sour or spoil—they know that it is always fresh, sweet and ready for use, no matter how hot the day may be. See that you have an ample stock to take care of all demands for this popular Summer necessity.

CHARM

"starts where Soap leaves off"

CHARM cleans **everything** without the slightest injury to skin or fabric. It is antiseptic, odorless and harmless either externally or internally.

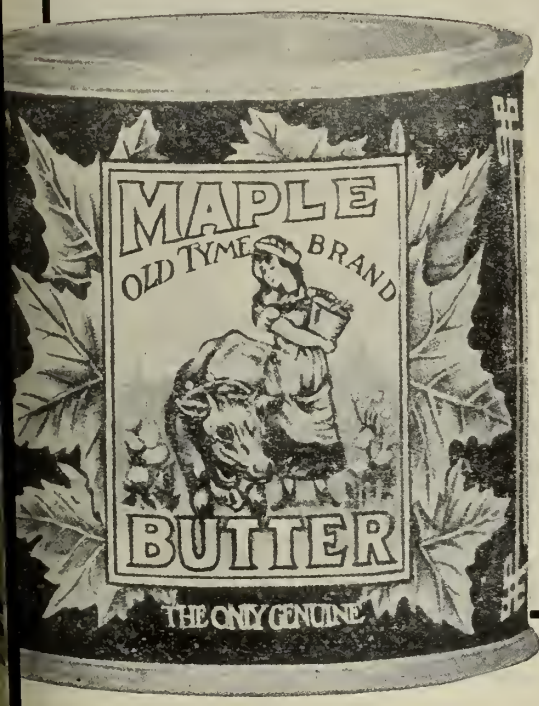
CHARM softens the hardest water. CHARM does things that Soap cannot do. It acts like a Charm on everything it is used.

CHARM will make a big hit with your customers. It's a sure repeater. Retails at 25c, with a fine profit.

Galt Chemical Products, Limited

Galt, Ont.

Sells Well in the Summer



Old Tyme Maple Butter

Popular for sandwiches in picnic season. Also makes easy, delicious icing for cake, etc.

Old Colony Maple Syrup

Unexcelled for quality — Always seasonable.

Write for prices.

All Orders Billed Through Jobbers.

CANADIAN MAPLE PRODUCTS, LTD.

250 VAN HORNE STREET, TORONTO

Representatives :

MAN., SASK. AND ALTA.—W. H. Escott Co., Ltd. - - Winnipeg, Man.
QUEBEC—A. Dumoulin & Co. - 157 Commissioners St. E., Montreal, Que.
BRITISH COLUMBIA—Johnston-Lieber Mercantile Co., - Vancouver, B.C.
MARITIME PROVINCES—Supplies Limited - - - - Kentville, N.S.

The best trade just naturally gravitates to the store with the Best Merchandise

If you sell Better Teas and Coffees than your competitor the buying public will make a "beaten path" to your door.

OUR TEAS AND COFFEES ARE THE BETTER KIND

CHASE & SANBORN, MONTREAL

Barr Registers Limited

Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?
II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?
III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?
IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. ***Write us and let us demonstrate.***

GEORGE LANE, Western Representative **227-231 McDermot Avenue, Winnipeg, Man.**

WHITTEMORE'S QUICK WHITE COMPOUND
"QUICK WHITE"
MAKES DIRTY CANVAS SHOES CLEAN & WHITE
QUICKLY AND EASILY APPLIED. ALSO CLEANS ALL ARTICLES MADE FROM WHITE CANVAS
WHITTEMORE BROS. & CO.
BOSTON, MASS. U.S.A.

Two Sizes.

Whittemore's Shoe Polishes

Are Superior

on three important points:

1. Preserves the Leather
2. Gives a More Lasting Shine
3. Keeps Shoes Looking New

Send for Complete Catalog

Canadian cheques on Montreal accepted at par

Two Sizes.

Whittemore Bros. Corp., Boston, Mass., U.S.A.

Sunset Soap Dyes

The Real Dye

It Sells Itself— and Repeats

New Window Cut-Out FREE

Size 28"x40"

Many beautiful colors. If you have not already received one, write. Sent free.

22 FAST COLORS

Keep Your Stock Complete

There's *More Profit* for You *in Sunset Quality*

Every Sunset dealer knows it actually costs less to sell Sunset, because Sunset makes good with the women who buy it; and satisfied customers not only give Sunset dealers the best advertising in the world —*personal endorsement*—but they keep on buying Sunset.

Our consumer advertising—the plain truth without misrepresentation—is working constantly for Sunset dealers. Your displays of Sunset will stimulate sales and increase profits. Just now, a display featuring

SUNSET KHAKI for Vacation Clothes

will interest every family in your neighborhood.

If you have any trouble in getting Sunset write us at once. The Sunset color Card is a great selling help. If your card is soiled or damaged write us and we shall be glad to send you a new one.

Counter Display Case

Your jobber can supply Sunset packed 1 gross assorted in this attractive display case. Ask him.

HAROLD F. RITCHIE & CO., Ltd.
Sales Representatives
Toronto, Canada

NORTH AMERICAN DYE CORPORATION, Ltd.
Manufacturers
Toronto, Canada

Master Mason

The Plug Smoking Tobacco which MAKES AND HOLDS CUSTOMERS

There is more real "smoke joy" in a pipe packed tight with **Master Mason** than your customers ever dreamed of.

If you're anxious to please them, with excellent profits to yourself, just recommend **Master Mason**—the peer of "Joy Smokes."

Rock City Tobacco Co.
Limited

QUEBEC and WINNIPEG

SOMETHING BETTER
FLASH
TAPIOCA
READY FOR IMMEDIATE USE NO SOAKING NECESSARY
PACKED IN CANADA BY THE FLASH FOOD PRODUCTS CO MONTREAL CANADA

FLASH TAPIOCA

A Splendid Summer Seller for Puddings, Desserts, etc. Ready to use, no work or fuss

Ontario and Western Merchants can now order from Chadwick & Wright, 28 Duke St., Toronto.

Eastern Merchants, order direct from Factory until further notice.

The Flash Food Products Co.

113 Youville Square, Montreal

THE MANUFACTURER

of pure food products does not object to Pure Food Laws.

The responsible Banker does not object to Government inspection.

The honest promoter of industry does not object to Blue Sky legislation.

The reputable publisher does not object to the verification of his circulation statement by the Audit Bureau of Circulations.

The scrupulous business man never objects to investigation. He welcomes it. It protects him against unfair competition. He is willing to pay his share of the cost.

Hardware and Metal is a member of the Audit Bureau of Circulations and contributes to its cost of maintenance. It is the greatest protection that an honest publisher can have.

ROYAL ACADIA SUGAR

What Brand of Sugar Do You Recommend?

The grocers' recommendation is usually the deciding factor in sugar sales.

Sugar as a rule is not asked for by name. But the dealer is always justified in recommending ROYAL ACADIA—the sugar that's always good.

Every Grain Pure Cane. When she asks for sugar give her Royal Acadia brand.

Acadia Sugar Refinery

Montreal, Que. - - - Halifax, N.S.

Canadian and British Made PRODUCTS

for the

Canadian Trade

Vanillin "BUSH"
Emulsions
Oil Vanilla
Pure Fruit Extracts
Butter Flavor

We guarantee the quality of all these lines.
Write us for quotations.

The W. J. Bush & Co. Canada, Ltd.

MONTREAL TORONTO WINNIPEG

CENTURY SALT
A sparkling white salt refined to the utmost possible point of purity. Well advertised. Deservedly popular.
CENTURY TABLE SALT
THE DOMINION SALT CO
SARNIA ONTARIO
SIFTO
TABLE SALT
FOR SHAKER USE
SIFTO SALT
Once the ladies try it—no other salt ever has a chance with SIFTO for table use. It flows freely in any weather. It is a true, white, sparkling salt.
DOMINION SALT CO. LIMITED. SARNIA

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be promptly sent you.
DOMINION SALT CO., Limited, SARNIA, Canada.
Manufacturers and Shippers.

Toronto Fruit Market Opens Monday

Where we will be situated in same space as formerly.

LOCAL STRAWBERRIES
LETTUCE ASPARAGUS
NEW CABBAGE
CUCUMBERS
TOMATOES, ETC

First Car of Georgia Peaches

GRAPE FRUIT ORANGES
LEMONS

WHITE & CO., Ltd.
TORONTO

Gives You Reliable Information

In six years the *Audit Bureau of Circulations* has solved the perplexing problem of circulation statements. By a systematic analysis of distribution and methods, this organization is able to supply just the data an advertiser needs. The darkness is dispelled and the bright light of verified facts takes its place. Space buyers no longer find it necessary to grope in the dark.

There are no dark spots in CANADIAN GROCER'S circulation. Our records are audited by the Audit Bureau of Circulations. Copy on request.

All MacLean Publishing Co.'s papers (sixteen) have the A.B.C. audit.

"Canada's Most Famous Dessert"

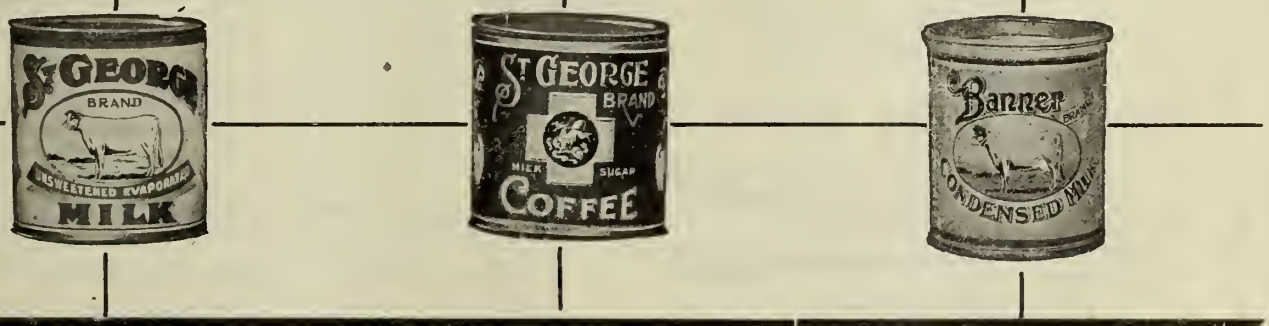
JELL-O

Where demand pulls so strongly no pushing is required.

The Genesee Pure Food Company of Canada, Ltd.

Two Factories

LeRoy, N. Y. *Bridgeburg, Ont.*



Malcolm's Made-in Canada Milk Products

Sell the milk products that you know are O.K.—the milk products that are made in Canada by Canadians. Malcolm Milk Products are made up to a standard above which there is no better. That's why you can recommend the MALCOLM lines—They're good and they always satisfy.

The Malcolm Condensing Co., Limited

ST. GEORGE, ONTARIO

Give It the Chance to Sell Itself

Make use of the Display Container in which each dozen bottles of Mapleine is packed.

Place it on your counter where the Mapleine will suggest itself to customers and you will profit in increased sales.

Mapleine

Set up your Mapleine Counter Display to-day.

Order Mapleine of your jobber.

FREDERICK E. ROBSON & CO.
7 Wellington St. W., Toronto M.758

Let Us Quote You on Our

HIGH GRADE BROOMS

Long life and great strength are built into every one of our brooms

STANLEY	BEAVER	CANUCK
5 string, fancy corn, all selected stock, polished handle.	5 string, good quality house broom, popular weight. Stands up to every test.	4 string, from cheaper stock, well made, and worth the price.

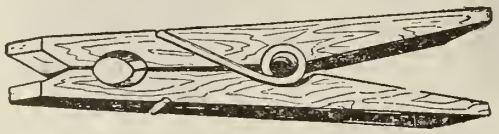
Special attention to mail orders

We also make a number of other lines, including Toy Brooms and Whisks.

Waterloo Broom & Brush Company, Limited
Telephone 286 Waterloo, Ontario

Be Sure You Ask Your Jobber for

Dominion Spring Clothes Pins



Manufactured by

The J. H. Hanson Co., Ltd.
MONTREAL

The
CROWN
Trade-Mark

on a bag of white beans is a guarantee of their uniform size and choice quality

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

Now as Never Before—

You Need Sound Financial Information

THERE never was a time when business merchants needed sound, sane, financial knowledge of commercial happenings on which to base present and future investments as they do right now.

For your business profits are not real profits until you have them safely invested in reliable securities.

Why not invest profits from your shop and the coupons from your Victory Bonds in genuine securities, news of which you will find every week in THE FINANCIAL POST Investors' Enquiry Service, a feature for subscribers which will give you the benefit of investigators in all the big financial centres? This service is just as if you paid a man $10,000 a year to be your own personal investigator in Toronto, Montreal, Winnipeg—in fact, every city in the Dominion.

But you cannot hire the services of this staff—you get them free with a subscription to THE FINANCIAL POST, through this splendid Investors' Enquiry Service, which is free to all readers.

But that is not the only thing—this commercial newspaper gives you the financial, industrial, banking news of the country in convenient readable form—just the data you need for your business—just the facts you need for your investments—in fact, a splendid partner of the ambitious merchant.

When 8,425 merchants, business executives, bankers, lawyers find in THE FINANCIAL POST the very facts which will help them in their business, will you not find a weekly reading of its pages very beneficial?

THE FINANCIAL POST
143-153 University Ave., Toronto, Ont.

.....192

THE FINANCIAL POST,
143-153 University Ave., Toronto.

On the understanding that THE FINANCIAL POST contains just the facts I need for safe investment of profit, you may send me a recent issue.

Name .....

Address .....

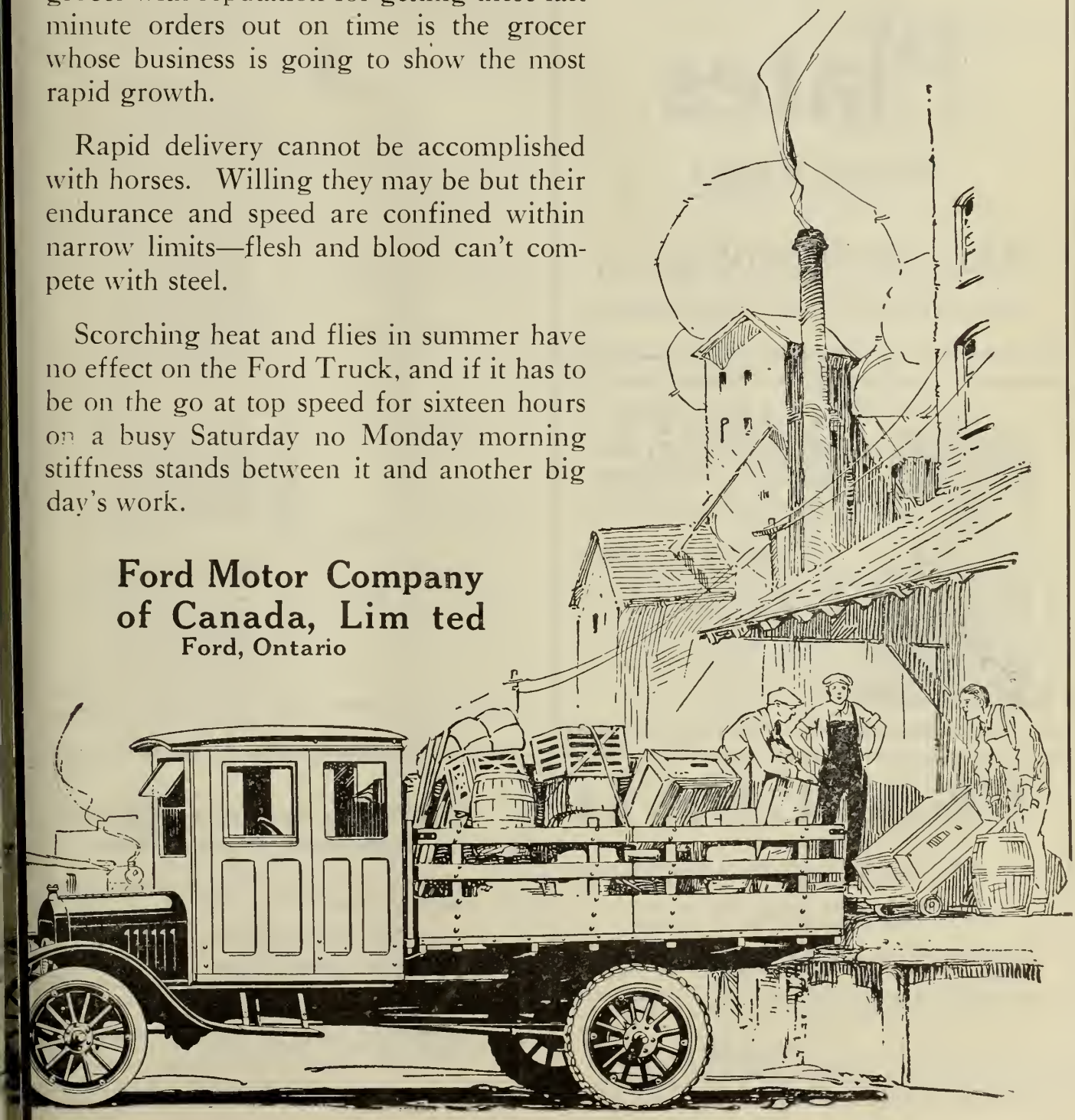
A Ford Truck is a Business Builder

Prompt deliveries boost business. The grocer with reputation for getting these last minute orders out on time is the grocer whose business is going to show the most rapid growth.

Rapid delivery cannot be accomplished with horses. Willing they may be but their endurance and speed are confined within narrow limits—flesh and blood can't compete with steel.

Scorching heat and flies in summer have no effect on the Ford Truck, and if it has to be on the go at top speed for sixteen hours on a busy Saturday no Monday morning stiffness stands between it and another big day's work.

Ford Motor Company of Canada, Limited
Ford, Ontario



Car of

Paprus Pie Plates

Price Right

WALTER WOODS & Co.

Hamilton and Winnipeg

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey and Mason, 839 Beatty Street Vancouver

TEA LEAD

(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE,
A.B.C. Codes used, 4th & 5th Editions. LONDON, E., England

Canadian Agents: J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.
HUGH LAMBE & CO., TORONTO.

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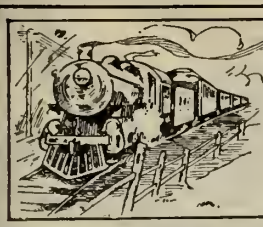
Familiarizing the Trade With Your Trade-Mark, Brand or Name

The whole value of a trade-mark, brand or name lies in its renown.

The surest, quickest and least expensive way to make your trade-mark, brand or name well known to the whole Canadian grocery trade is by identifying them each week through continuous advertising in Canadian Grocer—Canada's only weekly grocery trade newspaper—the source to which they look for every business message to the grocery trade of the Dominion.



BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

New Stoneware Catalogue just out, prices effective April 1st. Yours for the asking.

The TORONTO POTTERY CO, Limited
608-9 Temple Bldg.
Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar

QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.

Agents

W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto

STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.

OPPENHEIMER BROS., LTD.
Vancouver, B. C.

BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today

"SOCLEAN"
the dustless sweeping compound

SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

BARRELS
From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.

THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R-M-Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

---

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON, ONT.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

BARRELS

For all purposes. The best pack age for exporting. I can make them to suit your goods.

JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

TANGLEFOOT PRODUCTS
STICKY FLY PAPER. STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH and ANT POWDER.
THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

SIGN WRITING
Do your own Card Writing

Write for our Catalogue which will tell you what you need. Best goods at Closets Prices.

ARTIST'S SUPPLY CO.
77 York St., Toronto
Mention this paper when writing

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

FOR SALE

FOR SALE — GENERAL STORE IN THE heart of the famous Creston Valley; stock consists of general merchandise. Building can be bought or leased on terms. For further particulars write Box 52, Creston, B.C.

FOR SALE — IMPERIAL GALLON TINS maple syrup, $2.60 f.o.b. 6 to case. Quality and weights guaranteed. D. S. Litster, Burks Falls , Ont.

POSITIONS WANTED

SALESMAN GOOD CONNECTION WITH GROcery trade in Western Ontario desires position. Good sales record and best of references. Salary or salary and commission. Apply Box 32, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITION WANTED IN WHOLESALE OR RE-tail store by man who has had good experience in retail store. Good reference. Apply to Box 40, Canadian Grocer, 153 Unievrsity Ave., Toronto, Ont.

WANTED—POSITION AS MANAGER OF A store, country town preferred. Have had extensive experience in general merchandising. Box 42, Canadian Grocer, 153 University Ave., Toronto, Ont.

ARTICLES WANTED

WANTED—SECOND-HAND CASH REGISTER. Must be in good condition. John Groves, Limited, Gravenhurst, Ont.

FIXTURES FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

OPPORTUNITIES ARE OFFERED EVERY ISSUE ON THIS PAGE

Watch Them!

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

Good Sellers make business easy

BAKER'S

Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

When writing Advertisers kindly mention this paper

READER'S NOTICE

Regarding

CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this advance notice. Be sure to give your old address as well as the new one.

SAY YOU SAW IT IN CANADIAN GROCER IT WILL HELP TO IDENTIFY YOU.

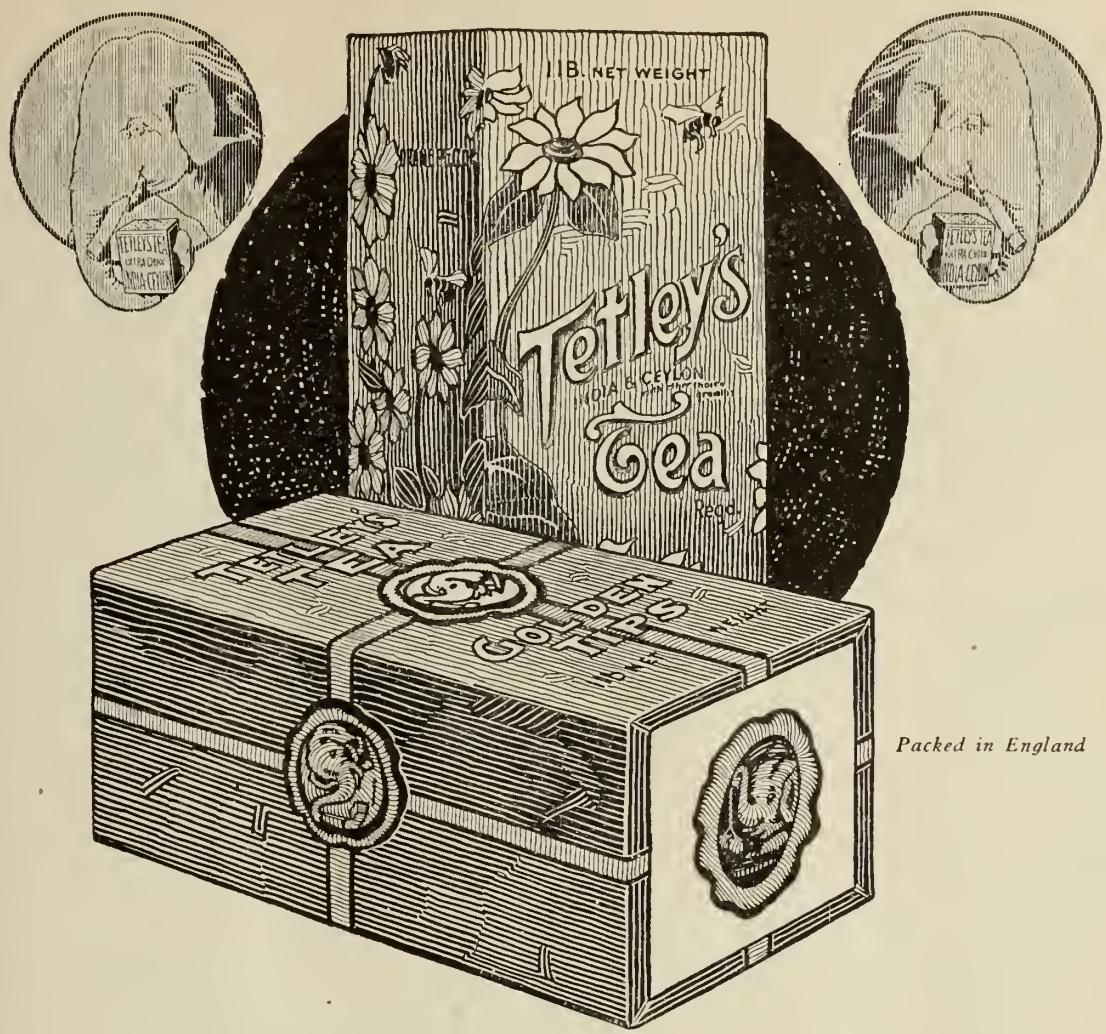
YOUR DEPARTMENT OF SERVICE

Canadian Grocer

Classified Advertisement Section

143 UNIVERSITY AVE., TORONTO
PHONE ADELAIDE 5740

Tell the Advertiser where you saw his Advertisement. . . .



Packed in England

It is Best to Carry the Best

IN a country that ranks third in the amount of tea consumed per person, you naturally find an enormous number of tea drinkers. And people who drink much tea, develop a keen taste that appreciates the best.

That is why Tetley's is proving such a good seller. Tetley's Golden Tips and Sunflower Teas are blended from the choice leaves of the tea plant. And this blending is backed by a blending knowledge that extends over a period of 100 years. The cup quality of Tetley's Teas is unexcelled.

We are prepared to fill your Tetley orders. It is best to carry the best!

TETLEY'S TEA

Makes good tea a certainty.

KNOWLER & MACAULAY, Ltd.
VANCOUVER
Selling Agents for
British Columbia

MASON & HICKEY
Head Office WINNIPEG, MANITOBA
Selling Agents for
Manitoba, Saskatchewan and Alberta

Dayton Scales save your time, the time of your clerks—which you pay for—and the time of your customers, every time anything is weighed.

DAYTON

He has the goods—but he can't deliver them

DELAY, vexation, lost trade! This is the price paid by the merchant who fails to keep a sufficient number of swivel base Dayton Scales on his counters.

With the housewife of to-day, management of the home is a business. She has neither time nor inclination to stand in a waiting line before the grocer's counter, when she sees clerks waiting and customers waiting.

The real obstruction to prompt, efficient service in such cases is the failure of the merchant to back up his business adequately with modern service-giving store equipment.

He has the goods—but he can't deliver them!

To-day, as never before, the woman buyer is interested in the accuracy, speed, cleanliness of the store service she receives. These are prime considerations when she is choosing her grocer.

Dayton Scales, Dayton Cheese Cutters, Dayton Meat Slicers in the store—and plenty of them—are a silent guarantee of accuracy, speed, cleanliness. With a battery of Daytons, any grocer who "has the goods," can deliver them with a maximum of ease and rapidity.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON, Vice-Pres. and Gen. Mgr.

300-350 CAMPBELL AVENUE - TORONTO

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. Johns, Nfld.

Also Manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

International SPEED ACCURACY ECONOMY Business Machines

A Few of the Many Exclusive Features

Dayton Scales are scientifically constructed in all details. Their exclusive features are so numerous as to permit mention of only a few:

- *Low Platform Swivel Base*
- *Adjustable Feet*
- *Thermostat*
- *Overhead Check*
- *Interchangeable Signs*
- *Flat Price Range Holder*

CANADIAN GROCER

Members of The Association Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE : TORONTO, ONT., JUNE 10, 1921 No. 23

Editorial, Circulation and Advertising Office : Toronto.

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open Top Sanitary Cans

and

Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

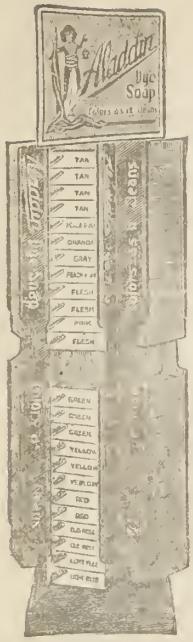
SALES OFFICE:
202 Royal Bank Bldg.
TORONTO
H. R. Phipps, Sales Mgr.
Phone Adel. 3316

Established 1888

MONTREAL

SALES OFFICE:
806 Lindsay Bldg.
WINNIPEG
A. E. Hanna, Representative

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation



People like to turn things — women, when they see this stand on your counter, will instinctively give it a turn. With each turn, a new color suggestion comes into view — and a sale will thus often be made while you are selling another customer.

The LINK

Our revolving Display Stand forms a valuable connecting link between the forceful display of Aladdin Dye Soap on Billboards and the display of Aladdin in your store. This Aladdin Display Stand arrests the attention of customers and presents Aladdin in a way that does it full justice.

Every Aladdin sale is the forerunner of many *more* Aladdin sales. Aladdin satisfaction is the feature that has won a preference for Aladdin with the most progressive dealers in the land.

CHANNELL LIMITED
TORONTO

Aladdin Dye Soap

The Gamiest Fighter is the Pink

Did you ever go a-fishing and have a real old-time fight with a gamely fellow? Didn't you admire his pluck and the way he took his punishment? Did you ever lose one of those fellows? Well you ought to see the Scrap a little "Pink" Salmon can put up. He is game to the last kick. *Send a tin home and try him served like this:*

SALMON PATTIES

Line individual patty pans with a rich paste, put alternate layers of pink Cascade Salmon forcemeat and mashed potatoes into them until the pans are filled, having the mashed potatoes on top; bake one-half hour and serve hot. Prepare the forcemeat for the above as follows: Take one can of pink Cascade Salmon, one cupful of fine bread crumbs, the beaten yolks of two eggs, one tablespoon of butter, one teaspoonful of salt, one tablespoonful of chopped parsley, one tablespoonful of grated onion, and one cupful of milk; cook together for five minutes, stirring carefully.

Cascade, Big Horn, Tip Top, Wellington

are all guaranteed

Do you fully enter into the spirit of our proposition? We think you do, and there is evidence everywhere of the Housewife's delight in "the 47 ways."

Look for the name. See if it is

Packed by

B. C. Fishing & Packing Co., Limited

Vancouver, B.C.

Good Judgment

LET the old established house of S. J. MAJOR, Limited supply your requirements. You will find MAJOR lines good sellers, service prompt and efficient and prices always fair and square.

The enviable reputation we have earned during the last forty-two years with Canadian grocers gives ample testominy to the character of our organization and our service.

Special For Next Week

SUBJECT TO BEING UNSOLD

700 Cases Lynn Valley Tomatoes, 2's	$1.15
300 Cases Menesetung Burbank Plums, 2's, H. Syrup	1.50
100 Cases Chums Carnival, 1-2's, 8 doz., c-s. ..	5.25

S. J. MAJOR, Limited

Wholesale Grocers

Ottawa = = = Canada

FOUNDED IN 1879

CLARK'S Tomato Catsup

It is a very popular Summer Seller Mr. Grocer, the superfine quality and moderate price making it particularly attractive to your customers.

CLARK'S TOMATO KETCHUP

Is another good line to feature now, and it is a very ready seller. Both products are prepared from the very finest red ripe Canadian tomatoes, fresh picked from the vines and combine the full natural flavor of the tomato with a deliciously appetising seasoning. Everybody likes them.

Display Them = It Will Pay You

Take Advantage of Our Poster Advertising . .

W. CLARK, Limited MONTREAL

HARRISONS AND CROSFIELD LTD

IMPORTERS OF EASTERN PRODUCE

IMPORTATIONS

Enquiries Solicited

For

PEPPERS
ALL KINDS OF SPICES
TAPIOCAS
SAGOS
MILD COFFEES
COCOAS
Desiccated COCOANUT
Etc.

Coristine Bldg.,
Import Dept.

Montreal
Telephone Main 521

Allied Companies	Singapore	Adelaide	**Head Office**	Batavia
New York	Penang	Perth	**London, Eng.**	Bandoeng
Philadelphia	Kuantan	Wellington	**Branches**	Tandjong Baley
San Francisco	Jesselton	Auckland	Colombo	Kuala Lumpur
Shanghai	Sandakan	Dunedin	Calcutta	Labuan Bilik
Hankow	Melbourne	Christchurch	Calicut	Medon
Foochow	Sydney		Cochin	Kobe
	Brisbane		Quilon	Tangier

Place Your Orders Now for

"VICHY LEMONADE"

The hot weather is here, and now is the time to sell Vichy Lemonade.
Place a trial order for a case of 50 Pints.
Recommend it to your best customers.
Its supreme goodness and quality will bring you repeat business all summer.

Cases of 50 Quarts
Cases of 100 Pints
Cases of 50 Pints
Cases of 100 ½ Pints

"Neptune" Vichy Water

in cases of 50 Quarts

Approved by the highest authorities for its medicinal value. The very finest quality and lower in price than the most imported table waters.
If you would like a sample of "Vichy Lemonade" write to us to-day.

Laporte, Martin, Limitee

Wholesale Grocers

548 St. Paul St. West, Montreal — Phone: Main 3766

Established 1870

The Reason for Macdonald's Supremacy

-- is not advertising, though advertising has had much to do with constantly increasing sale of Macdonald's Tobacco. The reason for Macdonald leadership in Canada to-day lies in the satisfaction that smokers find in "the tobacco with a heart."

And the reason for Macdonald's popularity with the retailer is this same satisfaction—plus the unusually high percentage of profit to be found Macdonald's Tobacco, a profit further increased by the rapid turnover and the correspondingly small amount of capital involved

The Tobacco with a heart

MACDONALD'S

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

GIBSON-PATERSON-BROWN
LIMITED
Grocery Brokers and Manufacturers' Agents
WINNIPEG: CALGARY: VANCOUVER

G. B. Thompson & Company
LIMITED
Wholesale Grocery Brokers and Commission Merchants
149 Notre Dame Avenue East, WINNIPEG
Established 1898
We Have Track and Storage Facilities

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

When Writing to Advertisers
Kindly Mention this Paper

LE 75 French Cigarette Papers

Finest Quality

A White Gummed Paper That Will Satisfy Your Trade

This cut is a facsimile

of the actual package

100 Leaves to Book
Automatic Doubles
50 Books to Box

Order to-day from your jobber

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers

Head Office, WINNIPEG, MAN.

Branches:

SASKATOON REGINA CALGARY EDMONTON VANCOUVER MONTREAL LONDON, ENG.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

WALLACE'S HERRINGS

Like Wallace's Salmon and Pilchards, Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Let "Scott-Bathgate" Market Your Product

What we have done in the West for Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith' Fountain Supplies we can do for your products. Our live staff of Detail men, calling on wholesale and retail trade, offer you an energetic personal service. Get in touch with us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents
149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.
LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE
WINNIPEG, MAN.

Branches with Resident Sales Managers at
Regina, Sask. Saskatoon, Sask.
Calgary, Alta. Edmonton, Alta.
Fort William, Ont.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Successors to
Maclure & Langley
LIMITED
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.
Concentrated representation within the Province of Ontario

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

AGENCIES WANTED
We are prepared to give the distribution of Food Products and Grocers Specialties our personal attention.
If you want 100% distribution in Toronto and vicinity, write us today. We refer you to the "Canadian Grocer."
Eugene F. Belanger
501 Board of Trade bldg.
TORONTO

JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
REPRESENTING
J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
Correspondence Solicited Agencies Wanted
LAING BUILDING, WINDSOR, ONT.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

LAING & WATERS
Manufacturers' Agents and Commission Merchants
28 Wellington St. E., Toronto
We invite enquiries and guarantee satisfactory service.
Telephone Main 840

When Writing to Advertisers
Kindly Mention this Paper

DON'T THROW YOUR MONEY AWAY

GALT'S SUPERB COFFEE is the finest liquoring coffee in the world. It costs you 38 cents a pound delivered in 25 lb. lots. It is roasted and shipped the same day. If you and your customers don't say it is the best ever, ship it back collect. Other blends down to 30 cents.

D. A. GALT, 107 Front St. E., Toronto

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections.
18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 Place Royale, Montreal
Established 1876
Telephone Main 1581

VICTOR A. LEMIEUX
Labrador Lobster in 1 (one) pound tin, guaranteed best quality on the market,
Write for Quotations.
Wholesale Dealer
631 CORISTINE BLDG., MONTREAL

MAPLE SUGAR AND SYRUP
We can supply you with best quality in any quantity at right prices. Communicate with us.
Canada Produce Company, Limited
337 St. Paul East Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

The **CROWN** *Trade-Mark*
on a bag of white beans is a guarantee of their uniform size and choice quality
Only the very finest hand-picked Canadian White Beans go into bags marked
CROWN BRAND
For your own protection insist upon having this line of known quality.
BRAND
G. T. MICKLE - Ridgetown, Ont.

ASK OUR AGENTS FOR PRICES OF
PURNELL'S
The Quality **PICKLES**
BV FRUIT SAUCE IS OUR SPECIALITY
Purnell & Panter, Ltd., Bristol, England

PRIDE OF CANADA
Pure Maple Syrup
Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Spring and Summer Trade.
REPRESENTATIVES: W. L. Mackenzie & Co., Limited Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.
MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST. W., MONTREAL

When Writing Advertisers Please Mention This Paper

Local Strawberries

now in good supply

Lettuce - Asparagus

Tomatoes

Cucumbers - Cabbage

FIRST CAR CANTALOUPES ARRIVED THURSDAY

WILL BE FOLLOWED BY REGULAR ARRIVALS

WHITE & CO., LTD.

Fruits of Quality TORONTO

EUREKA

REFRIGERATORS

are so built that a constant, positive circulation of cold, dry air is maintained. This feature fully covered by patents.

Your customers will appreciate the care you give to keep your perishables sweet and wholesome.
Don't repeat last summer's waste.
Get a Eureka.

Write for our new catalogue.

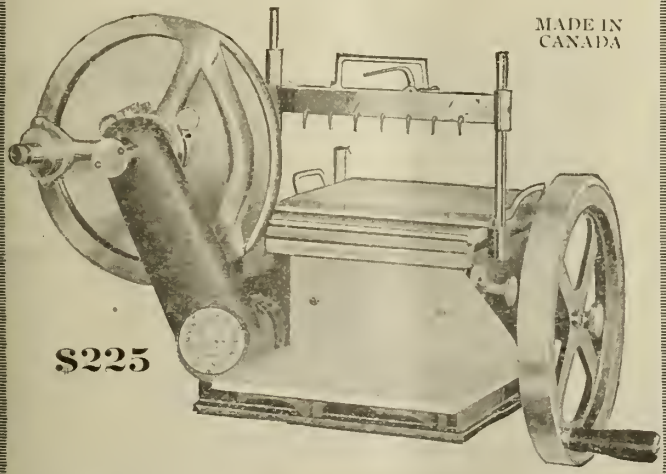
Eureka Refrigerator Co., Limited

Head Office: Owen Sound

Branches: Toronto, Montreal, Hamilton

THE 'BEST BUY" IN THE SLICER MARKET

DOMINION SLICER



Dominion Slicers have fewer working parts, are more easily cleaned and operated and are more sanitary than other machines. They do anything that other slicers will do and are much less expensive.

Dominion Slicers are made from the finest materials by skilled Canadian. They are the most efficient and most reasonably priced slicer made, and are guaranteed [illegible] year.

Dominion Slicer Corporation

110 Church St., Toronto

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.

We are offering the best value in Rice on the Canadian market to-day.

CANADIAN GROCER

Canada's National Grocery Paper

Vol. XXXV. TORONTO, JUNE 10, 1921 No. 23

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HOW MANY TEASPOONSFULL IN 334 TONS ?

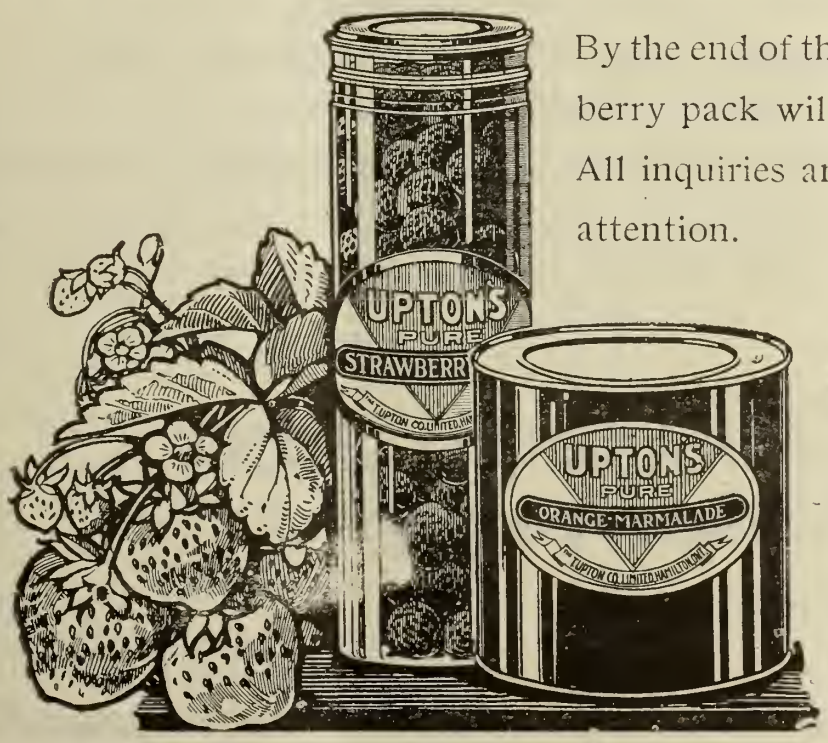
Work this out, then double it (1 teaspoonful of Salada to 2 cups) to find how many MORE cups of Salada have been enjoyed in CANADA alone during the past five months than in the corresponding five months of last year.

The average Weekly INCREASE in our Canadian sales this year has been 31,843 pounds or TWO AND A HALF TONS A DAY more tea in 1-2 lb. and 1 lb. packets.

Every ounce sold on QUALILY.

"SALADA"

UPTON'S 1921 Strawberry Pack



By the end of the month our 1921 Strawberry pack will be ready for shipment. All inquiries and orders given prompt attention.

Jams and marmalades that a grocer can safely recommend to his best customer.

The T. Upton Co., Limited
HAMILTON, Canada

"For a Rainy Day"-

The man who consistently invests a few hundreds each year never has to worry about the future—the rainy day or his old age has no financial terrors for him.

Whether you have already sufficient invested or whether you are still looking out for probable "buys," for the sake of your own future you must take every precaution for safety.

THE FINANCIAL POST specializes in an Inquiry Service noted for its accurate and sound replies regarding investments. This service is free at all times to subscribers.

Write now for a copy of THE FINANCIAL POST. The subscription price—$5.00 a year of fifty-two issues—is really insurance on your invested money.

THE FINANCIAL POST

143 UNIVERSITY AVE., TORONTO

KEEP UP YOUR STANDARDS

Have you ever noticed how much your attitude towards your business plays in its success? If you think good times, you will show it in your face, most likely, and display it in your actions.

It's a great thing, don't you think, to show your customers your quality, and, do you know, you do this best by the character of the goods you sell High class articles go well with a cheerful disposition and a desire to serve.

Your customers have known for years the quality of RED ROSE TEA. They naturally look for it in your store. The sight of it there makes them say to themselves: "This grocer knows a good tea," and it follows that you must be selling other good things, too.

Don't be tempted, when so many poor teas may be had for a song, to cater to a cheap trade and lower your standards. Your success in the long run depends on more than an extra cent's profit. It is based on a continued and satisfied customer gained and held through such quality lines as RED ROSE TEA.

T. H. ESTABROOKS CO., LIMITED

St. John Montreal Toronto Winnipeg
Calgary Edmonton

BABY'S OWN SOAP

50 p. c. Profit

Buy direct from the factory. Freight prepaid. Minimum quantity, 2 gross.

$38.40 less 20 p.c. and 5 p.c. - $29.18 Sell at 15c. per cake - $43.20

on Sask., Alta. and B. C. add 60c. por gross and retail at 5oc. rer box of 3 cakes. Ask for price list on other lines

ALBERT SOAPS, Limited, 168 McCord St. Montreal, Que.

C. A. MANN COMPANY

Strictly New Laid Eggs
Choice Creamery Butter
Fancy Dressed Poultry

Special Attention to Grocers' Orders.
Satisfaction Assured

LONDON, ONTARIO
PHONE 1577

When Writing to

Advertisers Kindly

Mention this Paper

Keen's Oxford Blue

POSSESSES RECOGNIZED SALES VALUE and NOW IS THE BEST SEASON FOR BLUE

To assist moving your stock we will send you this attractive counter display. It will be a general reminder of this very efficient blueing with which we want every Canadian housewife to become familiar.

Keen's Oxford Blue has a long-established, high-quality reputation.

Canadian Agents

MAGOR, SON & COMPANY, LIMITED

191 St. Paul St. W., Montreal, Que. 30 Church St., Toronto

Stock Up on Gosse-Millerds' Canned Ocean Products---See Your Sales Increase

THE enormous success of the Gosse-Millerd Introductory Campaign proves that the consuming public have fully demonstrated their desire to obtain the best in Canned Ocean Products. The heavy consuming period is at hand. Have you the complete line of Gosse-Millerds' Quality Ocean Products to supply this demand? If not—order it today.

Gosse-Millerds'

Sockeye Salmon	Kippered Herrings
Pink Salmon	Herrings in Tomato
Kippered Salmon	Pilchards
Fresh Herrings	Deep Sea Trout

GOSSE-MILLERD PACKING CO., LIMITED, VANCOUVER, B. C.

CANADIAN GROCER

VOL. XXV. TORONTO, JUNE 10, 1921 No. 23

Aims to Turn Stock Over Every Month

Rivett and Hardman, King St. E., Hamilton, believe that quick turnovers are the only way to success in the grocery business. Always follow the market. Display is important in selling effort in this store. Get behind new lines and increase sales in this way.

TURNING your stock over quickly is the only way to conduct a grocery business successfully, according to the opinion of Mr. Rivett of Rivett & Hardman, grocer on King St., East Hamilton, Ont. Such is the policy followed by this firm during the years that they have been in the grocery business in Hamilton, and it has been attended with a good deal of success. This firm also conducts another store in Hamilton, and at the King east store, it is a combination grocery and butcher business.

Twelve Times Yearly

"We aim to turn our stock over at least twelve times a year," Mr. Rivett told a representative of Canadian Grocer. "On a great many lines, of course, we turn them over even oftener, and there are some, such as canned goods, that do not sell as rapidly. However on most of the stock carried in a grocery store, I think a merchant should make it a point to sell as quickly as possible, keeping it going out, and buying again as the necessity demands. It is poor business to load up with too much. Rather, it is better to buy often, as lines are depleted. Of course, during the war when everything was going up, buying in large quantities, when possible, was comparatively safe, but in times like the present, we find our safest policy is to buy only enough to meet our requirements."

Follows Market Down

Discussing with Mr. Rivett present conditions, reviewing the period of declining markets, he stated that it had been his firm's policy to follow the markets downward, giving the customers the advantage of lower prices. "It has been absolutely necessary to do this," he stated, "in order to hold our trade. In a period of market declines the grocer has to constantly sense out his customers, in their buying. By this I mean, one found a customer who was not buying a certain line, and I knew that she used to buy it regularly and in good quantities. What was the reason for the falling off? That was what the grocer had to find out. The reason for the non-buying was possibly because the grocer down the street was offering it at a lower price than we were. However I think where the retailer is constantly adjusting his prices, in line with market conditions, and as quickly as these declines warranted the same, he had little to contend with, in the way of lost customers. We have endeavored to get down to the new levels and believe by so doing we have been able to maintain trade on a satisfactory basis. Competition, too, is so keen in the grocery trade, that the merchant who isn't keeping his prices down to the lowest possible level, consistent with a fair profit, finds it diffcult to do business."

Bad Debt Losses Almost Nil

Rivett and Hardman do business on a credit basis and declare that their losses from bad debts and such like had been very small. In fact, Mr. Rivett stated, in the course of a year they were reduced to a minimum. They would not be more than a fraction of one per cent. While credit accounts cannot be said to be just as good as cash, where the customer pays weekly or semi-monthly, their trade is good and inclined to be steadier and mor regular than the customer who is paying cash. The latter is more apt to distribute her buying over a number of stores.

Display Is All Important

The value of display is not lostt sight of in Rivett and Hardman stores. In fact that is the point that impresses one on entering the store. The arrangement of the interior is such as to show goods to the best possible advantage. Bulk displays are everywhere in evidence, and if the clerk never made a suggestion to a customer, there are suggestions everywhere in evidence. Neatly arranged table displays, counter displays, and goods shown in wire baskets, with prices attached, at once attract the eye. These wire baskets assist very much in selling goods, Mr. Rivett stated. He follows a plan of displaying certain lines in the windows, and when changing the window displays, instead of putting the goods back on the shelves again, he puts them into baskets, which are prominently placed on the floor in the front part of the store, and the sale is continued from the baskets instead of from the windows. Following this method, this firm first displayed a certain line of canned beans in the window, afterwards showing them in the wire baskets. The display was attended with a fair measure of success in th way of sales, Mr. Rivett stating that they sold five cases during the time that the goods were shown.

Get Public From All Directions

The windows in the Rivett and Hardman store on King Street east are specially adapted for display, and the firm makes the most of them. Situated on a corner of two good streets, there are two windows that catch the eye of the passing public, coming from the four directions.

Window and interior displays are backed up with selling talks over the counter, with very gratifying results. In fact more than one new line has been successfully introduced in the Rivett and Hardman store. "If a line recommends itself to us," Mr. Rivett added, "we do not hesitate to introduce it. We have built up a very satisfactory demand for a number of lines that have come on the market in the past few years.

Introducing New Lines

In this connection Mr. Rivett mentioned a certain salad dressing preparation. On the occasion of the visit of the Canadian Grocer he was showing it rather prominently, which caused Canadian Grocer to inquire about it. "The summer is a splendid time to boost it," Mr. Rivett remarked, "and we have started already to get it going. It sells well with us all the time, but sales in the summer months always show an increase. It is a good summer line to get behind." Other products too owe an increased demand to the selling efforts of Rivett and Hardman, as it is a constant practice in their stores to introduce new lines that come on the market, provided of

(Continued on Page 19)

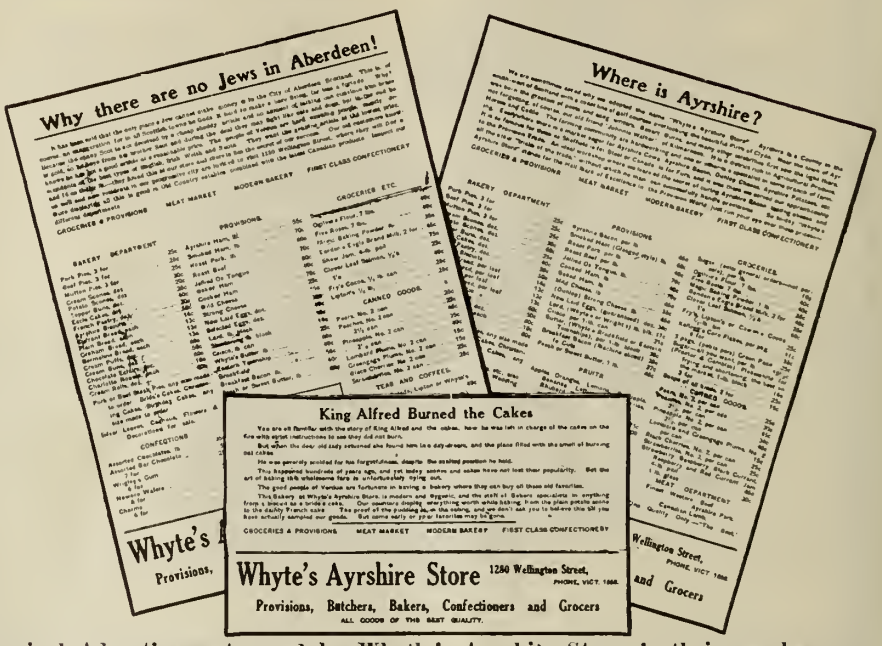
Making People Read Advertisements

Getting away from the stereotyped form of ad.-writing. Get the people looking for your advertisements by making them original in their appeal.—The experience of C. J. Whyte, Wellington Street, Montreal

MONTREAL, (Special).—There is an enviable achievement in being able to write advertising that the public look forward to reading, and besides there is satisfaction in seeing the direct results from such advertising. There is an art in getting away from the stereotyped form of ad-writing, and especially so in the case of copy for groceries. It is one thing to write an advertisement for the newspaper, but quite another thing to know that the people read it. The grocer carefully studies the wants of his customers and then buys his stock accordingly. If he intends to spend money advertising, he should also study the wants of his customers in reading matter. He should ask himself — What do the people want to read? — What are they looking in the papers for? What will attract their attention, and what will make them read every word of my advertising?

Different Types of Appeal

C. J. Whyte, propietor of Whyte's Ayrshire Grocery, 1280 Wellington St. Montreal, writes his own advertising which appears in every issue of the Verdun Weekly Free Press. A quarter page space is occupied by the copy which is divided into two parts. The first part carries the appeal to the public, which is the attractive part, and the second part bears with the grocery business directly, giving prices on all the main lines sold in the store. In speaking of his advertising to a CANADIAN GROCER representative, Mr. Whyte said, "Here are many types of advertising which carry a more or less direct appeal to the buying public with varying results. The majority of these types are not applicable to the grocery business, yet the grocer who wishes to get the best results possible from the money he spends on advertising must study all the types carefully. He must know which type he can use and which type appeals to the people who buy groceries. If he wrote advertising that only appealed to men, he would not get results from his efforts, but he must make his appeal directly to those who buy. After a careful study of the situation I have come to the conclusion that money spent on space used for snappy newsy items which bear an air of chattiness will bring business.. If a man can impart some information in his advertising that is not generally known, something that a person is likely to repeat he can feel sure that his advertising is being read.


Why there are no Jews in Aberdeen!
Where is Ayrshire?
King Alfred Burned the Cakes
Whyte's Ayrshire Store
1280 Wellington Street,
Provisions, Butchers, Bakers, Confectioners and Grocers
ALL GOODS OF THE BEST QUALITY.

Typical Advertisements used by Whytle's Ayrshire Store, in their regular newspaper advertising in Montreal.

A Catchy Title

The first thing is a catchy title, something that is suggestive of what follows and still a title that will arouse curiosity. For instance I wrote one advertisement that bore a title, (Why There Are No Jews In Aberdeen). Such a title immediately arouses the curiosity of everyone who reads the paper. It is like a connundrum it makes people think. If they have an answer they want to know if it is right. Whether they know or not they want to hear the other man's solution and so in this case they are lead to read the advertising which besides bearing the information, embodies the point that the advertiser wants to impress upon the public.

Linking Up Advertising

In this style of advertising it is important that there should be a natural link between the catchy item and the grocer's announcement. This is often hard to get, but two disconnected ideas do not go well together in one such copy even as in a paragraph of literary composition. The train of thought brought out in the title and in the first part of the advertisment must lead naturally to the point the advertiser has to make.

Unlimited Scope

There is an unlimited scope in such advertising. A well read man will have no difficulty in writing such a style of advertising, and there is a vast fund of material from which to choose. The English literature is full of all kinds of adaptable ideas. The dictionary too will suggest copy for advertising. The idea does not have to deal directly with the line of business to be advertised, in fact the value of the advertising is enhanced by the remoteness of the two ideas as long as the writer succeeds in logically connecting the two in his paragraph.

Advertising Successful

I have found my advertising most successful. I am sure it is read. Besides hearing comments on it from those who deal here I can see it in the response I get to the advertised lines each week.

———‡———

Not Much Left

A housekeeper, going from home for the day, locked everything up, and for the grocer's benefit, wrote on a card:—

"All out—don't leave anything."

This she stuck under the knocker of the front door.

On her return she found her home ransacked, and all her choice possessions gone To the card on the door was added:—

"Thanks. We haven't left much."

"Keep on Advertising" Is Their Slogan

Wentzells, Halifax, N.S., believe in keeping their advertisement constantly before the public whether business is good or otherwise. A store well departmentized.

HALIFAX, N. S., (Special).—On being asked by a Canadian Grocer representative as to their system of advertising, the manager of the advertising department of Wentzells replied that although they did not have any definite system, different from any other grocery their slogan was, advertise, advertise. advertise. Whether business was exceptionally bright or not so bright, they kept on advertising. Wentzells are not advocates of the cash and carry idea, but have their delivery arranged to such a fine degree, that it is one of the most economical in the city. This delivery not only serves the city, but the the suburbs as well. Certain days are taken for the different points outside the city.

Educating Talks

The "Big Store" does not confine its advertising to special lines of goods. but carries on a series of educating talks on methods as to how the different departments are managed, and points out to the people that they are enabled by a large turnover to sell below smaller stores. Wentzells is not a store appealing to any particular class in this respect it is one of the most cosmopolitan stores in the city. All classes buy at the "Big Store."

Wentzells Limited is situated in the heart of Halifax. Every car line in the city passes its doors. The Tram Company realizing its central location, have established themselves in up-to-date offices in this building.

Many Departments

One of the reasons for the success of this large grocery house is the fact each department carrying its special that it is divided into many departments,

Showing part of the "Big Store" of Wentzell's, in Halifax, N. S., where the annual turnover in groceries is on a big scale.

line. There is the canned goods, the jams and preserves fruits, tea, coffee and cocoa departments, as well as many others. The clerks are not bothered with taking of telephone orders, as a special department looks after these orders. This is great convenience to the customer as well, who does not have to wait in giving an order over the telephone and gets information on prices without delay.

All these ideas and many others are set before the public, enlightening on the advantages of buying at the "Big Store", by systematic and constant advertising.

AIMS TO TURN STOCK EVERY MONTH

(Continued from Page 1)

course that they are worthy of recommendation.

Meat and Groceries Sell Together

The meat department of the King Street east store was only taken over by the firm about a year and a half ago. It is splendidly equipped, and the meat business of this firm is a gratifying feature of the trade. It is a department that can be worked very satisfactorily along with groceries, as the customers for one, if service and satisfaction are given, can without much difficulty be turned to the other.

"The grocery business means a lot of hard work and constant application," Mr. Rivett commented. "It is in working hard avoiding losses through buying heavily, that success alone can be obtained."

GEORGIA PEACH CROP LARGE

The best peach crop in years is reported from Georgia, and the quality is of the finest. The first Georgia peaches are making their appearance in the middle western U. S. markets and the total crop is expected to run over 7,500 cars as against old estimates of 7,000 cars. Prices satisfactory to the grower and are reasonable in northern markets.

USE OF "SHORT BOX" FOR STRAWBERRIES IS NOT LIKELY

Ottawa, June 6.—The Government has shown itself unfriendly to the request that strawberry growers be allowed to use this year the "short box" instead of the one set by law. The short box does not contain as much as the standard.

J.A.C. Ethier (Laval and Two Mountains) maintained that many berries would go to waste for lack of boxes if the Government persisted that the standard box had to be used. Col. Currie (North Simcoe) backed him up, as did Hon. R. Lemieux.

Hon. S. F. Tolmie, Minister of Agriculture, could see no necessity, however, to relax this year. The law had been relaxed last year, and surely by this time the growers knew what was required.

There was no definite action decided upon, but the chances for "short boxes" do not look rosy.

Told Him First

Tom: "Rejected you, did she My boy, you've got to be clever in the proposing game. You should have told her you were unworthy of her."

Ned (lugubriously): "I was going to, but she told it to me first."—Boston Transcript.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

The Only Weekly Grocery Paper Published in Canada

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

Vol. XXXV. COLLINGWOOD, JUNE 10, 1921 No. 23

WATCH THE SALES TAX

PROBABLY the greatest problem that the retail merchant is faced with today is, how to figure the sales tax. Certianly the merchant cannot be expected to take the tax cut of his own pocket as the profits are none to large at any time. The tax on the surface does not appear to be a large amount, but when figured on the year's turnover, the amount is a goodly sum. The only logical method then is to figure the tax in the cost of the goods and base the selling price on that. For instance, on five cases of canned peas at $1.65 per dozen the invoice would be figured at the above price with an additional 1½ per cent. or 25 cents Sales Tax, added as a separate charge. The peas therefore would cost $1.67½ cents per dozen and that is the only figure the selling price should be reckoned on.

SALESMANSHIP THE REMEDY

A MANUFACTURER recently remarked, "I can see no reason why sales should not be as large as in other years. Prices are down and on many articles as low as in 1914. Retail stocks are reduced to as low a point as possible, consistent with maintaining good service. But to bring back normal buying after the depression we have been experiencing, is going to be purely a matter of salesmanship, to get all the business available."

Between the years 1914 and well into the middle of 1920 when market values were advancing it was not difficult to sell goods.Business was easy to get, and it was more a matter of having sufficient quantity to meet the demand than a matter of sales ability. When values started to recede, consumers likewise commenced to curtail buying, believing that the next day would see even lower prices. Values did come down and apparently to a lower point than conditions warranted. The process has been costly to manufacturers, wholesalers and retailers alike. Liquidation of surplus stocks is about completed and a reaction has commenced to set in, particularly in primary markets on many lines of foodstuffs.

To bring back confidence to the consumer, it is plainly seen that the principal factor entering into the situation is going to be aggressive salesmanship. A little study and forethought will soon show where salesmanship can be made most effective. It may be the matter of giving more care to window displays, paying more attention to interior arrangement by moving the stock around in different positions and above all displaying seasonable goods attractively, at once suggesting and creating in the mind of the possible purchaser a desire to possess the goods.

A retail merchant stated that since the decline in butter prices, sales of butter jumped from 4,000 pounds per week to 7,000 pounds. This increase in butter sale is not caused by a desire to stock up for future requirements. It is going into consumption, thus bringing out the point that a greater consumption will materialize if the public is convinced that prices are now at a lower level. Although to a great extent, it was the lower prices that caused this merchant's butter sales to increase, nevertheless, it was genuine salesmanship that was the principal factor. Salesmanship and the prevailing lower prices will work hand in hand and are going to be essential measures in bringing back a saner and healthier condition of business.

EDITODIALS IN BRIEF

A badly wrapped package is a poor advertisement. A neatly wrapped package pleases the customer.

* * *

Use tact when a customer complains over the telephone. Try to see her point of view and a good customer can often be saved for the store.

* * *

You can't know too much about your business. Merchants can use their spare time to great advantage by studying their trade paper.

* * *

Some merchants guess at delivery costs. They guess as to which is the best clerk. They guess as to th condition of their credit business. They guess at value of their stock. They guess at a proper selling price. This habit of guessing is the main cause for thousands of failures. Accurate information is the big thing in business.

* * *

The merchant who is turning his stock over as frequently as possible is pursuing the wisest policy and is adopting a course that is almost sure to mean success. There should be no stock on your shelves that is not moving.

What the Union Printers Are Striking For

Why their demands cannot be granted. Employing printers can grant neither shorter hours nor higher wages, and the saner printers realize their union's demands are unreasonable.

It is common knowledge that the union printers in many towns and cities in Canada and the United States are on strike. For the first time in its 35 years history The MacLean Publishing Company is involved and we believe you will be interested in receiving a statement as to what the printer's unions are striking for and why their demands cannot be granted.

A year ago (although the wage agreement at that time had over a year to run) the Toronto Publishers and Master Printers gave their employees voluntarily a 10% advance in wages, making the minimum wage $35.20 for a 48-hour week. This was given in recognition of the fact that living costs were then advancing. This voluntary agreement for $35.20 a week expired June 1st. Notwithstanding that the cost of living has declined 22% since March 1920, the printers' union demanded a 44 Hour week and a wage of $44.00. This means four hours per week less work and an increase in rate of pay per hour of over 33⅓%. Employing printers can grant neither shorter hours nor higher wages and the saner printers realize that their union's demands are unreasonable. A large percentage of our own men did not want a strike, but the union leaders in the United States have ordered it and the strike is on.

Negotiations have been carried on for months. The employing printers have been tireless in their efforts to bring about a settlement without a strike. They are now engaged in a fight, not only for their existence but for a principle in which every business man is interested. If the unions secure their unreasonable demands then the fight would surely be carried to other industries. Business men with whom we have discussed the matter have been most emphatic in urging us to take a most determined stand. "Stay with it and we'll stand with you", they say.

And so we shall "carry on". We shall be somewhat handicapped, especially at first there may be occasions when you can extend your co-operation and support and we feel that we can count on you. It is our intention to issue our publications regularly and as promptly as possible. There will be difficulties to be overcome, and for a short term our service may not be up to its usual high standard. If, therefore, your publication does not reach you on time, if we have to repeat a former advertisement, if proofs are not submitted, or if we fall short of full efficiency in any way, we ask your kind indulgence. We are fighting for greater efficiency at a critical juncture in the world's history, and your co-operation and moral support will help.

THE MACLEAN PUBLISHING CO., LIMITED

TORONTO MONTREAL WINNIPEG VANCOUVER NEW YORK BOSTON CHICAGO LONDON, ENG.

TRADE AND TECHNICAL NEWSPAPER AND MAGAZINE PUBLISHERS

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POWER HOUSE
CANADIAN FOUNDRYMAN
MARINE ENGINEERING
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PRINTER & PUBLISHER
CANADIAN MOTOR, TRACTOR AND IMPLEMENT TRADE JOURNAL

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

QUEBEC

J. Bailey, manager of Goodwin's grocery department, Montreal, has returned from a buying trip to England, France and Spain. Mr. Bailey reports conditions in those countries very favorable for a buying market.

ONTARIO

The Eastern Ontario Milk Products Company has temporarily ceased the manufacture of milk powder and is converting its receipts of milk into cheese.

Thomas Gall, for many years a grocer on Wright Avenue, Toronto, passed away at his home in that city on Thursday last. He had been ill for nearly a year. He was 79 years of age and was born in Aberdeen, Scotland, coming to Canada in 1866, when he settled in Toronto. He retired a few years ago from the grocery business. He is survived by his widow, one son and two daughters.

Miss Sarah M. Elliott, who with her sister, for many years conducted a grocery store in Whitby, passed away in June first.

The death is reported of Franklin Robert Jackes in St. Louis. The late Mr. Jackes was connected with Gordon & Company, for many years wholesale grocers, on Wellington Street, Toronto. He was born in Eglington, and was 62 years of age. He is survived by his wife and eight children.

Over two-thirds of the grocers of Kingston, Ont. are favorable to a general closing of the stores on Wednesday afternoons during the summer months. A petition is being presented to the city council asking for a bylaw to make the closing of the stores on Wednesday afternoons compulsory.

Puddy Bros. packers, Paton Road, Toronto have disposed of their abattoir to Wight and Son, pork packers, Jones avenue, Toronto. It is understood that Wight and Son will not continue the retail stores conducted by Puddy Bros.

WILL NOT PERMIT THE DISPLAY

Kitchener :— The local Board of Health, which recently passed an ordinance forbiddng the display on the sidewalks by grocers, fruit dealer, etc. has refused to accede to the request of the dealers to rescind the order, and has requested the police commission to order, the enforcement of the ordinance.

New Plant of the Kraft-MacLaren Cheese Co. is Opened in Montreal

Montreal, (Special).—The new plant of the Kraft-MacLaren Cheese Company, Limited, of Canada, has opened here. The company, which was capitalized at a million dollars, was organized some months ago, is a consolidation of all the Canadian Cheese interests of the MacLaren Imperial Cheese Company, Limited, Toronto, and all the Canadian and Canadian export trade of J. L. Kraft & Bros. Company, Chicago.

In addition to the head office and the main factory in Montreal, branch factories are owned and operated in Holmesville, Woodstock and Wellesley, Ont.

The Detroit factory of the MacLaren Imperial Cheese, Company, Limited, has also been taken over by J. L. Kraft Bros. & Company, Chicago.

Officers of the Kraft-MacLaren Cheese Company, Limited, of Canada, are: President, J. L. Kraft; Vice-Presidents, C. H. Kraft, C. H. Howell, Montreal; Secretary, Oliver A. Blackburn; Treasurer, Ernest Rideway; Directors, J. L. Kraft, C. H. Kraft, Fred Kraft, Ernest Ridgeway, Wm. H. Dunn, Montreal, Hy. Wright, Toronto, and C. H. Howell.

Wm. H. Dunn, President of Wm. D. Dunn Limited, is general agent in Quebec for the company. C. H. Howell is Vice-President and general manager, who will be the active head of the Montreal concern. He has just moved here, as has also Neil Stronach, for several years assistant superintendent in the main plant at Chicago, who will be factory superintendent.

The building which has been remodelled is now of four floors and basement, stone, "L" shaped, with concreted inner court-yard and separate boiler house. It contains some 75,000 square feet of floor space.

The Shipping and Receiving Departments are located on either side of a driveway through the centre of the building leading to the court-yard. Manufactured cheese will be handled on one side and bulk cheese on the other.

C. H. Kraft, Vice-President

J. C. Kraft, President

Presidents of J. W. Windsor Limited Passes Away

The death occured at his summer residence, Cape Despair, P. Q. on June the first of J. W. Windsor, president of J. W. Windsor Limited of Montreal, and also president of the Windsor Canning Co. Ltd. of St. Johns, P. Q., and a member of the Montreal Board of Trade. He had been ill for a long time. The late Mr. Windsor was the son of the late Joseph Windsor of Dalhousie, N. B. who was possibly the first person in Canada to engage in the canning of salmon and lobsters. Something over sixty years ago he started this business, and when a very young man, the late Mr. Windsor was in the canning business with his father. After that he was associated with his brother in Montreal until the year 1876, when he established his own firm.

He leaves a widow and two sons. The funeral was held from his late residence in Westmount, Montreal on Saturday afternoon last.

Where and When Half Holidays Are Observed

(Continued from last week)

ALBERTA

PINCHER CREEK—Stores close on Wednesday afternoons from May 4th until October 26th.

WAINWRIGHT—Stores close on Wednesday afternoons during June, July and August.

SASKATCHEWAN

MELFORT—Stores close on Wednesday afternoons during the summer months.

ONTARIO

PORTLAND—Stores close on Wednesday afternoon from June 1st until September 30th.

GRAVENHURST—Stores close Thursday at noon from May first until August first.

ISLINGTON—Stores close on Wednesday afternoons from May 1st until October first.

LION'S HEAD—Stores close on Wednesday afternoons from June first until August 31.

LUCAN—Stres close Wednesday noon from May first until September first.

RAINY RIVER—Stores close on Thursday afternoon beginning June 2 until the last Thursday in August.

SUDBURY—Stores close Thursdays at 12.30 o'clock from May to August inclusive.

SUTTON—Closes Wednesdays at twelve o'clock from May to October inclusive.

ST. MARYS—Closes Wednesdays at 12.30 from June to September inclusive.

STIRLING—Storesclose Wednesdays at 12.30 o'clock during June, July and August.

STRETSVILLE—Closes on Wednesdays at 12.30 o'clock from May to October inclusive.

SARNIA—Stores close Wednesday at one o'clock from May to September inclusive.

SHELBURNE—Closes on Thursdays at 12.30 o'clock from May to September inclusive.

TILLSONBURG—Stores close Wednesdays at 12 o'clock from May to September inclusive.

WYOMING—Stores close Wednesdays.

YARMOUTH—Stores close Fridays at 12.30 o'clock throughout the year except December.

PRINCE EDWARD ISLAND

CHARLOTTETOWN—Stores close Wednesdays from June 15 to September 15.

SUMMERSIDE—Stores close Wednesdays at noon during July, August and September.

WINDSOR—Stores close Thursdays at 12.30 o'clock from June to September.

PICTON—Stores close Wednesdays at 12 o'clock from June to September inclusive.

SYDNEY MINES—Stores close Wednesdays at 1 o'clock all the year round except from December 15 to January 1.

ST. STEPHEN—Stores close Thursdays at 12 o'clock from June to September inclusive.

SYDNEY—Stores close Wednesdays at 1 o'clock from May to October inclusive.

TRURO—Stores close Wednesdays at noon during June, July and August. At noon from May to September inclusive.

NOVA SCOTIA

DARTMOUTH—Stores close Wednesdays at 1 o'clock the year round except December.

GLACE BAY—Stores close Wednesdays at 12 o'clock all the year round.

HALIFAX—Stores close Wednesdays at noon from May to September inclusive.

KENTVILLE—Stores close Wednesdays at 12.30 o'clock from May to August inclusive.

KENSINGTON—Stores close Wednesdays at 1 o'clock from June to September inclusive.

NEW GLASGOW—Stores close Wednesdays at noon from May to October inclusive.

NEW WATERFORD—Stores close Wednesdays at 1 o'clock from June to September inclusive.

NORTH SYDNEY—Stores close Wednesdays at 1 o'clock from May to September inclusive.

SIMCOE—Stores close Thursdays at 12 o'clock from June to September inclusive.

SMITHS FALLS—The stores close every Wednesday afternoon during June, July and August.

ST. CATHARINES—Closes Wednesdays at 12 o'clock all the year round.

WESTERN

C. B. Hume & Co. have opened a groceteria in Revelstoke, B. C.

J. S. McEwen, Carlyle, Sask., has opened a new grocery store in that town.

W. B. Carter has opened a new grocery store, also a confctionery and ice cream parlor, in Crystal City, Man.

N. K. Fairbank Company Ltd., is opening a branch office in Winnipeg and expect to be ready for business in the course of a few weeks.

John McNeill, who has been managing the business of Richardson, Green, Limited, Winnipeg, in southern Saskatchewan with headquarters in Regina, has been appointed district specialty salesman for the Kraft-MacLaren Cheese Co., his territory comprising Manitoba, Saskatchewan and Alberta with headquarters in Winnipeg. Mr. McNeill will of course work in conjunction with Richardson, Green Limited, who represent Kraft-MacLaren in the above territory.

Richardson Green Limited, have been appointed Western representatives for Sanatas, a tonic and blood purifier, manufactured by Sanatas Limited, Montreal, P. Q.

The commercial travellers of Lethbridge, Alta., held an "overall and gingham dress" dance recently that was a great success, being very largely attened.

UNITED COMMERCIAL TRAVELLERS HOLD CONVENTION IN CALGARY

Calgary, June 6:—The convention of the United Commercial Travelers, took place in this city on June 3 and 4.

At a recent meeting of Calgary Council seventeen new candidates were initiated and a large programme of entertainment was provided. A feature of the entertainment programme of the convention was a trip to Banff over the week-end for the travellers and their wives.

URGE TRAVELLERS TO JOIN THE BOARD OF TRADE IN EDMONTON

Edmonton, June 6.—At the regular monthly meeting of the United Commercial Travellers of America, it was urged that every member be lined up for the purpose of joining the Edmonton Board of Trade. Junior Councillor Ray Parrish expressed a desire to see every member of the Association join the Board of Trade. By so doing, it would help boost the city of Edmonton, and if a sufficient membership of travellers could be secured, it might be possible to arrange for a travellers' section in the Board of Trade, with representation on the council.

Many other matters of interest to the association were attended to at this meeting, and great enthusiasm is being displayed in the sports and social programmes that have been arranged for the members.

SIR THOMAS LIPTON WILL VISIT INMATES OF SING SING PRISON

Ossining, N. Y., June 4:—Sir Thomas Lipton has arrived in the United States and during his visit will present a silver loving cup to the inmates of Sing Sing prison. This announcement was made by Leon C. Weinstock, vice-president of the State Prison Commission, who left the trophy in care of Warden Lawes.

The cup, three feet high will be a baseball trophy for the Mutual Welfare League, and is to be given to the inmates by the noted British sportsman in memory of his visit to the prison last August. He is expected at the institution in about ten days.

Better to Keep to the One System

Subscriber asks the advisability of running two kinds of business in one store. Another reader seeks analysis of his statement

By Henry Johnson, Jr.

THIS comes from a subscriber.

Dear Sir:— We are doing a business of $56,000 a year, general merchandise, drive routes and give credit. From this meagre description would you say that five men were to many for conduct of business — three clerks, two partners? Would you think the business large enough to keep one man employed keeping books, buying and managing?

If my friend will look over the story I wrote last week, the tale of two men who conduct a business of the size mentioned, also general merchandise, he can get a pretty good slant on what I think.

Yet the information is "meagre" as he says it is. There may be modifying factors which do not appear in his letter. Still, he does use two words which are illuminating — "drive routes." If there are two routes, probably there is one for two men thereon. If three, then three may be needed. This is unless the routes absorb only part time. A business of that character costs much more to run than one wherein such extra service is not included. The plan then must be to get margin to cover and leave a profit and over.

Really, I believe I am entitled to further details. I think you should tell me margin you made in 1920, what actual stock you carry, what average net you figured you made — what you derive from the routes that you really had left as net earnings, I mean what your expense account is, in detail and as you figure the percentage. Indicate also what advantage you feel not accrue to if you did not drive at them at all.

I suggest you write this stuff after you have read the review I have just written of the other store I mention. Maybe then I can help you with some intelligence. Of course, your communication will be kept in confidence.

Cash & Carry With Service Combined

Another writes me from the far northwest.

Have you ever known a business carried on in same manner as cash & carry stores having delivery service in addition for which a per cent, say five is charged on all orders delivered, said charge being added to each order?

I advise very strongly against attempting such a combination except under certain restricted conditions. Let us recall Charles Slack, one of the most successful Chicago's grocers of thirty years ago, almost wrecked his business by putting a direct charge on to his customers' accounts for certain specific services. This is a good example, because Slack's customers were not of those who cared much about prices — they would pay practically any figures he asked. What hit them wrong and stuck in their craws was the direct charge. It's "agin human nature," Canadian nature particularly.

Much more recently, another man had some 35 stores in a certain city — 35 flourishing stores. He took a notion to fix prices on a spot cash basis and charge for credit and deliveries as separate items. He wrecked his business so completely that he was compelled to liquidate it. I think he says the experiment cost him $25,000 and that he was fifteen years ahead of times" with his ideas. Therein I think he is not right.

I have observed that men who approach this problem the other way round are more apt to get by with it. Here the plan is to fix prices on a full service basis, then make concessions for what service is not taken. Thus goods priced at a certain level are subject to a discount of, say, three per cent if no delivery is taken, and another two or three per cent if they are paid in- can stand concessions, but not direct stead of being charged. Human nature charges.

But I notice also that stores which are started on this basis are apt to gravitate very shortly to one plan. Mostly they go back to full service, full margin basis, because, after all, most people prefer to get service and pay for it, except in rare instances and some localities.

War Conditions Not Now Operative

When the proprietor of these 35 stores said that he was fifteen years too soon, the war was on . Thus he judged that folks ha come to his way of thinking But that condition was temporary, not permanent. Everywhere it is now found that customers demand as much service as ever, and are readier than ever to pay the price needful to secure service. They had enough of the war economies I believe this is not that we are such lovers of useless luxuries as that we found by experiment that the grocer can can do the work ourselves—that it takes render service more cheaply than we more time for us to save by doing for ourselves than it is worth. Hence, it is true economy for us to hire the grocer to do it for us. And why ot? Is the grocer not a specialist in his line and is the specialist not better equipped than the occasional, amateur servitor — you and me.

Cash and carry is conducted by service grocers when the two departments are absolutely distinct and separate. One big grocer in the West whose service, old-fashioned store did $200.000 in 1920, opened a self-serve basement store a year or two ago and did $80,000 therein in 1920. But the two kept entirely separate. If the customers buy downstairs, she selects her own goods, pays cash for them and carries them home. If she wants service — and she can get it if she desires it—she must give her order up stairs,pay full service prices, and then, if her credit is good, she can have the goods charged.

Changes in This Grocery

Against that stand the experience of another Grocery Co. It is an old institution which was founded on the full service basis and always has been successful. Within the last ten or a dozen years, it opened three branches which were run on the cash basis and, during the war, were converted into non-delivery stores, except that orders of a given sum were delivered free and any delivery could be made for a fixed charge.

With the reaction of the after-the-war conditions, the service store has forged ahead and the others fallen behind to such an extent that the branches are now being sold off, and the concern will devote itself entirely to the one big central store—one of the handsomest in the country, by the way—to giving the best possible in goods and service for an adequate charge.

It is true that strictly cash and carry stores run along with a delivery adjunct based on the charge of ten cents, or so, per delivery. I know another man who conducts a business in this way. But it will be noted that he arranges for a specific charge of so many cents—not a percentage. In fact, deliveries are made, I believe, by boys for their own account and that he really has no direct connection with that service. But look again and it will be noted that this chain of stores is primarily and preponderatingly non-delivery. All the goods that are delivered might remain on the shelves and the business would not be perceptibly affected.

Any grocer who has a business established on certain lines should think long before he does anything that may disrupt it, and nothing is so apt to jar it seriously as a radical alteration of its system. Look carefully into any plan before you plunge. Business is sensitive at best. Think not only of what you may win by taking the chance but of what you are rather certain to lose.

If I have not covered all the ground you have in mind, write again. I want

(Continued on Page 25)

Will Discuss Many Vital Questions

Annual convention of Canadian Wholesale Grocers' Association in Quebec next week promises to be an interesting event. Sir Henry Drayton will likely address the gathering—the entertainment features.

THE Third Annual Convention of the Canadian Wholesale Grocers' Association opens in Quebec on Monday, June 13th and continues on the 14th. The convention headquarters are at the Chateau Frontenac where all the sessions will be held.

Subjects For Discussion

Among some of the subjects which will be discussed are:— Future Contracts, Drop Shipments, Free Deals, Sales of Extracts and Essences, Provincial Acts should be uniform, The Manufacturers' Agent and Grocery Brokers' position in relation to wholesale Grocer, The position of the Wholesale Grocer in regard to distributing Proprietory Lines, and How Should Wholesale Grocers meet the rising percentage of expense.

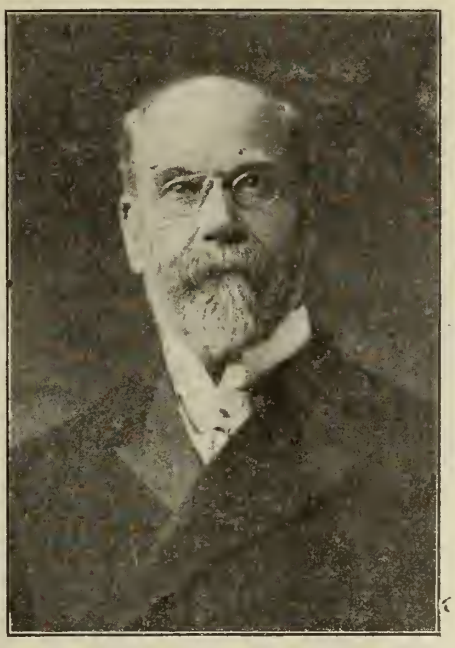
Sir Henry Drayton to Speak

It is expected that Sir Henry Drayton, Minister of Finance will address the convention also Fred. Mason, President of the American Specialty Manufacturers Association. O. J. Moore Vice-President, National Wholesale Grocers' Association, and John G. Clarke, President Michigan Wholesale Grocers' Association.

Programme of Entertainment

The Quebec Wholesale Grocers have planned an extensive programme of entertainment including an informal dinner at the Kent Montmorency Falls and a reception at Spencerwood the residence of the Lieut.-Governor.

A large number of ladies are accompanying the delegates and special arrangements have also been made for their entertainment. The Ontario and Western Wholesale Grocers are proceeding to the convention by boat from Toronto. It is expected that fully 80 or 100 will leave Toronto on Saturday afternoon, June 11 by C. S. Line and will arrive in Quebec early Monday morning.



HUGH BLAIN of Eby-Blain Co., wholesale grocer, Toronto, and president of Canadian Wholesale Grocers' Association who will preside at the Convention.

GEO. M. MITCHELL, Secretary, Quebec Wholesale Grocers' Association, who is working hard to make this year's convention on of the best.

"BETTER TO KEEP TO THE ONE SYSTEM"

(Continued from Page 24)

to get it all in and be really helpful to the utmost extent.

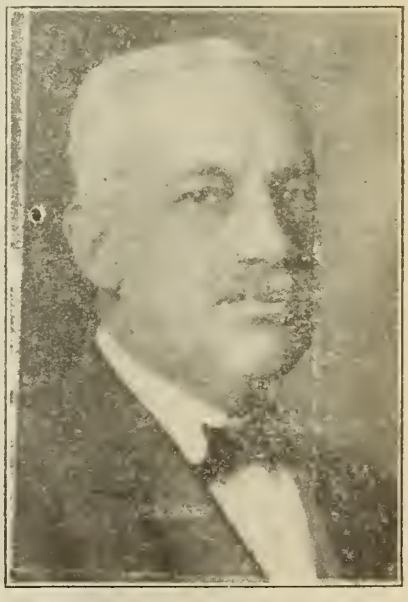
The Ghost Will Not Down!

..Verily, it is impossible to lay Banquo's Ghost! Hardly do I finish exposition of the whys and therefores for margin computation on the sale and cost when another inquiry comes along. Here is the gist of another:

At the bottom of it all, what difference does it make which way you figure as long as you come out with the same amount? If I buy an article for $1.00 and sell it for $1.25 I am making 25 per cent on my cost and 20 per cent on my selling and either way I figure I have the same amount of money in hand at the end of the transaction. Of the hundreds of merchants that I have talked with I do not remember of one who figures his profit, or gross profit rather, other than on his actual cost price.

Absolutely, it makes no difference whatever on which end you figure so long as you figure every factor correctly. The point is that, in business, we do not begin with the cost and add a margin merely. We have to know what the expense and other burdens added together amount to on any given article; and those burdens always are computed on the sale. Try it any way you like and see if they are not.

Suppose, then, that you find these to to be 31 per cent. They are on sales and if turned around on to cost the figure would read 44, 927 plus—you'd have to pay 45 per cent. to be right and safe. Then wanting to get nine per cent. on sales for profit, you would have to add a fantastic fraction like 9.89 cents plus, or 9.9 per cent.—and all the time you would have to figure on sales to get to the cost basis with accuracy. Is it not simpler to figure burdens at 31 and profit at 9. 40 per cent. total all on sales, and know from the start where you are going ? That is one phase of the argument. There are hundreds of others.



A. C. PYKE, Secretary of the Canadian Wholesale Grocers' Association, who has been untiring in his efforts to make this year's convention a success.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MONTREAL, June 8. — The feature of the grocery market this week is the upset condition of the sugar market. Wholesalers have been cutting the prices below the refiners' list and now the raw market shows weakness with lower prices in the United States on refined and lower prices are expected here. Molasses is one cent a gallon lower on this market but corn syrups and starches show added strength. There is a good demand for fresh vegetables and fruits. Lemons are advanced in price and oranges and grapefruit are firm. There is no change in canned goods prices. The rice market shows more strength with expectations of higher prices locally. The cereal market is quiet with prices unchanged. The tea and coffee markets are unchanged. There is no change in spices. Nuts and dried fruits are strong with a scarcity of raisins and higher prices quoted. Self-raising four is lower in price. Package cereals are quite due to the summer season.

QUEBEC MARKETS

Coffee Unchanged

Montreal.

COFFEE.—The coffee market is steady with no change in prices.

Shortage of Canned Peas

Montreal.

CANNED GOODS.—There is no change in canned goods. Prices are steady with a good demand for all lines of canned vegetables. It is reported that locally the stocks of canned peas are low and as a result there is added strength to the quoted price. On the other hand the supplies on imported canned peas are arriving and will likely fill in the demand.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	4 40
Asparagus, imported (2½s)	....	6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	29 0
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins	....	1 60
Tomatoes, 1s	1 55	1 60
Do., 2s	....	1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, Standard	1 80	1 90
Do., early June	....	2 00
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2-lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½ lb. tins	....	4 75
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.	....	3 10
Do., 2½ lb.	....	5 00
Do., 2-lb.	....	4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	3 90
2½-lb.	5 00	5 25
1-lb.	....	2 90
Pears, 1s	....	3 20
Do., 2-lb.	....	4 10
Greengage Plums, hy. syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced), 2½ lb.	....	4 20
Do., 2-lb.	....	3 20
Do., 1-lb.	....	2 00
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
Rhubarb, preserved	....	2 80
Do., gallon	....	5 75
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Molasses Prices Lower

Montreal.

MOLASSES.—Some of the local wholesalers have reduced their prices on molasses one cent per gallon, making the price 67 cents f.o.b. Montreal. The molasses market shows weaker signs and some feel that the price will go still lower. Corn syrups are firm in price without any change in quotations.

Corn Syrup—		
Barrels, about 700 lbs.	....	0 06½
Half barrels, about 350 lbs.	....	0 06¾
Quarter barrels, about 175 lbs.	....	0 07¼
2 gals., 25-lb. pails each	....	2 25
3 gal., 38½ lb. pails, each	....	3 25
5 gal., 65-lb. pails, each	....	5 20
2-lb. tins, per case	....	4 00
5-lb. tins, per case	....	5 30
10-lb. tins, per case	....	5 00
	Price for Isld.	of Montrea
Barbadoes Molasses—		
Puncheons	....	0 67
Barrels	....	0 69
Half barrels	....	0 69
Puncheons, outside city	....	0 62
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.	....	2 40
2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case, case	....	8 95
10-lb. tins, ½ doz. in case, case	....	8 60

Cereal Market Quiet

Montreal.

CEREALS.—There is no change in the cereal market this week. Prices are steady with a quiet market which is expected in the summer season.

Oatmeal, gran., fine standard	....	3 6
Rolled Oats, 90 lbs.	....	3 1
Pearl Hominy	....	3 2
Cornmeal, Gold Dust Brand	....	3 2
Graham Flour, 98 lbs.	....	7 6
New Buckwheat Flour	....	6 7
Pot Barley	....	4 2
Pearl Barley	....	5 2
Beans, Ont.	....	3 5
Do., Can.	....	3 3
Lima Beans	....	0 1
Green Peas, dried	....	0 1
Ground Oil Cake, per bag	....	3 0
Split Peas, per bag	....	5 0

Raisins Scarce

Montreal.

DRIED FRUITS.—There is nothin new in the dried fruit market. Raisins ar higher in price as quoted one week ag and figs are scarce. Currants are ex pected to strengthen due to the shortag of raisins. Although prunes have show more strength, some dealers are under selling the general market price.

Apricots, fancy	....	0 33
Do., choice	....	0 27
Do., slabs	....	0 22
Apples (evaporated)	0 12½	0 15
Peaches (fancy)	....	0 23
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28

eels—		
Choice		0 26
Ex. fancy		0 30
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron		0 76
Choice, bulk, 25-lb. boxes, lb.		0 22
eels (cut mixed), doz.		3 25
aisins (seeded)—		
Valencias		0 23
Muscatels, 2 Crown		0 22½
Do., 3 Crown		0 23
Do., 4 Crown		0 23½
urkish Sultana, 5 Crown	0 27	0 30
ancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 ounces		0 27¼
Cal. Seedless, in bulk	0 18¼	0 19½
Cluster, 20 1-lb. pack		6 75
urrants, loose		0 15
Do., Greek	0 13	0 15
ates, Excelsior (36-10s), pkg.		5 25
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		0 19
Loose	0 11	0 14
igs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾, lb.		0 45
igs, white 70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown, lb.		0 30
Do., 10-lb. box		2 75
Do., mats		3 00
Do., 22-lb. box		1 90
Do. (12 10-oz. boxes)		2 20
runes (25-lb. boxes)—		
20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12½
70-80s		0 10
80-90s		0 09
90-100s		0 08

Stronger Rice Market

lontreal.

RICE.—There is every indication of igher prices on the rice market. Some ealers believe that the strength of the arket is not permanent but others tate that the reaction was expected and ill cause higher prices throughout the arket. The strength started in the outhern states and has resulted in a igger call for supplies with a hold off n exportation.

RICE—		
Carolina, extra fancy		0 07
Do. (fancy)		0 06
Honduras, fancy		0 05
Rangoon CC, pre cwt.		3 90
Do., B, per cwt.		4 15
Texas rice		0 04½
Siam		0 06
apioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Tea Markets Stronger

Montreal.

TEA.—The wholesale tea prices are unchanged and the strength of the primary markets on Indian and Ceylon teas is not directly reflected in this market on account of the restraint in the buying which is keeping the prices down.

Ceylon and Indians—		
Pekoes	0 22	0 26
Broken Pekoes	0 32	0 40
Broken Orange Pekoes	0 48	0 55
Javas—		
Broken Orange Pekoes	0 48	0 55
Broken Pekoes	0 35	0 40
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)		0 77

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Spice Prices Steady

Montreal.

SPICES.—The spice market holds steady in price. The trade is quiet during this season with nothing of note in market conditions.

Cassia (pure)	0 27	0 30
Cocoanut, pails, 20 lbs. unsweetened, lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 14
Cinammon—		
Rolls		0 35
Pure, ground		0 40
Cloves (ground)		0 36
Cream of tartar (French pure)	0 65	0 70
Do., American high test	0 75	0 80
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 40
Do., 80, lb.		0 38
Do., 100, lb.		0 35
Do., ground, 1-lb. tins		0 45
Pepper, black		0 25
Do., white		0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystars or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal		2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Self Raising Flour Lower

PACKAGE GOODS.—The only change in package goods is a decline of 5 cents per dozen on the 3 pound packages of Brodie and Harvie's self raising flour and a decline of ten cents per dozen on the six pound packages. Package cereals are steady in price with a fair demand.

PACKAGE GOODS

Breakfast food, case 18			3 50
Cocoanut, 2oz. pkgs., doz.			0 78½
Do., 20-lb. cartons, lb.			0 36
Corn Flakes, 3 doz. case	3 40	3 55	3 75
Cornmeal, yellow, 24s			3 00
Do., 36s			4 16
Oat Flakes, 20s			4 80
Rolled oats, 20s			5 00
Do., 18s			2 00
Oatmeal, fine cut, 20 pkgs.			6 75
Puffed Rice			5 70
Puffed Wheat			4 40
Farina, case, 24s			3 25
Hominy, pearl or gran., 2 doz.			3 00
Health Bran (20 pkg.), case			2 85
Pancake Flour, case			3 60
Do,, self-rising, doz.			1 50
Wheat Food, 18-1½s			3 25
Wheat Flakes, case of 2 doz.			2 95
Porridge Wheat, 36s, case			6 40
Do., 20s, case			6 50
Self-rising Flour (3-lb. pkg.), doz.			2 75
Do. (3-lb. pack.), doz.			5 40
Do., Buckwheat flour, per doz.			1 50
Corn Starch (preparde)			0 10⅛
Potato Flour			0 12½
Starch (laundry)			0 08⅛
Flour, Tapioca		0 15	0 16
Shredded Krumbles, 36s			4 35
Shredded Wheat			4 95
Cooked Bran, 12s			2 25
Euamel Laundry Starch, 40 pkgs. case			
Celluloid Starcs, 45 pkgs., case			4 20
Package Cornmeal			3 00
Malt B'kfast Food (36 pkgs.)			9 50
Quaker 2-Minute Oat Food			1 80
Puffed Rice Pancake Flour			2 90
Egg Noddles, case 24			2 25
Macaroni			2 25
Quaker Quakies			3 40

Peanut Prices Higher

Montreal.

NUTS.—The nut market is very firm with a good demand for all lines. Peanuts and walnuts are strong and with higher prices on the primary markets wholesale prices may be expected to advance to a new basis.

Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled		0 54
Valencia Shelled Almonds		0 44
Chestnuts (Italian)		0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.	0 17	0 18
Brazil nuts (new)		0 20
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1		0 11½
Do., salted, red	0 21	0 23
Do., shelled, No.-Virginia	0 16½	0 18

Peanuts (salted)—		
Fancy, wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell		0 29
Marbot Walnuts	0 26	0 28
Do., new Naples		0 26
Do., shelled, Manchurian		0 68
Do., Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.		0 40
Do., Spanish, shelled		0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Sugar Market Upset

Montreal.

SUGAR.—The sugar market is upset and while refiners list price on granulated sugar is unchanged, the local wholesalers ar quoting a lower figure and some retailers are selling as low as 10¼ cents per pound. Lower prices are expected in the refiners' market on account of the weakness of the raw market and lower prices in the United States.

Granulated Sugar, per cwt.	10 50
Do., barrels	10 50
Granulated gunnies, 20/5	10 90
Do., gunnies, 10/10	11 00
Do., cases, 20/5-lb. cartons	11 10
Do., cases, 50/2-lb cartons	11 25
Yellow, light, per cwt.	10 10
Do., medium, per cwt.	10 10
Do., dark, per cwt.	9 90

Lemons Prices Advance

Montreal.

FRUIT.—The most striking feature of the fruit market this week is the advance in the price of lemons. The larger sizes have advanced to $9.00 per crate with a good demand and supplies running low. The first Georgia peaches are offered at $5.50 per box and California cherries are 50 cents per box lower. There is a good demand for all lines of fruit and prices are strong.

APPLES—

Boxes, 175s, 216s	5 00
Bananas (as to grade), bunch	7 00 8 00
Grapefruit, Jamaican, 64, 80, 96	5 75
Do., Porto Rico	5 00
Do., Florida, 54, 64, 80, 96	6 00
Lemons, Cal., 270-300s	9 00
Cal. Navel Oranges, 126-250s	5 75 6 50
Do., Florida, 150-216s	4 75 5 00
Do., Blood Oranges, ½ boxes	3 75
Tangerines	4 25
Strawberries, per pint	0 35
Pineapples, 24s, 30s, 36s, crate	7 00
Watermelons, each	1 10
California Cherries, per box	5 50
Georgia Peaches, crate	5 50

New Potatoes on Market

Montreal.

VEGETABLES.—New potatoes are on the market with an initial price of $6.50 per barrel for No. 1 and $5.00 per barrel for No. 2. The supply of fresh vegetables on the market is improved with an equally good demand. Florida tomatoes are reduced to $6.00 per crate. Cabbage and cucumbers are unchanged in price. On account of the short supply of cucumbers, the cost of importations, etc., a lower price is not expected until the domestic supply is on the market.

New cabbage	4 00
Celery, Florida, per crate	4 00 4 75
Do., California	11 00
Carrots, per bag	0 75 1 00
Cucumbers, per hamper	9 00
Garlic, lb.	0 50
Horseradish, lb.	0 60
Leeks, doz.	4 00
Lettuce	
Parsley	
Mint	0 60
Mushrooms, lb.	1 00
Oyster plant, per doz.	1 50
Parsnips, bag	1 00
Peppers, green, doz.	0 50
Potatoes, Montreal (90-lb. bg.)	1 10 1 25
Do., sweet, hamper	5 50
Spinach, box	
Spanish Onions, per case	5 00 5 50
Turnips, per bag	0 75 1 00
Yellow Onions, cwt.	3 25
Red Onions, cwt.	3 00
Texas Onions, per crate	3 50
New Tomatoes, per crate	6 00
New Potatoes, No. 1, per bbl.	6 50
Do., No. 2, per bbl.	5 00

ONTARIO MARKETS

TORONTO, June 8.—Although there are few price changes, the markets generally speaking have a steadier undertone, with a tendency on the part of wholesalers to stick more in line with manufacturers' lists. This condition to a certain extent has been brought about by the application of the Sales Tax. The sugar market is in an uncertain condition and with a downward trend, there is likely to be a reduction in prices, although nothing can be said with definitness as to what will materialize within the next few weeks. Teas and coffees continue to occupy a strong position, likewise rices, shelled almonds and walnuts. Canned tomatoes are inclined to be scarce with quotations firmly held. Dried fruits are firm with a scarcity on apricots. Stocks of raisins and currants are not large but the demand at this season is comparatively small

Coffee Shows Strength

Toronto.

COFFEE.—The coffee market has a decidedly strong tone with prices in primary markets advanced and a tendency on the part of holders to hold back supplies awaiting a higher price. Spot quotations, however, are unchanged, but the situation is a strong one and the tendency is that higher prices will prevail before the year is out.

Java, Private Estate	0 51 0 53
Bogotas, lb.	0 43
Guatemala, lb.	0 48 0 52
Mexican, lb.	0 55
Maracaibo, lb.	0 47 0 48
Jamaica, lb.	0 35
Mocha, lb.	0 52 0 55
Rio, lb.	0 24
Santos	0 35

Tomatoes Becoming Scarce

Toronto.

CANNED GOODS.—There is a scarcity noted on canned tomatoes with prices holding firm. Corn and peas are steady, but pumpkin, owing to the light pack the past season, is in scant supply at higher quotations. There is little call for fruits and in consequence prices are irregular according to how bad wholesalers wish to clear up their stocks. Brunswick sardines are down to $5.10 per case. Western Shore brand Tuna fish is offered at $3.75 per dozen and Van Camps soups at $1.40 per dozen.

Salmon—		
Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska, reds, 1s, doz.	4 25	4 50
Do., ½s,		2 50
Cohoe, 1s, doz.		3 60
Do., ½s, doz.		2 00
Pinks, 1s doz.		2 10
Lobsters, ½-lb., doz.	3 25	3 50
Do., ¼-lb. tins		2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 60	1 85
Peas, standard, doz.	1 65	1 70
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 20
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, p'served, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.		5 00
Apples, gal., doz.		4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s,	4 50	5 00
Jams—		
Apricots, 4s, each		0 90
Blk. Currants, 16 oz., doz.		4 60
Do., 4s, each		0 94
Gooseberry, 4s, each		0 89
Do., 16 oz., doz.		4 10
Peach, 4s, each		3 75
Do., 16 oz., doz.		0 83
Red Currants, 16 oz., doz.		4 40
Do., 4s, each		0 94
Raspberries, 16 oz., doz.		4 60
Do., 4s, each		0 94
Strawberries, 16 oz., doz.		4 60

Raisins Stock Low

Toronto.

DRIED FRUITS.—Prunes continue to hold the higher level reached a couple of weeks ago and with the European export demand continuing to improve they are likely to continue occupying the higher position. Apricots in primary markets are scarce, in fact are practically impossible to procure. Spot sup

ies of apricots are not large and American buyers are looking to this side the line for supplies. Recently a car apricots that was held in bond was shipped to the United States at a price which brought the holder seven cents per pound more than the price quoted to the wholesalers one month ago. Raisins supplies are becoming low, but this is not alarming as the majority of houses only desire to carry sufficient stock to carry them until the next crop which is expected to bring considerably lower prices than the past season. Currant stocks are not large on spot and in Grecian shipping ports they are considered to be the lowest for several years. Quotations on spot are unchanged.

Candied Peels—		
Lemon		0 42
Orange		0 44
Citron		0 72
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 17
Do., Vostizza		0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case		5 50
Dromedary, 3 doz. to case		7 00
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 11
Figs—		
Smyrna layers, 4 Crn., lb.	0 30	0 32
Do., layers, 6 crn., lb.	0 36	0 38
Natural pulled, in bags		0 10½
Prunes—		
30-40s, 25s		0 20
40-50s, 25s		0 16
50-60s, 25s		0 13
60-70s, 25s		0 10
70-80s, 25s		0 09½
80-90s, 25s		0 09
90-100s, 25s		0 08
Peaches—		
Standard, 25-lb. box, pld.	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 19	0 30
Apricots—		
Fancy		0 46
Choice		0 42
Standard		0 34
Raisins—		
California, bleached, lb.		0 27½
Seedless, 15-oz. packets		0 29
Seeded, 15-oz. packets		0 28½
Crn. Muscatels, No. 1, 25s		0 26
Turkish Sultanas, pkgs.		0 27
Thompsons, Seedless		0 28½
Valencia		0 23
Evaporated apples	0 14	0 15

Cereals Are Quiet

Toronto.

CEREALS.—The market is steady under a quiet demand. Quotations are unchanged.

	F.o.b. Toronto
Barley, pearl, 98s	5 50
Barley, pot, 98s	4 75
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 00
Cornmeal, Golden, 98s	2 75
Oatmal, 98s	4 50
Corn Flour, 98s	3 75
Rye Flours, 98s	6 00
Rolled oats, 90s	3 10
Rolled wheat, 100 lb. bbls.	6 75
Cracked Wheat, bag	5 00
Breakfast Food, No. 1	6 00
Do., No. 2	6 00
Rice Flour, 100 lbs.	10 00
Linseed meal, 98s	6 50
Flaxseed, 98s	7 00
Peas, split, 98s	5 75
Marrowfat green peas	0 05¼ 0 06
Graham flour, 98s	4 75
Whole Wheat Flour	4 85
Wheat Kernels, 8s	6 35
Farina, 98s	6 35

Lemons Scarce and Higher

Toronto.

FRUIT.—The feature of the fruit markett is the steadily advancing price on lemons. California lemons are quoted at $8.50 to $9.00 pr case and the supply is limited. Practically the last car of grapefruit for the season arrived during the week and is selling at $6.50 per case for all sizes. Georgia paches in six baskt crates are offered at $5.50 per crate. Local strawberries are now arriving and the crop bids fair to be a good one.

Oranges, Valencias, 126s, 150s, 176s	5 75	6 00
Do,. 200s, 216s, 250s		6 25
Do., 288s, 324s		5 50
Grapefruit, Cubans—		
54s, 64s		6 50
70s, 80s, 96s		6 50
Bananas, Port Limons		0 09½
Lemons, Cal.	8 50	9 00
Do., Messinas		
Apples—		
Winesaps, per box		4 50
Strawberries, qts.	0 20	0 25
Pine apples, 18s, 24s, 30s, cs	7 00	7 50
Do., 36s		6 00
Do., 42s, 48s		5 00
Watermelons, each		1 50
Peaches, 6 baskets to crate		5 50

Honey Market Quiet

Toronto.

HONEY.—There are still good supplies of honey, but there appears to be very litte demand. Quotations are unchanged.

Honey, extracted, Ont., No. 1, white clover, in 30 and 60-lb. tins	0 19
10-lb. tins, per lb.	0 20
5-lb. tins, per lb.	0 21

Nuts Continue Strong

Toronto.

NUTS.—Walnuts continue to hold a strong position under an active demand and limited stocks. Almonds are also firm, but brazils are lower on the new crop. Cocoanut in primary markets is firmer and higher, but spot quotations are unchanged.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.		
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack		7 50
Cocoanut, unsweetened, lb.		0 30
Do., sweetened, lb.		0 35
Do., shred,		0 25
Peanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 20	0 22
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 73	0 75
Do., Manchurian		0 58
Do., broken		0 43
Peanuts, Spanish, lb.		0 10
Brazil nuts, lb.		0 75
Pecans, lb.		1 40

Package Cereals Unchanged

Toronto.

PACKAGE GOODS.—There are no changes in package goods. The market is quiet under a demand of the hand-to-mouth character.

PACKAGE GOODS

Rolled Oats, 20s, rd., case		5 00
Do., 20s, square, case		5 00
Do., 18s, case		2 00
Do., Aluminum Prem., 20s		6 40
Corn Flakes, 36s, case	3 40	3 75
Porridge Wheat, 36s, regular case		6 00
Do., 20s, family, case		6 80
Cooker Pkg. Peas, 36s. cs		2 85
Cornstarch, No. 1, lb. crtns.		0 10⅝
Do., No. 2, lb. cartons		0 09⅛
Laundry Starch		0 08⅛
Do., in 1 lb. cartons		0 08⅞
Do., in 6-lb. wood boxes		0 08⅞
Do., in 6-lb. tin canisters		0 12⅝
Celluloid Starch, case		4 15
Potato Flour, case 20 1-lb. pkgs.		2 50
Do., case 24 12-oz. pkgs.		2 30
Fine oatmeal, 20s		5 75
Cornmeal, 24s		3 00
Farina, 24s		3 25
Barley, 24s		2 75
Wheat Flakes, 24s		5 00
Wheat kernels, 24s		4 50
Self-rising pcake flour, 24s		3 00
Buckwheat flour, 24s		3 50
Two-minute Oat Food, 24s		1 80
Puffed Wheat, case		4 40
Puffed Rice, case		5 70
Health Bran, case		2 85
F.S. Hominy, gran., case		3 00
Do., pearl, case		3 00
Scotch Pearl Barley, case		2 70
Self-rising Pancake Flour, 30 to case		4 20
Do., Buckwheat Flour, 30 to case		4 20
Self-rising Pancake Flour, 36 to case		7 15
Do., Buckwheat Flour, 18 to case		3 65
Do., Pancake Flour, 18 to case		3 65
Puffed Rice Pancake Flour, 24s		2 90

Rice Market Gains Strength

Toronto.

RICES.—Further strength has developed in the rice market under active buying for European export. Increased consumption has also had a stimulating effect on the market with the result that Southern rices have advanced one cent per pound. Although quotations on spot are unchanged, some houses are talking higher prices for the coming week.

Honduras, broken, per lb.	0 07½ 0 08
Blue Rose, lb.	0 06½

Siam, per lb.	0 05	0 05½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08

No Change in Syrups

Toronto.

SYRUPS.—There are no changes in quotations on syrups and molasses. The market is quiet under a purely consumptive demand.

Corn Syrups—		
Bbls., about 700 lbs., y'low	....	0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	4 60
Cases, 5-lb. tins, white, 1 doz. in case	....	5 90
Cases, 10-lb. tins, white, ½ doz. in case	....	5 60
Cases, 2-lb. tins, yellow, 2 doz. in case	....	4 00
Cases, 5-lb. tins, yellow 1 doz. in case	....	5 30
Cases, 10-lb. tins, yellow, doz. in case	....	5 00
Cane Syrups—		
Barrels & half barrels, lb.	....	....
½ barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	6 00	6 50
Molasses—		
Fcy., Barbadoes, bbls., gal.	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal.	0 46	0 56
Do., half bls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Peppers are Higher

Toronto.

SPICES.—In primary markets the feature appears to be the steadily increasing strength to peppers with prices advancing. Gingers are firm under light stocks. There is a scarcity of cassia and supplies are being bought as quickly as offered. In the spot market there is little change, but there appears to be a steady flow of orders, but generally in small lots to cover present requirements.

Allspice	0 19	0 22
Cassia	....	0 26
Cinnamon	....	0 41
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Pastry	....	0 28
Pickling spices	....	0 19
Mace	....	0 75
Peppers, black	....	0 19
Do., white	....	0 31
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 35
Do., 80s	....	0 45
Do., ground	....	0 35
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Carraway seed, whole	....	0 30
Tumeric	....	0 30
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 45
American, high-test, bulk	....	0 45
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Sugar Market Uncertain

Toronto.

SUGAR.—As far as the local situation is concerned there is no change in the situation. Wholesalers continue to quote below the refiners' list and refiners also continue to hold their prices firm and unchanged. The raw market has developed an easier tone during the week with prices lower. There appears to be an uncertain tone to the market and nothing can be stated with definiteness what will materialize within tthe next few weeks.

St. Lawrence, extra gran., cwt.	10 84
Atlantic, extra granulated	10 84
Acadia Sugar Refinery, ex. gran.	10 84
Dom. Sugar Refinery, extra gran.	10 84
Canada Sugar Refinery, gran.	10 84

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis.

Fine Teas Scarce and Higher

Toronto.

TEAS.—Importers are experiencing more and more difficulty in procuring fine grade Ceylon teas even at the prevailing higher prices, apparently this grade of teas are pretty well cleaned up. Advices from Calcutta state that Indias are being clared off quicker than expected and even the poorer grades are somewhat strengthened in values. Although the Japan tea market opened about 25 per cent. lower than last year on first pickings, local quotations are not expected to change to any great extent for the reason that importers last year sold Japans at practically 20 cents per pound less than import price, consequently the lower values on this season crop will be on a parity with present quotations to the retail trade.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekces	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekces	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson, thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Tomatoes Tend Easier

Toronto.

VEGETABLES.—New potatoes are coming forward in good supply and moving freely at $5.50 to $7.75 per barrel. Texas onions are quoted at $2.50 per crate. Cabbage is easier at $4.50 per crate, but cucumbers are fairly steady at $7.25 per hamper. Tomatoes are lower, Texas quoted at $2.65 and Mississippi at $3.00 per crate of four baskets. Canadian grown head lettuce is selling at $2.50 per box containing about two dozen. Canadian potatoes are steady at 80 cents per bag.

Cabbage	....	4 50
Onions, New Texas, crate	....	2 50
Potatoes, per bag	0 80	0 85
Head Lettuce, crate	....	2 50
Leaf Lettuce, doz.	0 25	0 60
Tomatoes, 4-bkt. crates	2 65	3 00
Pepper, per doz.	....	1 25
Parsley, 11 qt. bkt.	....	1 00
New Beets, hamper	....	2 25
New carrots, hamper	....	2 00
Spinach, bushel	....	0 75
Asparagus, local 2 doz. bunches to basket	2 00	2 75
Green Peas, hamper	....	5 50
Wax and green beans, hamper	....	5 50
Cucumbers, hamper	....	7 25
Do., Hothouse, 11-qt. bkt.	....	3 50
New Potatoes, bbl.	5 50	7 75
Green Onions, per dozen	0 30	0 35

WINNIPEG MARKETS

WINNIPEG, June 8.— Business tinue buying in small quanitie Dried fruits, rices, walnuts an an active demand. Coffee, tea tone. Cane syrup declined and su refineries in Saskatchewan and and vegetables is only fair.

Coffee Prices Steady

Winnipeg.

COFFEE.—The demand for coffee is fair with unchanged quotations. The primary market continues firm with little interest being shown by buyers.

continues fair but merchants cons. Canned tomatoes are firmer. d almonds continue firm under and spices are showing a firmer gar is quoted lower by the B. C. Alberta. The demand for fruits

COFFEE—		
Rio	0 18½	0 19½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48

Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 26	0 27

Canned Tomatoes Firmer

Winnipeg.

CANNED GOODS.—Independent canners stocks are practically cleaned up on all lines and packers state that the cost of packing this year will be higher than last and not nearly the quantity of goods will be put up. Canned tomatoes are showing a firmer tone. Reports from the American market state that all canned goods are much firmer. Pineapple is in good demand with canned apricots practically all cleaned up on the larger sizes.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can,), 1s, 4 doz. case, case	7 25	9 00
Do., imp., ½s, 100 doz. cs	30 00	32 00
Do., imp., ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		2 80
Do., ½s, 4 doz. case, doz.		4 55
Oysters, 1s, 4 oz., 4 doz. cs, cs		8 60
Pilchards, 1s, tall, 4 doz. cs, cs		7 35
Do., ½s, flat, 8 doz. case, cs		10 00

Salmon—	per case
Sockeye, 1s, tall, 4 doz. case	22 00
Do., ½s flat, 8 doz. in case	23 75
Red Spring, 1s, tall, 4 doz. cs	14 75
Do., ½s, flat, 8 doz. case	16 50
Cohoe, 1s, tall, 4 doz. case	16 75
Do., ½s, flat, 8 doz. case	18 25
Pink, 1s, tall, 4 doz. case	7 00
Do., ½s, flat, 8 doz. case	8 50
Humpback, 1s, tall, 4 doz. cs	6 00

CANNED FRUIT (Canadian)

Apples, 6 tins in case, case	2 90	3 35
Blueberries, 2s, 2 doz. case		7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	6 75	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. cs		5 00
Do., Lombard, light syrup, 2s, 2 doz. case		4 65
Do., heavy syrup, 2s, 2 doz. case		5 95
Raspberries, 2s, 2 doz. case	10 25	10 75
Strawberries, 2s, 2 doz. case	9 00	9 75

CANNED FRUIT (American)

Apricots, 1s, 4 doz. case		11 25
Peaches, 2½s, 2 doz. case		12 60
Do., sliced, 1s, 4 doz. case		14 50
Do., halved, 1s, 4 doz. case		14 50
Do., 2s, 2 doz. case		9 75
Pears, 1s, 4 doz. case		16 25
Pineapples, sliced, 2s, 2 doz. cs		8 00

CANNED VEGETABLES

Asparagus, Tips, 1s, tins, 4 doz. case, per doz.		4 75
Beans, Goldn Wax, 1s, doz. cs.		4 75
Beans, Refugee 2s, 2 doz. case		4 75
Corn, 2s, 2 doz. case	3 30	4 00
Peas, Early June, 2s, 2 doz. cs	4 50	4 80
Sweet Potatoes, 2-½s, 2 doz. cs		7 00
Pumpkins, 2-½s, 2 doz. case		3 00
Sauer Kraut, 2-½s, 2 doz. case		4. 90
Spaghetti, 2 doz. case		2 15
Tomatoes, 2-½s, 2 doz. case	3 60	3 85
Spinach, 2-½s, 2 doz. case	6 75	7 25

No Change in Cereals

Winnipeg.

CEREALS.—There is no change in quotations on bulk or package cereals. The demand is light.

PACKAGE CEREALS

Rolled oats, 20s, roud cartons	4 75	6 00
Do., 36s, case, square pkts.		4 85
Do., 18s, case		2 40
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, case		3 80
Puffed Wheat, 3 doz. case, cs		4 40
Puffed Rice, 3 doz. case, case		5 70
Grape Nuts, 2 doz. case, case		3 83
Package Peas, 3 doz. case, cs		3 00
Cream of Wheat, 3 doz. cs, cs		9 00

BULK CEREALS

Rolled Oats, 80s, per bag		2 60
Do., 40s, per bag		1 37
Do., 20s, per bag		0 72
Do., 10-8s, per bale		3 45
Do., 15-6s, per bale		4 00
Oatmeal, 98s, gran. or std., bag		3 50
What Granules, 98s, per bag		6 00
Do., 16-6s, per bale		6 75
Peas, whole, green, 100-lb. bag, per bush.		3 80
Do., split, yellow, 98s, bag		7 90
Do., split, yellow, 49s, bag		4 00
Do., 24s, per bag		1 95
Do., 10-10s, per bale		3 65
Buckwheat grits, whole, 98-lb. bags, per bag	8 25	8 50
Beans, 100-lb. bags, per bushel	3 40	3 60
Lima Beans, 100-lb. bags, lb.	0 10½	0 12

Cane Syrup Reduced

Winnipeg.

SYRUP.—There has been a reduction on Rogers' golden cane syrup of 45 cents per dozen on 2s and 50 cents per dozen on other sizes. Corn syrup is also quoted lower.

Dried Fruits Firm

Winnipeg.

DRIED FRUITS.—The California Prune and Apricot Growers Association anounce new prices on both prunes and apricots marking another distinct step upward. Export buying has been keeping steady and prune and apricot stocks are practically cleaned up. Raisins are holding steady, with dates and figs following closely.

Rice Market Unchanged

Winnipeg.

RICE.—There are no new developments on the rice market. Business remains nominal. Prices continue unchanged. Buying is on a hand to mouth basis. The tapioca market is firm, but the demand appears to be limited.

Spice Market Steady

Winnipeg.

SPICE.—Reports from the primary markt state that pepper continues to furnish the chief feature of interest in this market, demand being fairly active and the trend of prices upward. Chillies are strong as a consequence of very limited offerings. Gingers are tending higher because of diminished stocks. The market for nutmegs, although firm, has not advanced as supplies appear to be ample for present requirements.

Starch Unchanged

Winnipeg.

STARCH.—There is no change in quotations on starch.

Strawberries Lower

Winnipeg.

FRUIT.—Missouri strawberries are arriving in good quantities and are selling freely at $7.50 per case. Valencia oranges are in good demand and are quoted from $6.00 to $7.00 per case. The demand for other lines shows very little change.

Vegetables Unchanged

Winnipeg.

VEGETABLES.—Local rhubarb has arrived on the market and is selling freely at 5 cents per pound. Cucumbers are in good demand at $3.50 per dozen. Green onions, radishes and lettuc are in good demand.

Tea Market Steady

Winnipeg.

TEA.—The tea market continues steady. Large quantities of common teas can be bought at low figures, but medium and fine teas are bringing good prices. The local market is quiet at the present time and merchants are buying in small quantities.

Sugar Prices Unchanged

Winnipeg.

SUGAR.—There is no change in price of sugar on the local market, but the British Columbia refineries have announced a decline of 75 cents per cwt. on granulated and 65 cents on yellow sugar for the provinoe of Alberta and 50 cents per cwt. on granulated and 40 cents on yellow for the province of Saskatchewan. This is done largely to compete with foreign sugar which is offered at lower prices in these two provinces.

Flour Market Firm

Winnipeg.

FLOUR.—The flour market continues firm and buying continues on a hand to mouth basis with prices unchanged.

Nuts Hold Firm

Winnipeg.

NUTS.—Shelled walnuts remain firm and supplies are difficult to obtain. Little future buying is being done and with the demand falling off, possibilities are that there may be a reaction later on. Shelled almonds have shown a silght increase and values offered are considered good buying. It is expected that prices will be higher. No. 1 shelled peanuts are showing a firmer tendency. Shellsd pecans remain firm and scarce. Shelled Brazils have advanced 2 cents per pound and indications point to higher prices.

Jam Market Steady

JAMS.—Wagstaffe's have advanced their prices on jams 6 cents per tin. The demand continues good at the present low level of prices.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE

CAGARY, ALTA., June 8.—Sugar declined 75 cents on granulated and 50 cents on yellow. B.C. syrup dropped 50 cents per case on fives and 45 cents on other sizes. Margarine is down two cents per pound. One brand of canned soup declined 75 cents. Cooked hams are down one cent and bacon three to four cents. The lard market is weak, threes are now quoted at $10.50 to $11.10. Large Ontario cheese is selling at 22 to 24 cents with slightly lower quotations ex car arriving this week. Cheese in tins is considerably lower. Express shipments of B.C. strawberries are arriving and selling at $6.00, shutting out American berries.

Beans, B.C., per hundred	4 75	5 50
Rolled oats, 80s		2 85
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.		12 02
Cheese No. 1, Ont., large	0 22	0 23
Alberta cheese, twins		0 26
Do., large	0 22	0 24
Butter, creamery, lb.		0 35
Do. dairy, lb.	0 25	0 30
Lard, pure, 3s	10 50	11 10
Eggs, new laid, local, case		8 00
Tomatoes, 2½s	4 00	4 25
Corn, 2s, case	3 25	4 85
Peas, 2s, standard case	3 60	4 10
New early June peas, case		4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 15½
Do., 25s, lb.	0 14½	0 16½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 08½
Do., 70-80s	0 08½	0 11
Do., 60-70s	0 12	0 12¾
Potatoes, local ton	25 00	0 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

ST. JOHN, N. B., June 8.—There is a slightly improved condition to business but prices show little variation. Granulated cornmeal is firmer at $3.65. Cheese advanced one cent per pound. Eggs are lower at 25 to 27 cents. Butter is easier, creamery quoted at 30 to 33 cents, dairy 25 to 29 cents and tub at 24 to 28 cents. Lemons are firmer at $10.00 to $11.00 per case and oranges at $6.00 to $8.00. Grapefruit dropped 50 cents per case. Watermelons are arriving and quoted at $1.75 to $2.00 each.

Cornmeal, gran., bags		3 65
Do., ordinary		2 30
Rolled oats		8 50
Rice, Siam, per 100 lbs.	6 50	7 00
Tapioca, 100 lbs.	8 00	10 00
Molasses	0 66	0 68
Sugar—		
Standard, granulated		10 70
No. 1, yellow		10 20
Cheese, new, twins	0 19	0 20
Eggs, fresh, doz.	0 25	0 27
Lard, pure, lb.	0 15	0 15½
Do., compound	0 13¼	0 13½
Tomatoes, 2½s, std., case		3 80
American clear pork	31 00	33 00
Beef, corned, 1s		4 00
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	0 30	0 33
Do., dairy	0 25	0 29
Do., tub	0 24	0 28
Potatoes, per bbl.	1 25	1 75
Corn, 2s, standard, case		3 30
Peas, standard, case		3 60
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case		
Lemons, case	10 00	11 00
Oranges, California	6 00	8 00
Bananas, lb.	0 10½	0 11
Grapefruit, case	8 00	9 00

Nova Scotia Markets

FROM HALIFAX, BY WIRE

HALIFAX, N.S., June 8.—There are few changes reported in the markets for the past week. Lemons advanced $1.00 per case bringing the price to $10.00 and a further advance is expected the next week. Oranges show an advance of 50 cents per case. Fresh eggs are quoted at 30 cents per dozen. On account of the milk strike in the city, most retail grocers are unable to get supplies of fresh milk and are making large sales of condensed milk.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 75
Rolled oats, per bag		3 85
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		10 00
Sugar, standard, gran.		10 70
Do., No. 1, yellow		10 20
Molasses, gal.		0 70
Cheese, Ont., twins		0 23
Eggs, fresh, doz.		0 30
Lard, compound		0 14
Do., pure, lb.		0 16
American clear pork, bbl.		33 00
Tomatoes, 2½s, standard, doz.		1 90
Breakfast bacon		0 48
Hams, aver. 9-12 lbs.		0 38
Do., aver. 12-18 lbs.		0 38
Do., aver. 18-25 lbs.		0 3
Roll bacon		0 3
Butter, creamery, lb.		0 3
Do., dairy		0 2
Raspberries, 2s, Ont., doz.		4 0
Peaches, 2s, standard, doz.		3 0
Corn, 2s, standard, doz.		1 6
Peas, standard, doz.		1 8
Strawberries, 2s, Ont., doz.		4 0
Salmon, Red Spring, flats, cases		
Do., Pinks		9
Do., Cohoes		15
Do., Chums		7
Evaporatted apples, per lb.		0 1
Dried peaches, per lb.		0 2
Potatoes, Nat., 90-lb. bag		1 1
Onions, Bermuda, case		2 7
Beans, white		2 7
Do., yellow eye		7
Bananas, lb.	0 09½	0
Lemons, Cal.		10
Oranges, all sizes		7
Grapefruit, Florida, case		8
Do., Jamaica		7
Oats, per bushel		0

WINNIPEG MARKETS

Fish Prices Steady

Winnipeg.

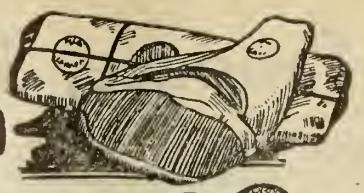
FISH.—There is no change in the market this week. The supply of hali salmon and fresh lake trout arrivin in good demand. Crabs at 35 cents and lobsters at 55 cents are sel freely.

Black Cod, lb.	0
Brills, lb.	0
Herring, Lake Superior, 100 lbs. sacks, new stock	3
Halibut, chicken, cases 300 lbs.	0
Do., broken cases	0
Jackfish, dressed	0
Pickerel, case lots	10
Salmon—	
Cohoe, full boxes, 300 lbs.	0
Do., in broken cases	0
Red Spring, in full boxes	0
Do., broken cases	0
Soles	0
Baby Whites or Tulibees	0
Whitefish, dressed, case lots	0
Do., broken cases	0

SMOKED FISH

Bloaters, Eastern National, case	3
Do., Western, 20-lb. boxes, box	2
Haddies, 30-lb. cases, lb.	0
Do., in 15-lb. cases, lb.	0
Kippers, East, Nat., 20 count, per count	3
Do., West. 20-lb. boxes, box,	2
Fillets, 15-lb. boxes, lb.	0

PRODUCE AND PROVISIONS



C. Salmon Packers Take Action To Protect Name of B. C. Salmon

Putrid fish, alleged to have been spirited away from Seattle to avoid destruction is shipped from Vancouver to Singapore

ANCOUVER (Special).—A few months ago it was reported in nadian Grocer that some thirteen usand cases of canned salmon which been condemned in Seattle had been ught in scows to Vancouver and stored bond. The authorities knew all about shipment and the canners here had ermined that nothing should be done h the sub-standard canned fish that uld in any reflect on the B. C. product. t was learned that the Blue Funnel ier "Teucer" was about to leave

E. MOTHERWELL, Chief Inspector f Fisheries, at Vancouver, B. C.

ncouver for Singapore with a shipnt of 500 cases of this salmon aboard nsigned to Kirsten & Co.

Shipment Inspected

The whole shipment had been inspect- and the certificates read as follows: "One lot of 10,620 cases, labelled "Kay Square Brand" was described by analysis for the United States Government as, "to consist in part of decomposed salmon," another lot of 2,993 cases was described as "to consist in part of decomposed salmon," and the third lot of 446 cases, labelled 'Horizon Brand Red Salmon' was described by the inspectors as " to consist in whole or in part of a filthy, decomposed and putrid animal substance."

In order that the consignees in Singapore might not construe from the shipping port and the British Boat that the salmon was of B.C. origin, J. A. Motherwell, chief inspector of Fisheries sent complete history, and copy of inspection certificates to the Chief Inspector of Customs at Singapore. It is expected that the shipment will receive sufficient advertising at the other end to have the desired effect.

GREAT CANNED MILK TRADE

The total volume of international trade in condensed milk in 1919 is at least six times as great as in 1913, according to the figures issued by the U. S. Bureau of Markets which comments upon the enormous increase in this trade since before the war. While the 1920 world trade diminished slightly, it is still far in excess of that in 1913. European supply and demand are gradually recovering, and more normal sources of demand in the far east and tropical regions are being developed. From an exportable surplus of 15,000,000 lbs. in 1913, the country's excess of export expanded to the enormous quantity of 836,000,000 lbs. During the single month of June, 1919, the United States exported 114,835,626 lbs. of condensed and evaporated milk, a quantity several times greater than the total exports for any entire year prior to the war.

Slicer at Front of Store Increases The Sales of Cooked Meats

Story of progress of R. Thompson, in British Columbia, is one of an interesting experience. Now has good store and ice cream parlor.

FOR selling cooked meats only, A. J. Lambert, grocer at King and Sherman Streets, Hamilton, Ont. has a meat slicer right up at the front of his store, situated on the counter. He states that its location has meant a great deal in the way of increased sales of cooked meats. Mr. Lambert just opened his business at this corner last February, and his trade has been very satisfactory to date. He has a fresh meat department also in connection with his grocery, but cooked meats are not sold in it.

Are Tempted to Buy

People are attracted by the slicer at the front of the store, according to the manager, and he says that very often people who have come in to buy other things are tempted to buy some cooked ham or tongue just from seeing the slicer and the ham on it. That sales have been increased in this way, there is no doubt. Mr. Lambert has a splendid meat department, and it is kept in first-class condition, all fresh meats being very attractively and temptingly shown. Groceries and meats, he declares, can be worked very well together, and he finds the customers for one are very often customers for the other. Mr. Lambert is best known in Hamilton as being connected with the meat trade, and he has a meat market in another part of the city. In his new store groceries have been added, and in his sales of meats the tunover in groceries has been very materially helped.

Produce, Provision and Fish Markets

MONTREAL, June 8. — The feature of the produce market is the fluctuation in the price of butter. The market strengthened up early last week but on account of a falling off in the demand for export dropped back to a weaker market. Eggs are strong although the receipts how an increase . The demand is sufficient to take all available supplies. The hog market remains firm on account of a shortage of light weight on this market. There is a good demand for smoked and cooked meats and prices are unchanged. Barrelled pork is lower in price with only a small demand for the local trade. Fresh lake fish is scarce and prices hold. Lard is still in a weak condition. due to large offerings and lower price on hogs. The cheese market is unchanged with new cheese still ni a weak condition.

QUEBEC MARKETS

Butter Tends Easy

Montreal.

BUTTER.—Although early in the week there was a stronger tendency to butter, the export market has lent an easier tendency to the situation and prices show signs of weakness due to the falling off in demand for export. Local prices are however unchanged and in fact are one cent a pound higher than a week ago.

BUTTER—

Creamery prints, qual., new		0 32
Do., solids, quality, new		0 31

Easier Trend To Cheese

Montreal.

CHEESE.—The cheese market shows easier tendencies owing to the lack of demand for export. Prices for the local trade however are unchanged and although 19 cents per pound is being asked for new cheese the old cheese still holds to the higher prices and as high as 45 cents per pound is being asked by the trade.

CHEESE—

Large, per lb.	0 19	0 20
Twins, per lb.	0 19	0 20
Triplets, per lb.	0 19	0 20
Stilton, per lb.		0 35
Fancy, old cheese, per lb.	0 34	0 35
Quebec	0 21	0 22

Barrelled Pork Lower

Montreal.

BARRELLED MEATS.—Slightly easier prices are quoted on barrelled pork this week on account of the lower prices throughout the pork market. Canadian shortcut is selling at $42.00 a barrel and clear fat backs are selling at $32.00, as a demand for barrelled pork and meat on the local market is not large.

BARRELLED MEATS

Barrel Pork—

Canadian Short cut (bbl), 30-40	42 00
Clear fat backs (bbl.), 40-50 pieces	32 00
Heavy mess pork (bbl.)	36 50
Plate beef	25 00

Cooked Meats Unchanged

Montreal.

COOKED MEATS.—There is no change in the prices of cooked meats this week. The demand is good and prices are holding steady.

Jellied pork tongues		0 38
Jellied pressed beef, lb.		0 37
Ham and tongue, lb.		0 42
Veal		0 30
Hams, cooked	0 50	0 55
Pork pies (doz.)		0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork		0 25
Bologna, lb.		0 14
Ox tongue, tins		0 59
Head cheese, 6-lb. tins, per lb.		0 16
Do., 25-lb. tin pails, lb.		0 15

Lake Fish Scarce

Montreal.

FRESH FISH.—There is no change in the fresh fish market this week. The demand is fair and supplies of haddock and halibut are good, but fresh lake fish is not in sufficient supply to meet the demand. Fish prices are steady this week.

FROZEN FISH

Halibut, large and chicken	0 20	0 23
Haddock		0 07
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak Cod	0 07½	0 08½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.		0 11
Doree	0 12	0 17
Whitefish	0 16	0 17
Smelts	0 15	0 20
Fresh Lake Fish		0 20

SALTED FISH

Salted Trout, half barrel		12 00
Salted Salmon, barrel		27 00
Boneless Cod (20), per lb.	0 16	0 20

SMOKED

Chicken H'dies, 15-lb. box		0 07
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box		0 17
Boneless Herring, per box		1 60
Smoked Herrings		0 21
Kippers, new, per box		2 75
Bloaters, new, per box		2 50
Smoked Salmon		0 35

Higher Prices For Eggs

Montreal.

EGGS.—Although the receipts of eggs during the week has shown an increase over the previous week the demand has also increased with a heavy call for export. The result has been an advance of one cent per dozen on fresh eggs and No. 1's are also up in price. Strictly fresh eggs are quoted at 35 cents and there is an active market with a big demand.

EGGS—

Fresh eggs, per doz.	0 35
No. 1, fresh	0 31

Lard Prices Weak

Montreal.

LARD.—The condition of the market for lard shows no improvement owing to the fact that production is still in excess of the requirements of the trade and packers, in order to move stocks, have to accept low prices. This, coupled with the fact that the hog market is declining, emphasizes the weakness of the lard market. Prices are unchanged this week.

LARD—

Tierces, 360 lbs.		0 12½
Tubs, 60 lbs.		0 13
Pails, 20 lbs.		0 13½
Bricks	0 16	0 17

Smoked Meats Steady

Montreal.

SMOKED MEATS.—A healthy trade was done in most lines of smoked and cured meats during the week with a good steady demand for supplies from local and country accounts. Prices are unchanged, but have an easier trend.

BACON—

Breakfast, best	0 36	0 39
Smoked Breakfast	0 41	0 44
Cottage Rolls		0 33
Picnic Hams		0 23½
Wiltshire	0 34	0 39

MEDIUM SMOKED HAMS—

Weight, 8-14, long cut	0 35	0 37
Do., 14-20		0 35
Do., 20-25		0 33
Over 35 lbs.		0 30
Do., 25-35		0 31

Hog Prices Steady

Montreal.

FRESH MEATS.—Although the Canadian hog market has shown weakness, Montreal prices have been held up during the week owing to the fact that offerings were light and insufficient to meet the demand. Quotations on light weight hogs weighed off cars stand at $10.50 per hundred. There is no change in the beef market this week, the de-

mand is steady with good supplies. Dressed pork and beef are unchanged in price.

FRESH MEATS

Hogs, live (selected off cars)	10 50	
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 19	0 20
Fresh Pork—		
Legs of pork (foot on)	0 30½	
Loins (trimmed)	0 30	0 31
Bone trimmings	....	....
Trimmed shoulders	0 18	0 20
Untrimmed	0 16	0 18
Pork sausage (pure)	....	0 25

Fresh Beef—

(Cows)			(Steers)	
0 23	0 27	Hind quarters	0 25	0 30
0 11	0 14	Front quarters	0 12	0 16
0 35	0 38	... Loins ...	0 40	0 45

ONTARIO MARKETS

TORONTO, June 8. — The hog market continues with a downward trend and although, as we go to press, prices are changed from last week, packers are bidding lower with every indication for lower levels to be reached by the end of the week. Dressed pork and cuts are reduced. Butter and cheese have easier tendencies while eggs show greater strength under decreased receipts as production grow less. Shortening is steady to easy with lard further reduced. Cured and cooked meats are unchanged but the situation is considered lower. Poultry prices are reduced easy. Margarine is quiet and under heavier shipments.

Butter Less Firm

Toronto.

BUTTER.—The butter market has developed easier tendencies and although quotations are unchanged there are some dealers who predict lower prices.

BUTTER—

Creamery prints, No. 1	0 31	0 32
Do., No. 2	0 29	0 30

Cooked Meats Steady

Toronto.

COOKED MEATS.—The market is steady under the declines of last week.

Boiled hams, lb.	0 47	0 50
Do., square pressed		0 50
Boiled shoulders, lb.		0 41
Head cheese, 6s, lb.		0 14
Choice jellied ox tongue, lb.		0 62
Jellied pork tongue		0 36
Bologna	0 17	0 19
Macaroni and cheese loaf		0 25

Above prices subject to daily fluctuations of the market.

Cheese Unchanged

Toronto.

CHEESE.—Quotations are unchanged, but the situation has a little less firm feeling. Production is steadily increasing and a bigger consumptive demand is noted since the lower prices.

CHEESE—

Large, old	0 33	0 34
Do., new		0 19
Stilton, old, per lb.		0 32

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Eggs Hold Firm

Toronto.

EGGS.—There is practically no change in quotations, but the market continues to hold firm. Receipts have fallen off considerably during the week and the majority of houses have been drawing on their storage supplies to meet the demand. Selects are quoted at 34 cents per dozen and No. 1s at 32 cents.

EGGS—

Selects		0 34
No. 1		0 32
Selects in cartons	0 35	0 36

Hogs Again Decline

Toronto.

FRESH MEATS.—Hogs continue their downward movement with fairly heavy receipts. Packers are offering a lower price for this week and indications are that they will be successful in bringing values to the lower basis. Pork cuts are reduced one half to two cents per pound.

Hogs—

Dressed, light, per cwt.	15 00	
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.	10 25	
Live, fed and watered, per cwt.	10 00	
Live, f.o.b., per cwt.	9 00	

Fresh Pork—

Legs of pork, up to 18 lbs.	0 26½	
Loins of pork, lb.	0 25	
Fresh hams, lb.	0 27½	
Tenderloins, lb.	0 50	
Spare ribs, lb.	0 12	
Picnics, lb.	0 14	
New York shoulders, lb.	0 16	
Montreal shoulders, lb.	0 16½	
Boston butts, lb.	0 20	

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 10	0 11
Ribs, lb.	0 18	0 26
Chucks, lb.	0 10	0 12
Loins, whole, lb.	0 32	0 38
Hips, lb.	0 18	0 22

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 16	0 20
Spring lamb, lb.	0 35	0 37
Yearling lamb, lb.	0 18	0 22
Sheep, whole, lb.	0 12	0 15

Above prices subject to daily fluctuations of the market.

Fresh Mackerel Offered

Toronto.

FISH.—The first shipment of fresh mackerel arrived during the wekk and is offered at 11 to 12 cents per pound. Georgian Bay whitefish is easier at 16 cents per pound. Fresh trout is lower, now quoted at 16 to 17 cents. Other quotations are unchanged under good supplies and a seasonable demand.

FRESH SEA AND LAKE FISH

Cod Steak, lb.	0 09	0 10
Do., market, lb.		0 09
Halibut, chicken	0 18	0 20
Do., medium	0 22	0 23
Whitefish, Government		0 11½
Do., Georgian Bay		0 20
Frsh Herring	0 10	0 11
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 16	0 17
Fall Salmon	0 09	0 10
Haddock	0 10	0 11
Spring Salmon		0 30
Mackerel	0 11	0 12

FROZEN FISH

Halibut, medium	0 22	0 23
Do., Qualla	0 09	0 12
Flounders	0 09	0 12
Pike, round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		....
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Haddies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00

PICKLED FISH

Salmon Snacks, lb.		0 24
Labrador Herrings, kegs, 100 lbs.		6 25
Do., bbls., 200 lbs.		11 75
Do., pails, 20 lbs.		2 00
Holland Herrings, Milchers		1 15
Do., Mixed		1 00

Margarine Very Quiet

Toronto.

MARGARINE.—There is litte or practically no demand for margarine, which, together with the lower prices on butter, has resulted in quotations being reduced. The best quality is quoted at 20 cents per pound and some manufacturers are willing to take even a lower price to clear up their supplies.

Lard Prices Reduced

Toronto.

LARD.—A reduction of one cent per pound is registered on lard. One pound prints are quoted at 14 cents and on the tierce basis 11¾ cents per pound.

LARD—

1-lb. prints		0 14
1-lb. tierces, 400 lbs.		0 11¾

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

No Change in Shortening

Toronto.

SHORTENING.—The market is steady to easy with quotations unchanged.

SHORTENING—

1-lb. prints		0 14
Tierces, 400 lbs.	0 10½	0 11¼

In 60-lb. tubs, ½ cent higher than tierces, and in 30-lb. pails, ¾ cent higher than tierces.

Cured Meats Easy

Toronto.

PROVISIONS.—Although quotations are unchanged the market is considered an easy one in view of the easy and lower prices on hogs.

Hams—		
Small, 6 to 12 lbs.	0 33	0 37
Medium, 12 to 20 lbs.		0 32
Large, 20 to 35 lbs. ea., lb.	0 27	0 30
Heavy, 35 lbs. and upwards		0 25
Backs—		
Boneless, per lb.		0 45
Rolled, per lb.		0 55
Peameal		0 42
Bacon—		
Breakfast, ordinary, per lb.	0 29	0 34
Do., special trim		0 48
Roll. per lb.		0 26
Cottage rolls		0 28
Wiltshire (smoked sides), lb.		0 29
Do., three-quarter cut		0 33
Do., middle		0 35
Dry Salt Meats		
Loud clear bacon, av. 50-70 lbs.		0 19
Do., av. 80-90 lbs.		0 18
Clear bellies, 15-30 lbs.	0 19	0 20
Fat backs, 10-12 lbs.	0 15	0 18

Out of pickle prices range about 2c per pound below coresponding cuts above.

Barrel Pork—	
Mess Pork	32 00
Short cut backs, 200 lbs.	40 00
Picked rolls, bbl., 200 lbs.—	
Lighweight	47 00
Heavy	40 00

Above prices subject to daily fluctuations of the market.

Poultry Prices Drop

Toronto.

POULTRY.—Receipts of poultry are fairly heavy and in consequence prices are reduced about five cents per pound.

Prices Paid by Dealers

	Live	Dssd.
Turkeys	0 40	0 45
Chickens, spring	0 45	0 55
Roosters	0 15	0 20
Fowl, over 5 lbs.	0 23	0 23
Fowl, 4 to 5 lbs.	0 20	0 20
Fowl, under 4 lbs.	0 23	0 23
Ducklings	0 35	0 35
Guinea hens, pair	1 25	1 50
Prics quoted to retail trade:	Dressed	
Turkeys	0 50	0 55
Hens, heavy		0 28
Do., light		0 25
Chickens, spring	0 55	0 65
Ducklings	0 45	0 45

WINNIPEG MARKETS

WINNIPEG, June 8th.—Butter and cheese are showing a steadier tone. Lard is quoted lower with shortening unchanged. The egg market continues easy under heavy receipts. Cooked meats are reduced in price. Live hogs are lower, also fresh pork cuts. Poultry is in better demand while fish shows no change

Butter Prices Steady

Winnipeg.

BUTTER.—The butter market has shown no change. Best table grade creamery is quoted at 33 cents per pound. Good quantities are arriving under a fair demand. Indications at the present time point to lower prices.

BUTTER—		
Creamery, best table grade		0 33
Dairy, best table grade	0 24	0 26
Margarine		0 28
Creamery, best table grade		

Cheese Market Unchanged

Winnipeg.

CHEESE.—There is no change in the cheese situation. Good quantities are arriving and an improvement is shown in the demand.

CHEESE—	
Ont., large, lb.	0 20
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 21
Stilton cheese, large, lb. 24	0 30

Egg Market Steadier

Winnipeg.

EGGS.—The egg market continues with an easy trend. Prices however are unchanged and with heavy shipments arriving the sale of eggs shows a marked increase. New laid candled eggs are quoted at 25 cents per dozen.

Poultry Unchanged

Winnipeg.

POULTRY.—The demand for poultry is improving and spots are getting low. No change in quotations.

D.P. Chickens, 3½ lbs. and under	0 36
Do., 3½ lbs. and over	0 39
D.P. Fowl, 3½ lbs. and under	0 32
Do., 3½ lbs. and over	0 34
Turkeys, mixed weights	0 48 0 50

Lard Drops Three Cents

Winnipeg.

LARD.—The lard market shows further weakness with a drop of 3 cents per pound. Supplies are large with the demand quiet. Lard in tierces of 400 pounds is quoted at 13 cents per pound and in 20 pound wooden pails $3.00. There is no change in quotations on shortening.

Pure lard, No. 1 quality, per lb. (in tierces of 400 lbs.)	0 13
Do., wooden pails, 20-lb. pails	3 00
Shortening (wooden pails), 20-lb. pails), per pail	2 85
Short'ing, tierces of 400 lbs.	0 12¼

Smoked Meats Tend Easy

Winnipeg.

PROVISIONS.—There are no further developments in the smoked meat market. Although the demand for ham and bacon is good the feeling is that low prices may be expected in the near future.

Hams—	
8 to 16 lbs., per lb.	0 44 0
16 to 20 lbs., per lb.	0
Boneless, 8-16 lbs., per lb.	0
Skinned, 14-18 lbs., per lb.	0
Skinned, 18-22 lbs., per lb.	0
Bacon—	
Back, 6 to 10 lbs., lb.	0
Cottage Rolls, boneless	0
Bellies, 6 to 10 lbs., per lb.	0

Cooked Meats Down

Winnipeg.

COOKED MEATS.—A decline of one three cents per pound is registered cooked meats. Roast ham declined t cents per pound and is quoted at cents. Roast shoulders are down o cent, now selling at 39 cents per pou Jellied pork tongues are quoted at cents with luncheon cooked meats at cents per pound. There is an improv demand for cooked meats.

HAMS—	
Best q'lity, skinned, 8-13 lbs.	0
Do., 13-16 lbs.	0
Roast Ham, lb.	0
Roast shoulders, lb.	0
Head Cheese, 1-lb. tins	0
Jellied Ox Tongues, lb.	0
Pork tongues, lb.	0
Luncheon Cooked Meats, lb.	0

Easier Prices On Pork

Winnipeg.

FRESH MEATS.—Live hogs have d clined considerably and selects are no quoted at $9.50 per cwt. Fresh cuts pork are also lower this week pra tically all lines being reduced. Very fe steers have been offered. but the majo ity of fair to good kind range in pri from $6.00 to $7.00.

Selected, live, cwt.		9 50
Heavier	9 00	9 50
Light		6 50
Sows		5 00
Fresh Pork—		
Legs of pork, up to 35 lbs. lb.		0 21
Spare ribs		0 14
Loins of pork, lb.	0 24	0 26
Fresh hams, lb.		0 23
Picnics, lb.		0 19
Shoulders		0 15
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 20
Front quarters, lb.	0 09	0 11
Whole carcass, good grade, lb.	0 12	0 16
Mutton—		
Choice, lb.		0 17
Choice long hinds (leg and loin)		0 25
Choice Stews		0 12
Lambs—		
Choice, 30-45 lbs.		0 25
Veal—		
Good veal, 40 to 80 lbs., hind quarters		0 18

(See Page 32)

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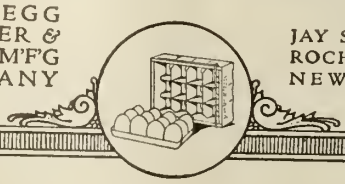

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*Tins, 10 lbs. gross, 6 to case	11
*Tins, 5 lbs. gross, 12 to case	11
*Tins, 3 lbs. gr., 12 or 20 to cs.	11
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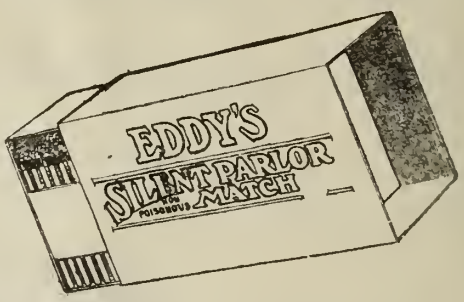

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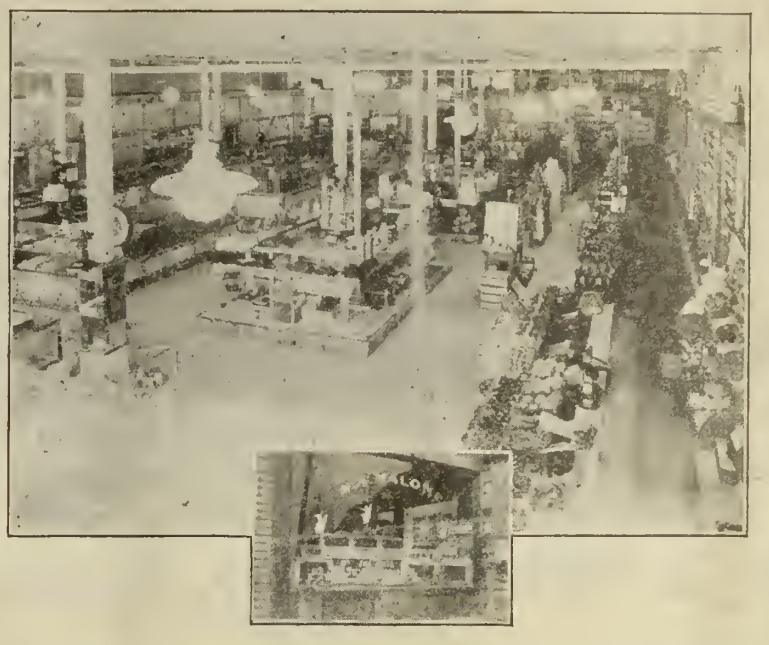

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Mustards - Spices - Seasonings

Half-a-Century's Popularity and Proved Merit Behind It!

The ever-increasing popularity of ENO is due to its unquestionable quality and efficacy. For fifty years it has brought the bloom of health into the lives of countless thousands. Our advertising is now taking fresh impetus and will create for ENO a demand greater even than it enjoys to-day.

Delays in deliveries are gradually being overcome. May we suggest that you should replenish your stock at once? The words

"FRUIT SALT"

are our registered Trade Mark, and have been known for half-a-century to mean the preparation of J. C. Eno, Ltd. It is often referred to shortly as

ENO's

It is an infringement of our rights to use the title "Fruit Salt" for any preparation but our own.

Prepared only by
J. C. ENO, LTD., "Fruit Salt" Works, LONDON, England

Agents for North America:
HAROLD F. RITCHIE & CO., Limited, 10 McCaul St., TORONTO
Also at New York and Sydney, Australia

Why You Should Feature KING GEORGE'S NAVY

will put your tobacco sales on a firm footing

And tobacco selling is a money-making line that every grocer should carefully consider.

People there are in every community who are "strong for a real, good Chewing Tobacco such as King George's Navy." They like the palate tickling goodness of King George's Navy. A first purchase brings them back for more and clinches their tobacco trade for the King George dealer.

Rock City Tobacco Co., Ltd. Quebec and Winnipeg

Part of Your Stock in Trade

Clean, bright merchandise, immaculate display counters and dustless floors are a real asset to your business. The regular use of Imperial Floor Dressing is the simplest and easiest way to attain such desirable results.

Imperial Floor Dressing does prevent dust from rising. It holds it to the floor where it can be conveniently swept up and entirely removed. As a cleaner and preservative for wood, linoleum or oil cloth, Imperial Floor Dressing is unequalled.

One gallon of Imperial Floor Dressing will treat a surface of from 500 to 700 square feet. It does not gum or evaporate and one application will give satisfactory service for weeks. It keeps your store looking right at all times. Makes it an attractive shopping centre for the most particular customer.

Use Imperial Floor Dressing on your floors and display it prominently on your shelves. You can easily turn a good stock into profit. Ask the Imperial Oil salesman for a demonstration and be convinced.

IMPERIAL
FLOOR DRESSING

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

THE BRITELITE

There's a Difference

Between a strong, softly diffused LIGHT and a GLARE

The One ATTRACTS

The Other REPELS

Get into the Attractive Class by installing

Edmonds Improved

"BRITELITE"

The light without a glare

Full information on application.

Satisfaction Guaranteed

Phones
Adel.
6731
6732

J. H. EDMONDS CO.
Limited
Manufacturers of
ELECTRICAL FIXTURES
221-227 Richmond St. W.
TORONTO, ONT.

Insect Pests are Universal

KEATING'S

is the World-Wide Insecticide

Generations of use in every part of the Globe have proved its efficacy—no insect can live, once it comes into proper contact with Keating's, and as even the most careful home cannot escape insect pests, such as

Flies	Ants	Bugs
Fleas	Wasps	Cockroaches
Mosquitoes	Beetles	Moths

it is an article in constant demand, and, once used, its merits ensure repeat sales and steady, profitable trade.

Made by THOMAS KEATING, London, England. Established 1788

Sole Agents for Canada:

Harold F. Ritchie & Co., Limited
10 McCaul Street, Toronto

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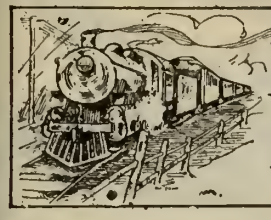


BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

New Stoneware Catalogue just out, prices effective April 1st. Yours for the asking.

The TORONTO POTTERY CO, Limited
608-9 Temple Bldg. Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co, Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & McGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

BARRELS
From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

Your Wants

are many here below. Use the Want Ad. page and get rid of a few of them.

CANS

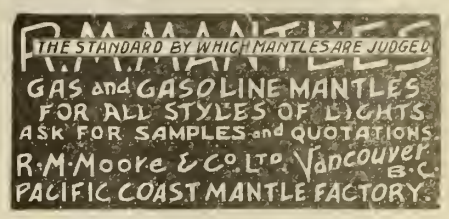
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.

ROSS CAN CO. LIMITED,
Bowmanville, Ont.

TARIFF BILL HITS CATTLE TRADE

The increased tariff which the United States has placed on shipments to Canadian cattle has tended to aggravate the uncertianty which has marked the live stock trde for sometimes past. The falling off in consumption, consequent upon the warm weather and the lower prices prevailing on the overseas trade, has somewhat demoralized the market. This condition combined with the higher American tariff has brought about the worst conditions seen for years and the prospects are they will become worse. Prices in Toronto have been higher than those prevaiing across the border for sometime past and the conditions now apparent here were felt by the American farmers some months ago. Farmers are more or less panicky and are eendeavoring to get their cattle to the market before a lower price basis is reached.

For sometime past the hog market has been in a declining position and indications are not lacking that value will continue downward. This condition is reflected on all hog products such as lard, shortening and cured meats all of which have indications for lower price levels.


THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

---

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS

The TRENT MFG. CO., LTD.
TRENTON, ONT.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

BARRELS

For all purposes. The best package for exporting. I can make them to suit your goods.

JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

TANGLEFOOT PRODUCTS
STICKY FLY PAPER. STICKY FLY RIBBON. TREE TANGLEFOOT. ROACH AND ANT POWDER.
THE O&W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

SIGN WRITING
Do your own Card Writing
Write for our Catalogue which will tell you what you need. Best goods at Closest Prices.
ARTIST'S SUPPLY CO.
77 York St., Toronto
Mention this paper when writing

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

FOR SALE

GROCERY and butcher business for sale, in one of the best business residential districts in Toronto. Last years' turnover about eighty-four thousand, rent 2½ per cent. of turnover, stock and fixtures about nine thousand, goods at market price, fixtures at valuation; books open for inspection; this is an ideal business for partners. Box 44, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITIONS WANTED

WELLAND—A peculiar situation has developed here which creates wonderful opportunities for a man of capital and knowledge of the grocery and provision business. The chance of a life time for the right man who wants to get in big from the start. Address P.O. Box 633, Welland, Ont.

SALESMAN GOOD CONNECTION WITH GROcery trade in Western Ontario desires position. Good sales record and best of references. Salary or salary and commission. Apply Box 32, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITION WANTED IN WHOLESALE OR RE-tail store by man who has had good experience in retail store. Good reference. Apply to Box 49, Canadian Grocer, 153 Unievrsity Ave., Toronto, Ont.

ARTICLES WANTED

WANTED—SECOND-HAND CASH REGISTER. Must be in good condition. John Groves, Limited, Gravenhurst, Ont.

OPPORTUNITIES ARE OFFERED EVERY ISSUE ON THIS PAGE

Watch Them!

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION
NO CHARGE
EFFICIENT
RELIABLE

When writing Advertisers kindly mention this paper

READER'S NOTICE

Regarding

CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this advance notice. Be sure to give your old address as well as the new one.

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

YOUR DEPARTMENT OF SERVICE
Canadian Grocer
Classified Advertisement Section
143 UNIVERSITY AVE., TORONTO
PHONE ADELAIDE 5740

Tell the Advertiser where you saw his Advertisement. . . .

More Speed - -A New Gear

for

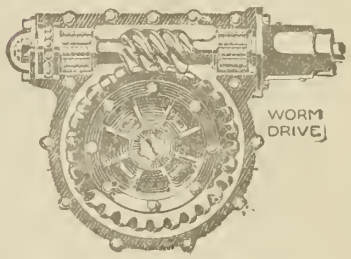
Ford Truck

THE 7-1 Standard Worm-Gear used exclusively on the Ford Truck was designed for carrying *heavy loads* under all conditions. It has proved entirely satisfactory.

Experience has shown, however, that owners operating on smooth country roads or city pavements with light bulky loads often desire to operate at a speed of over 15 miles per hour.

To meet this condition we have designed a new gear which permits greater road speed without undue increase of engine speed. Equipped with the new gear your Ford Truck will develop a speed of from 20-25 miles per hour.

The New 5-1 Gear is now optional equipment on all Ford Trucks, or can be obtained from Ford Dealers and Service Stations for Ford Trucks now in operation.



Price $750
(Chassis only)

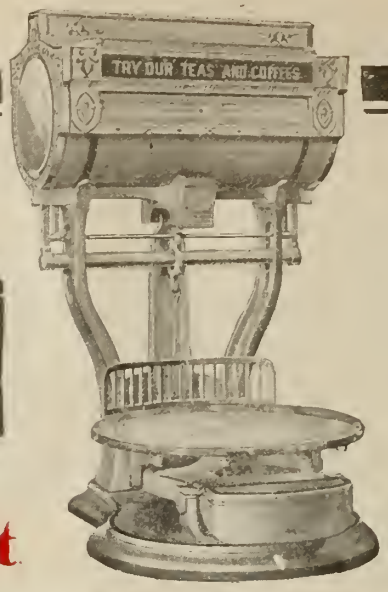
F.O.B. Ford, Ontario, not including 3% Federal Tax.

Starter and Electric Lighting $100 Extra.

Ford Motor Company of Canada, Limited, Ford, Ontario

Two Scales in One

DAYTON



A gentle push swings it "right about face"

Would you waste the time of the customer you are serving and the customer who is waiting to be served, as well as your own time, by walking the full length of the counter and back again —— would you do this, not once, but many times a day, if —— you could swing the scale around to face you while you are selling goods ON THE OUTSIDE OF THE COUNTER?

If you have on your counter the low-platform Dayton, you can do this—— but not otherwise.

The ball-bearing swivel base, which is one of the Dayton's Exclusive time and money-saving features, will not only permit you to weigh goods easily on either side of the counter, but it will do much more.

IF IT'S A DAYTON, IT'S RIGHT

It will enable you to swing the Scale toward the best light in the Store.

The Dayton fairly bristles with exclusive features, which are the product of the finest of workmanship, design and materials, plus the experience of the great pioneer scale-manufacturing house over a period of thirty years.

HOW IT LOOKS TO WOMEN BUYERS

The Housewife of today is a business woman. In choosing her grocer she uses business judgment — and she knows that she saves her time and assures herself of exact weights by buying at the store with the Daytons on the counter.

International Business Machines Co., Limited

FRANK E. MUTTON
Vice-President and General Manager
Head Office and Factory
Royce and Campbell Avenues, Toronto

International SPEED ACCURACY ECONOMY Business Machines

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. Johns, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

Featuring Equipment and Accessories

CANADIAN GROCER

Members of The Association Business Papers—Only Weekly Grocery Paper Published in

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE : TORONTO, ONT., JUNE 17, 1921 No. 24

CASCADE SALMON

For Your Summer Displays

It will pay you to include a good display of CASCADE SALMON in your summer windows. Canned Salmon is a big favorite with campers, picnickers and summer resorters, for making delicious sandwiches and preparing wholesome meals that require no cooking. Put CASCADE SALMON in your window to-day. Its flavor and quality is unsurpassed.

British Columbia Fishing and Packing Company Ltd.

VANCOUVER, B.C.

"The Pink of Perfection"

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation
Copy of Report will be sent on request to any one interested

Jumbo Window Sign

25 inches wide by 33 inches deep

This distinctive 4-color display will attract attention to any window in which it may be placed, and will certainly arouse the interest of motorists when they are thinking of giving their cars a clean-up. Stickers are attached to this poster, so that you will have no trouble putting it up.

For car-polishing too!

Do not overlook the fact that this great furniture polish gives unusually satisfactory results on automobiles.

You can greatly increase your O-Cedar turnover by suggesting to your customers that they try it on their cars.

CHANNELL LIMITED, TORONTO

O-Cedar Polish

In Bottles 30c and 60c

In Tins $1.50 to $3.50

"I Sold 5 Cases of *Borden's* REINDEER COFFEE during one week's window display"

—says Western Ontario Grocer

(Name on request)

BEFORE putting in this REINDEER COFFEE window recently, this merchant was not selling a great deal of it, but during the week of display he sold 5 cases and ever since he has had a good steady demand.

This is just an idea of the way hundreds of Canadian grocers are speeding up their sales of BORDEN Milk Products through attractive window displays. Write us to-day for free window display material and get up a good Borden Milk Products window. Borden's Reindeer Coffee, Reindeer Cocoa and St. Charles Milk are Summer necessities that campers, picnickers, summer resorters and householders cannot well do without. A good window at this time will bring you big results.

Borden's
ST. CHARLES
Brand Milk
"With the Cream Left in."

Sell Lines of Standard Quality

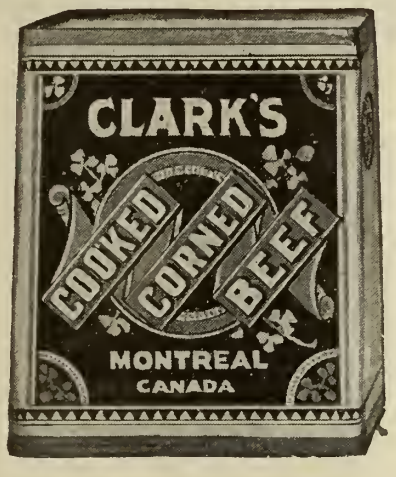
The up-to-date equipment and sanitary methods used in perfecting McCORMICK BISCUITS make them the standard of biscuit quality which all consumers appreciate.

McCormick Mfg. Company, Limited, London, Canada

Branches at: Montreal Ottawa Hamilton Kingston Winnipeg
Calgary Port Arthur St. John, N. B. Vancouver

CLARK'S Summer Sellers

QUALITY MEALS



READY TO SERVE

PORK AND BEANS

Soups, 13 Kinds
Roast Beef
Loaf Meats
Ox Tongue
Lunch Tongue
Potted Meats
Devilled Meats
Tongue, Ham and Veal
Beefsteak and Onions
Sliced Smoked Beef
Tomato Ketchup
Peanut Butter
Mincemeat
Table Syrup
Molasses
Spaghetti with Tomato Sauce and Cheese
Candian Boiled Dinner

And Other Good Things

W. CLARK, Limited - MONTREAL

40 PLESSIS STREET TEL. EAST 493

Riga Purgative Water Company

MONTREAL, JUNE 17 21

Dear Sir :—

Even though the demand for RIGA PURGATIVE WATER is already very large, we intend to increase our advertising and are desirous of giving a compensation to those who help us in the wider distribution of our product, by giving them valuable premiums as well as special prize reductions. Read over the following List.

As you are aware RIGA PURGATIVE WATER is the pre-eminent remedy of its kind. It is to be found in all families.

RIGA WATER keeps **indefinitely.**

On all orders received before July 1st, 1921,

We Give as Premiums

	Per case
For 2 cases (50 bottles to the case) ..... a thermometer (24 in. long)	$8.50
For 3 cases (50 bottles to the case) ..... flashlight with battery	$8.25
For 5 cases (50 bottles to the case) ..... a magnificent brass desk clock, 1 doz. as a bonus.	$8.00
For 10 cases (50 bottles to the case) ..... a Gillette Safety Razor in nickel case and with all accessories. ½ case as a bonus.	$7.75
For 15 cases (50 bottles to the case) ..... 1 case as a onus, plus a Gillette Safety Razor and with all accessories	$7.50
For 25 cases (50 bottles to the case) ..... 1 case as a bonus, and a small size traveller's alarm clock, worth $10.00	$7.25

Trusting to receive your order by return mail, we remain,

Your truly,

"RIGA" PURGATIVE WATER CO.

Terms—3 per cent. 10 days. Net 3 months from July 15th, 1921. Freight prepaid. For Ontario. Quebec, Maritime Provinces. West of Ontario allowed of 60 cts. per case.

The Reason for Macdonald's Supremacy

-- is not advertising, though advertising has had much to do with constantly increasing sale of Macdonald's Tobacco. The reason for Macdonald leadership in Canada to-day lies in the satisfaction that smokers find in "the tobacco with a heart."

And the reason for Macdonald's popularity with the retailer is this same satisfaction—plus the unusually high percentage of profit to be found in Macdonald's Tobacco a profit further increased by the rapid turnover and the correspondingly small amount of capital involved.

The Tobacco with a heart

MACDONALD'S

Write for quotations on our complete lines of fancy sweet biscuits and chocolate bars. You'll find them popular sellers.

The biscuits that always open out FRESH, CRISP and DELICIOUS

"Meadow Cream" SODAS

You can always depend on Crothers' Meadow Cream Sodas. They are packed in attractive air proof cartons and tins, (from 6 oz. pkgs. up) that retain every particle of their fine flavor and oven crispness until they reach your customers' table. You'll never have to make excuses if you specify "Meadow Cream" to your wholesaler.

The W. J. Crothers Co., Limited

KINGSTON, ONTARIO

The Flour of the Nation

"More Bread and Better Bread"

The Flour by which all other flours are judged. Every sale of "Purity Flour" brings re-orders

WESTERN CANADA FLOUR MILLS CO., LIMITED

TORONTO WINNIPEG

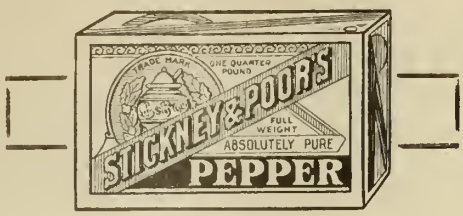
QUAKER BRAND

Quaker Brand canned fruits and vegetables are the choicest products of the fertile valleys of British Columbia.

Canneries are located at strategic points throughout the Province in the centres of each district where certain fruits or vegetables reach their highest perfection.

In stocking Quaker Brand you offer your customer the best canned goods Canada can produce.

Dominion Canners B. C. Ltd.
Head Office: Vancouver, B.C.



There's a Difference In Spices

Some reach the consumer dry, have little strength and seasoning qualities, but

STICKNEY & POOR'S PURE SPICES

are always fresh, full-strength and fine flavored. That's because only the cream of the spice crop is used and they are ground and packed in our own mill. Your customers will like them.

Your co-operating servant,
MUSTARDPOT

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

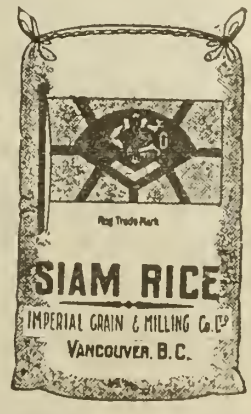
A Virile, Robust Fighting Fish

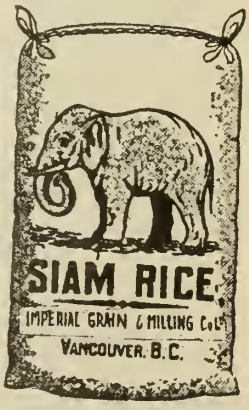
The Pinks packed under "Kiltie" BRAND are caught in the cool depths around the Queen Charlotte Islands

Caught in Deep Salt Water

Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.





We are offering the best value in Rice on the Canadian market to-day.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

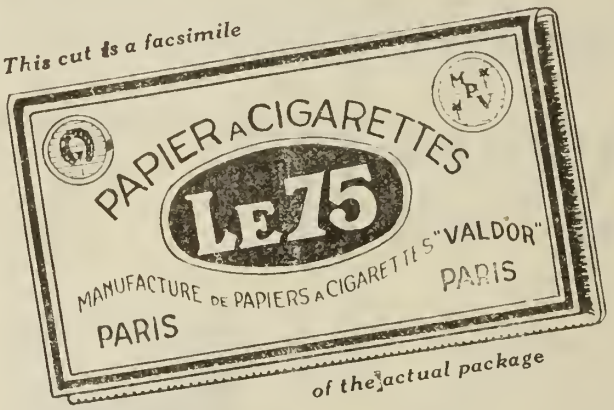
Say you saw it in Canadian Grocer; It will help to identify you.

LE 75 French Cigarette Papers

Finest Quality

A White Gummed Paper That Will Satisfy Your Trade

This cut is a facsimile



of the actual package

100 Leaves to Book
Automatic Doubles
50 Books to Box

Order to-day from your jobber

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers

Head Office, WINNIPEG, MAN.

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Only the very finest hand-picked Canadian White Beans go into bags marked

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For your own protection insist upon having this line of known quality.

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7

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Satisfactory Representation Guaranteed

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Superintend the successful merchandising of your lines in Kingston and district.

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One or two good agencies in Food Products Give particulars in first letter. References furnished.
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The coffee without a peer. A product of the British Empire. Build up your coffee trade by ordering from
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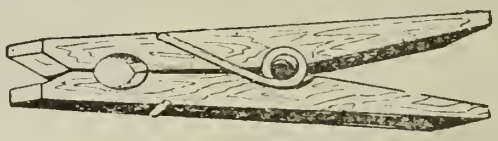
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HAVE YOU ORDERED YOUR SUPPLY OF THIS
"Genuine Turkish" Delight
DROMEDARY BRAND
Packed in 1, 5 and 10 lb. boxes. Write us for prices and discount.
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Agent for Messrs E. B. Eddy Co., Ltd., Hull; Gunns Ltd., Toronto; St.-Lawrence Starch Co., and several others.
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Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

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James Lloyd & Son Box No. 266 **Stratford, Ont.**

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QUALITY
TEAS and COFFEES
"Satisfaction or Money Back"

When Was Your Coffee Roasted?

Likely the same day it was shipped, if Galt sent it. Most coffee sold in Canada is stale before it is sold. You can't build up a really good business on stale coffee. Why not try the Galt way. Order 25 lbs. at the price you now pay and if it isn't miles ahead of any you have ever had, send it back collect.

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Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

It costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

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"Charm" Cleans Everything

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THE FINANCIAL POST specializes in an Inquiry Service noted for its accurate and sound replies regarding investments. This service is free at all times to subscribers.

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THE FINANCIAL POST

143 UNIVERSITY AVE., TORONTO

*Cheer up! Better Times are Coming

You are finding things a bit better all the time? Sure you are. They're not coming with a rush. Nobody will admit that, but we find the tone much better, and if we do, you should, too, because we cannot be doing business unless you merchants are. April was better than March, and May was ahead of April, not as far ahead as we wanted it to be but far enough to give us a world of encouragement.

We've still got to work hard, though, to find ways and means of getting our way. Aside from the quality of the tea, goods like RED ROSE TEA offer the best share of business, haven't we? Package the package is one of the hardest working salesmen you've got. Make it work for you every minute. A nice window display of RED ROSE packages will attract sales, and a showcase will answer the same purpose, too.

Other merchants are adding to their sales in this way, and so can you.

It will bring better times to you more quickly.

★ *Drop us a line if you haven't received one of our "Cheer Up" cards.*

T. H. ESTABROOKS CO., LIMITED

St. John Montreal Toronto Winnipeg Calgary Edmonton

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In six years the Audit Bureau of Circulations has solved the perplexing problem of circulation statements. By a systematic analysis of distribution and methods, this organization is able to supply just the data an advertiser needs. The darkness is dispelled and the bright light of verified facts takes its place. Space buyers no longer find it necessary to grope in the dark.

There are no dark spots in CANADIAN GROCER'S circulation. Our records are audited by the Audit Bureau of Circulations. Copy on request.

All MacLean Publishing Co.'s papers (sixteen) have the A. B. C. audit.

Sell "the old reliables"

COLMAN'S and KEEN'S

D. S. F. MUSTARD, in square tins

These two Brands in square tins have won a national reputation for uniform high grade quality. You can always depend upon them to win absolute satisfaction because of their purity and excellent flavor.

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30 Church St.
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Demand for Corn Flakes Follows Popular Taste

The favorite in flavor form and texture is

Post Toasties

Keep well stocked, since there will be many more calls for Post Toasties this year than ever before.

Sure Profit--Guaranteed Sale

Canadian Postum Cereal Company, Ltd., Windsor, Ont., Canada

CANADIAN GROCER

VOL. XXV. TORONTO, JUNE 17, 1921 No. 24

Good Epuipment Soon Pays For Itself

A bright store systematically arranged makes the grocery business a pleasure, according to C. J. Whyte, proprietor of Ayrshire Grocery, Verdun, Que. Delivery system a necessity.

Montreal (Special).—Situated on the banks of the St. Lawrence River and forming the south-west border of the City of Montreal is the rapidly growing city of Verdun. Since this city has streets and street car service in common with the metropolis, it is commonly considered a district of Montreal. Verdun is distinguished by its rapidly growing population of English, Irish and Scotch people. This fact has had a marked effect upon its business places, and it is particularly noticeable in Whyte's Ayrshire Grocery, owned and managed by C. J. Whyte, a Scotchman who has had many years of grocery experience in Glasgow, Scotland.

A Clean Cut Store

Mr. Whyte has named his store after his birthplace in Scotland and has carried the idea throughout the store. Both the exterior and the interior are painted white.

There are two front entrances and three large display windows, each of which is devoted to a particular branch of the store. The floor space is large, being almost as wide as it is deep, and as the ceilings are high and everything in the interior is white, it gives a very spacious and airy appearance to the store. The floor space allows for four rows of counters, one along each side and two in the centre with wide isles between them all. The left hand side of the store is devoted to grocery lines such as canned goods, package goods, cereals, flour and meals. The centre block handles pastries, cooked meats and confections, while on the right hand side of the store is a large refrigerator and glass enclosed meat counters for the butcher department.

Refrigerator a Silent Salesman

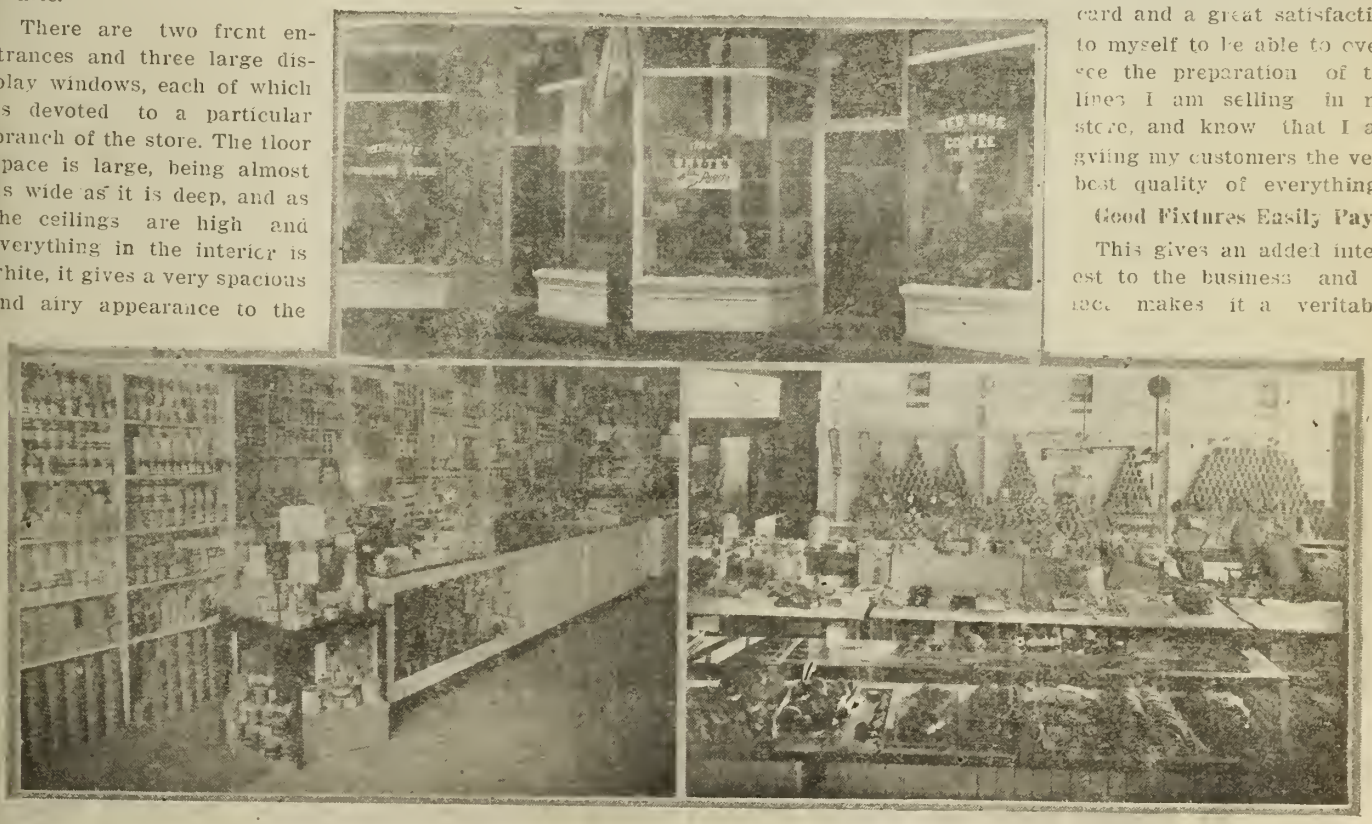
The refrigerator is so placed that the glass front, which is arranged like a show case, faces the door. At night the refrigerator is carefully dressed so that the cuts of meat hanging in the refrigerator are visible from the street. In this way the refrigerator acts as a silent salesman and as Mr. Whyte says, "I as certainly done much to increase the sales of meat." He claims that particularly in the meat department the display and the cleanliness of the surroundings are the chief factors in the sale.

Operates His Own Bakery

There is an extensive pastry and confectionery department in the store which carries all lines of cookies, cakes and buns, all of which are made on the premises. Immediately behind the grocery store, and in fact under the same roof, is a fair sized, clean, bright bakery, where three bakers are employed not only in making the pastry, but in preparing all kinds of cooked meats including roasts, cooked hams and meat pies. "Not only has my bakery increased my direct profits in that line," said Mr. White to Canadian Grocer's representative, "but it has brought me many new customers who like the home-cooked lines. It has proven quite a drawing card and a great satisfaction to myself to be able to oversee the preparation of the lines I am selling in my store, and know that I am giving my customers the very best quality of everything."

Good Fixtures Easily Pay

This gives an added interest to the business and in fact makes it a veritable



Illustrating the Whyte Ayrshire store in Montreal, the top picture showing window displays, while the two lower photographs are interior views.

hobby. When a man can feel that way about his business and his work it makes success much easier. A man then does not mind spending money on fixtures and on improvements because then he not only sees the results it brings in a bigger business, but it gives him a personal pleasure in the improved appearance of his store. The fixtures that are installed in a store both for the sake of utility and appearance readily pay for themselves by building up sales both directly and indirectly. Under the improved conditions, with the best facilities for handling goods, the grocer and his staff find a joy in the work. The better the appearance of the store, the more interest will those employed in the store take in the business. The surroundings have a lot to do with the temperament of those who must daily come in contact with the customers and as a result the more satisfaction and service will the customers get, all of which goes to build up the business."

Gets Quick Turn-Over

Mr. Whytle states that his turn-over for last year was $130,000. The sales for the first week in May amounted to over $1300. Every sale is cash and the aim of the management is a quick turn-over. Speaking of this Mr. Whyte said, "It is most important especially at these times when prices are on the downward trend that the grocer should arrange his affairs so that he will have a quick turnover. Competition is very keen. Profits are small and the grocer needs every advantage that the market offers if he would not lose money. Then, too, he needs the cash and I have found that it is just as easy to get the cash as to carry accounts. I have a delivery system, two rigs, and these I find indispensable to the business. I am not afraid of the cash and carry plan. It cannot be a universal success. The grocer must deliver, but if he would not have his business cut by those who cut prices on the cash and carry plan, he must systematize his business, feature quality and service, and make buying at his store a habit with his customers."

Sells Ice Cream in Bricks

This grocery has developed a good trade for ice cream in bricks. Mr. Whyte believes that it is a desert that is both inexpensive and handy and on these grounds has recommended it to his customers. He expresses the opinion that it is a line that rightfully belongs to the grocery trade and that a grocer can profitably handle it.

Suggesting Lines Very Often Means Sales

W. J. Hobson, of W. J. Hobson Co., Ltd., Hamilton, believes that equipment that displays goods, suggests foods to people that frequently result in sales—a store attractively arranged and equipped increases trade.

HOBSON, & CO., King Street, West, Hamilton. Ont., early this spring, moved into the new premises, just along the street a short distance from where they were formerly located. The new store represents one of the finest. It is splendidly equipped, every convenience conducive to service to the public being provided, and the attractive appearance of the store makes shopping a delight and a pleasure. Goods well displayed are half sold is an old, old saying and one well known to the average retailer. In the Hobson store it is carried out to the letter, for merchandise is here so well displayed that it cannot fail to attract the eye of the customer. Anything that suggests a line to a person is worth while, according to W. J. Hobson the proprietor. Patented bins, counter displays, table displays, silent saleman, all sell goods, in his opinion. For instance across the fronts of the same very often in the case of a patented bin, the name of the commodity contained in letters suggests this food to the customer, and frequently results in a sale. This undoubtedly is one of the valuable points in bins of this kind, apart altogether from their advantage from the standpoint of cleaniness. Int these receptacles goods are always kept in the very best of condition, and one is assured of proper sanitation. "Equipment of this nature makes stock always presentable to the public," remarked Mr. Hobson, "and of course where goods are presented to the people in a clean attractive condition, it invariably means increased sales.

Counters are arranged down both sides of this store, and at the rear of them are handsome wall fixtures that lend themselves to attractive displays. In the centre of each wall is a large mirror, on either side of which are pilars. The woodwork in these fixtures is in quarter cut oak finish, giving a rich and elegent appearance to the entire store. To the right and at the farther end of the counter on this side, is a refrigerator display counter, that Mr. Hobson had installed in the new store, and which he did not posses in his former premises. It is in two compartments but unlike most counters of this kind, there is no centre section for ice. The refrigerator is conducted from a system of five large drums or pipes opening into the compartments at each end of the counter. These pipes are packed in brine of chopped ice and salt, and in this way the cooling is maintained at a uniform temperature, keeping cooked meats and produce lines in first class condition.

Sales of Cooked Meats Increase

"Since I have had that refrigerator counter my sales of cooked meats have increased 25 per cent," Mr. Hobson told a representative of Canadian Grocer. "The fact that we can display our cooked meats all the time, certainly means increased sales. Customers in the store are attracted by a nice showing of cooked ham or tongue and are tempted to buy. In the hot weather we have sold as many as twenty-five hams a week, and with a refrigerator display counter that number is already showing an increase."

Sales of cheese are also on a large scale in Mr. Hobson's store, and this firm has built up a reputation for cheese that means a great deal in the weekly turnover. Mr. Hobson stated that on an average, he sold five cheese a week, as they are completed are placed in apart altogether from sales of package cheese and certain other special kinds.

The Fish Department

The fish department represents splendid facilities for service. It is at the rear of the store with a separate entrance from the street. The display window here is a large one, and is espicially adapted for the display of fish. Glass enclosed counters, too, render it possible to show the fish at the very best advantage. The fish section is complete in every detail, and affords every convenience for the handling of large quantities of all kinds of fish. All fish is received in the basement directly under the department, and is prepared for the counters. While business in fish is inclined to be a little slow just at this season, later on Mr. Hobson is anticipating an increased turnover, as a result of the improved arrangements for handling stock, and giving the best service to the public.

A Systematic Delivery

Delivery is worked out on a systematic basis, and all orders are assembled in a room for that purpose, adjoining the fish department. The drivers never enter the main store. The trucks are loaded from the side entrance direct direct from the assembling room. Only goods sold at the counter to be taken away by the custmer, are parcelled in the main store. Telephone orders, which form a large part of the trade of Hobson & Co., are filled in the assembling room. The shelves in this room are filled with all the staple lines, and only the specialties, as it were, are brought from the front part. The orders as they are completed are placed in

Illustrating the New Store of W. J. Hobson & Co., Ltd., on King Street, W. Hamilton, Ontario. The upper left hand picture shows one side of the store and splendid advantages here for the display of goods. The arrangements is very inviting, and has meant increased sales. On the right hand side is also an attractive display both on the counter and shelves. At the rear is the meat and produce department, equipped with a refrigerator display counter for cooked meats and butter.

wire baskets, and are taken in them from the store to the customer. Mr. Hobson through the week has three trucks, and an extra one is used on Saturdays. Four deliveries are given each day. Mr. Hobson believes in giving every service possible to his customers, and is of the opinion that people are appreciative of the same, to the extent that they show a willingness to buy goods where this special attention in the deliveries can be obtained. People of course cannot expect to have this service for nothing, and in Mr. Hobson's opinion, as prices rapidly return to normal, they will again demand this service more than ever and will not be so ready to carry home their goods.

Selling Specialties

Hobson & Co. sell a great many high-grade specialties in the way of foodstuffs, and have built up a reputation for selling only top quality goods. New lines that come on the market, providing they are sufficient merit to warrant it, are introduced in the Hobson store. Demonstrations are frequently held, and in the new store special arrangements have been made for space for demonstrating purposes. A good many lines owe something of their popularity to the selling efforts of Mr. Hobson an his sales staff. These lines as a rule show a good margin, and Mr. Hobson finds it profitable to boost them.

Weakness Prevails In Raw Sugar Market and Decline Is Likely

Increasing weakness is prevailing in the raw sugar markets for the past two weeks, all expectations of prices advancing in sympathy with the increase in duty have been frustrated. Shortly after the Emergency Tarift Bill was signed, when it was expected that the duty paid value would be advanced sixty points, the market took a sudden turn in the opposite direction, declining from 5.06 cents to 4.95 cents for Cubas, followed by Porto Ricos at 4.89 cents and later to 4.85 cents all on one day and on succeeding days the market further declined to 4.77 cents, then to 4.63 and later to 4.50 cents and since when one lot of full duty sugars has been sold at 4½ cents duty paid and at the same time we hear of a sale of 3,000 bags of Czecho—Slovak cubes at 4.15 cents basis 96 test on regular raw sugar terms. This, however, is a forced sale, holders becoming tired of holding in store and is therefore no criterion of the market.

Stocks in Cuban shipping ports continue heavy, but the rainy weather keeping up without cessation has resulted in the closing down of many factories at the end of last week, which left only 53 central factories in operation which indicates 145 factories having closed out of the total number operating this season. There has been a cessation of declines in American refined, from 6.60 to 6 cents.

Canadian refined sugar prices dropped 50 cents per hundred on the 13th and two days later made a further decline of 25 cents per hundred, bringing the price to $9.75 Montreal basis. Previous to these declines, the refiners list prices were purely nominal, as we understand there was no first hand business transpiring and refiners reported sales exceptionally slow.

Credit File Eliminates Posting Up At Night

"I haven't had to do any posting up at night since I installed this credit file," remarked Hugh Stephens, a grocer at Collingwood, Ont., to Canadian Grocer Representative the other day. "It keeps a complete record of all accounts, and the customer is kept informed each day as to her account, and knows exactly from day to day, what she owes me. It save so much time and worry that it has been well worth the money invested in it. Before I got it, I used to have to post up all the accounts each night, and this credit file eliminates all the work. It is accurate, too. We do a very large credit business in Collingwood, accounts being all of the better class of trade, and as far as bad debts are concerned, they are practically nil. I have only had this credit file a year, but I would not care to part with it now."

Doctor, my husband is taking up golf. Do you think he ought to eat meat?

A little link sausage won't hurt him.

Sales of Gasoline Mean Sales of Other Lines

Many grocers and general merchants are now selling gasoline and making it profitable, not so much from the sale of gasoline but because it usually means selling other groceries.

THE fact that many grocers and general merchants are selling gasoline and making a success of it, is much in evidence when one takes a trip along the many highways and byways of this Dominion.

The mere selling of gasoline, however, does not end the transaction. The purchasers of gasoline are often induced to enter the store and make other purchasers—a purchase that in all probability would never have been made except under the circumstances of stopping at that particular store for gas.

Window Displays Count

Many merchants who sell gasoline pay special attention to the windows, keeping them scrupulously clean and trimmed with seasonable lines that at once are attractive and inviting to the passing autos. The sales to motors do not always total a large amount, but in the aggregate, it is a goodly sum at the end of the season and the merchant who is taking every advantage to get these extra sales is building up an extended and profitable clientel.

Sells Other Lines

Someone has said, "the proof of the pudding is in the eating" and the proof of the above assertion was demonstrated to a representive of Canadian Grocer during a recent visit to the store of F. Lawrence, Lambton Mills, Ont. During the half hour that the representative was in the store seven cars stopped at the gasoline pump—located at the front of the store—for gasoline and oil. In every instance the drivers of the cars made a purchase of some other article while paying for the gas. One man purchased a package of cigarettes, another, which happened to be a large truck owned by a cartage firm in Toronto—(Lambton Mills is situated about one and one half miles from Toronto) after filling up with gas, the driver dropped into the store and bought some biscuits, oranges and cigars. Still another, who was a farmer returning from the city after delivering a load of cattle, purchased a bill of goods that amounted to several dollars. And so it went, each and every driver of the seven cars that stopped for gas during the half hour, made a purchase over and above what he apparently intended to make, when stopping for gasoline.

A Chance To Increase Trade

Thus, it is plainly seen that although the profit on a single gallon of gasoline, perhaps is not as large as the merchant would wish, there are possibilities of the yearly turnover of the business being greatly augmented through "the gasoline route."

Stared Sweeping Out Store But Now Has Prosperous Business

Story of progress of R. Thompson in British Columbia, is one of an interesting experience. Now has good store and ice cream parlor.

VANCOUVER (Special).—It shows that a man has the right stuff in him to succeed, when he will leave his home town, where he has eighteen clerks working under him, come out to "the Colonies" and start at the bottom rung—sweeping out.

This was the experience of R. Thompson, and in 1911 he landed in New Westminster and started to sweep out the store for C. A. Welsh. From then on Mr. Thompson accumulated a wealth for experience. He was in Ladysmith when the three year strike of miners commenced. Naturally, while capital and labor had their fight out the tradesmen shop thrived and prospered..

Started With $25

The war added to the many other aggravating circumstances and work with others was not to be had. Finally, with a family of five, a lifetime's experience and twenty-five dollars in cash, Mr. Thompson opened up a store of his own in Ladysmith. The first order was an order from the City Relief Department for groceries for a needy family. However, by careful management, native thrift, and a thorough knowledge of the grocery business the modest little shop thrived and prospered.

In 1918, three days after Mr. Thompson was laid up with an illness (that lasted for several months) a buyer for the business came on the scene, and a fair price was realized. Had a purchaser not appeared at this opportune time, the protacted illness would have resulted in the business gradually falling away, but Mr. Thompson is a firm believer that there is a Divinity that takes an interest in "even a grocer" On his recovery he came to the beautiful north shore of Burrard Inlet, and at Lynn Valley, in the District of North Vancouver, Mr. Thompson acquired a large warehouse used for flour and feed.

Now Has Two Stores

This building now houses several stores and two of them are occupied by Mr. Thompson's two enterprises. One is a well-equipped modern grocery store, and the other an ice cream and confectionery store in which is the Lynn Creek Post Office, Miss Thompson being the Post Mistress.

Today the Lynn Valley Store is well equipped, boasting three computing scales, credit register, meat slicer, cheese cutter, cash register and an adding machine. The district is good and the business grows steadily.

Some day Mr. Thompson may again have eighteen clerks working under him, but this time they will be working for him. And when he tells the junior clerk to sweep out, he is starting him on the tried path of success.

The girl walked briskly into the store and dropped her bag on the counter. "Give me a chicken," she said.

"Do you want a pullet?" the storekeeper asked.

"No," the girl replied. "I wanta carry it."

Does Good Equipment Pay Dividends?

Orderliness and cleanliness will always show proper returns—fixtures that make for economy of merchandise, better display, and the conservation of time represent profitable investment.

(By Henry Johnston, Jr.)

I was in a little town a few months ago and after dark walked around the central square which characterizes small towns. Two bright spots—two only—stood out with inviting attractiveness, and these two were grocery stores. They were brilliantly lighted, though closed for the day. The window glass shone to complete transparency.

In the one, because of the arrangement of the store, there was no window display, but the shelves were in themselves a display that would be hard to better. The goods were so pleasingly arranged and the price tags so prominent, that one might stand in front of the windows and decide on his selections for the next day from what he saw before him.

The other was as orderly and attractive, and its windows were dressed with each item marked plainly and so prominently that its price might be read from the middle of the street. What appealed to me strongly was the fetching display and plain price marks together with the simple orderliness of both places. Involuntarily I thought of grocers everywhere who complain about unfair competition, while being too indifferent, too plainly lazy, to emulate them in these obvious and most effective ways.

Next day I went to inspect the interiors of several grocery stores which had been dark the night before. I found what I had expected to find—disorder, neglect, filth, indifference and laziness. I saw that had any of them lighted his windows the previous night he would thereby have driven more customers to the two clean stores of the town.

Obtuse, Appalling Neglect Everywhere

I was reminded of the lighted windows in a small grocery store in a certain town. In one window, shut in by a solid back, hung a few show-cards, stuck up without plan, or scheme, or design, or order—just hit or miss! On the window floor reposed a china dish with some green onions so far gone that the juice was oozing from them in incipient decay. Beside the onions was a bunch of asparagus plainly in such condition that anyone familiar with that vegetable must rejoice that the window was between it and his nose. Back of that dish was one whereon rested some pears or apples, I forget which, in the first stages of dissolution. The window floor was covered with dirt stained paper.

Here then was an ill-ventilated window—the worst place possible for the freshest vegetables for the short time holding the remnant of the "fresh" display, and heated by a large electric bulb at the expense of the proprietor on a warm October night! A fine wish to which to put the most expensive portion of the store, was it not? Yes, it was NOT!

I found this same condition in the little town I just referred to. Grocers in those stores standing around without a thing on their minds—not even their hats—and nothing in or on their hands but dirt. Without one exception, the windows were neglected. In some were mixed conglomerations of everything in disorder. Others were adorned with wilted celery, wilted oranges, wilted lettuce, mixed with sorrowful walnuts slopping out of a dirty basket, plus fly-blown candy.

In that town, where would you trade? I put it just that way to YOU!

Can you see what I am trying to bring out? It is this:

That the strong points prominent in the two chain units were precisely those on which they enjoyed no monopoly, but which are free to your hand, wherever you are and whatever the size or location of your store.

Fine Equipment Equally Neglected

One store had a really fine layout of fixtures. It was comparatively new and must have cost considerable money. It had very facility for order. But from the indiscriminate pile of bacon in whole strips, half strips and fag ends piled beside and around the dirty slicing machine to the neglected pickle jars which faced the entering customer, that store was a crime!

Any wonder the chains get in their "insiduous work" in such places? It was a marvel if they did not, for such towns cry for moderately decent service. All of them offer a walk-away opportunity for any industrious man to go there and open a grocery store.

Success awaits such men everywhere. Success goes to men who take their business seriously. You find men everywhere—barring such towns, of which unfortunately there are plenty—who begin small, grow rapidly and then instal fixtures that make for economy of merchandise, its better display and the conservation of time. Men who work with their brains as well as their hands—and too many grocers work neither to capacity—are quick to sense the benefits of well chosen equipment.

The points are so many that I can only hint at a few, but I take every one of them from actual experience and observation—not one from an idle dream.

The man who displays his cheese under polished glass, keeping the glass down over the cheese, not up to give the flies preferred chances, sells more cheese. This because it is well displayed and in perfect condition. Being in perfect condition means retention of moisture, hence he gets his weights. By "more cheese" I mean four, five, ten times as much as if it were not so displayed.

Benefit of Self-Contained Counters

How well I remember the old-fashioned counter used in our store before 1900! What a muddle of open boxes, lost paper bags, spilled miscellaneous dried fruit, sugar, tea, coffee—O, everything—it was! We boys had a sort of clean-up bee every so often and brushed it all out. The dirt barrel was renewed on such occasions. It never struck us that said barrel held waste—nothing but preventable waste. If today I could find the value of what we then threw away, I'd be rich. If it could be conserved and its value compounded through the intervening years, I'd be very rich!

Then came a change of outlook—with counters which had no vacancies underneath. All space was occupied with receptacles for the economical, convenient handling of goods, plus preferred storage thereof and the elmination of waste and deterioration. The fronts were attractive display spaces. Our sweepings became so small it was noticeable. This led us to make a study of every shovel of "dirt" to the end that leaks might be traced to the source and those plugged up. There was immense satisfaction and marked increase in net earnings.

It Takes Work

O, it takes work. Sure, it takes plenty of work! I know of no appliance, machine or contrivance that will enable us to sidestep constant work in the grocery store. Also, a well equipped store that is neglected always looks more forlorn than the most primitive one that is disorderly. Plate glass will not clean itself and when dirty it looks worse than ordinary glass. Displays under plate glass must be made with skill and must be renewed periodically—and it all takes work.

But the other side is this: That this work pays in greater proportion to the investment than almost any other the grocer can do. It increases sales—the one thing for which we are in business. Omitting mention of the feeling of pride of workmanship, such as always inspires a wakeful, ambitious man, saying nothing of the pleasure in the ownership of a beautiful store well kept up, we have the hard, sol'd fact that a well kept, well equipped store PAYS, from all angles.

It pays other dividends from the conservation of labor, the saving of false motions. Nobody who has not had practical demonstration can realize the importance of this factor. Looking at the initial investment of $500 to $1000, we shrink from paying it. Yet the cost of $1000 is only $70 or at most $80 a year, and very little conservation of time and labor will return many times six or seven dollars a month.

All factors of advantage in well equipped, clean stores pay dividends; but the most vital return arises from increased sales. This factor alone is more than sufficient to justify scrupulous cleanliness and order, and these are best attained through the medium of the best modern equipment in such measure as the size of your business warrants.

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RETAIL MERCHANTS ARE BLAMED

While retail prices have declined considerably during the past year, the public still continues to clammer for lower prices and lays the blame for the alleged high prices to a great extent at the door of the retail merchant. They seem to overlook—either in ignorance or purposely avoiding the facts—the lower basis on which foodstuffs are now sold at over the counter.

It has never been the retailer's idea to boost prices. His principle has always been to mark his merchandise at as low a price as possible, consistent with the service demanded. In many instances this selling price has been below replacement cost. This was particularly true during the period of inflation when values were advancing at an alarming rate. He was quite content to "sell at the old price, until a further stock was required," and generally speaking, it is doubtful whether at any time the public was compelled to pay the highest market price, simply because the merchant had sufficient foresight to keep his purchase a little ahead of the rapidly advancing market.

When wholesale values commenced to recede, no doubt some merchants did not lower their selling price as fast as the primary markets, but it must be remembered that the retailer is at the end of the line and it takes a certain period before the lower price reaches him. The cost of the raw material may be down considerably, but before it reaches the retailer it must pass through many hands, and sometimes it is months before the article manufactured from the lower price material is finally ready for distribution by the retail merchant.

The "dear public" is quite happy making the retail merchant the scapegoat. They do not consider that labor and freight are still at the peak, but are apparently quite satisfied to make the statement that the big spread in prices—from the cost of raw material to the retail price—is a matter of profiteering, the difference going into the pocket of the retail merchant.

Probably one of the reasons for this is the fact that the retail merchant is closer to the consumer than either the producer, manufacturer or wholesaler. It can be plainly seen therefore, that there is needs for a great deal of educational work.

First to show the consumer that in order to get still further lower prices, manufacturing costs, labor, freights, rents and many other incidentals that have shown no reduction what-so-ever must make a proportionate decline. Secondly, the consumer must be convinced that lower prices are now in effect and the purchasing power of the dollar, insofar as foodstuffs is concerned, is practically one-third greater than a year ago.

DISCOURAGE PRICE CUTTING

PRICE cutting is recognized as one of the greatest evils of the grocery business to-day. It not only defeats the purpose of the man who fosters it, but along with the growing 'cash and carry' habit eats away profits on lines which have a staple price. So often a grocer tells himself that he will cut the price on one line and only one line for a day or so, so as to attract trade and believes because he has had a marked increase in sales that his plan has been a success. If he would stop to figure it out, he would see that the neighboring grocer was doing the same thing only perhaps taking a different line. The thrifty buyers are willing to take advantage of his sale and purchase the advertised line and, perhaps one or two other lines, just to cover up their bargain hunting, but just as surely, they go to the other grocery and pick up the bargains there. The thrifty public will eat your apples and leave you only the core. Not only does it defeat the object of building up the business, but it creates distrust. The public begin to believe that the grocer can afford to make these cuts and still leave himself a profit. It is bad business and should be carefully avoided. Yet the mad whirl has been given a great start and it takes a man of daring to stand in its way. The grocers are loud in denouncing the practice yet few make any real efforts to stop it or establish a new precedent of a fair and steady price being unafraid to tell the public that only a reasonable profiit to carry on the service is asked that this margin must be maintained.

EDITODIALS IN BRIEF

A good merchant owes his customers good advertising as much as he owes them sixteen ounces to the pound.

* * *

The two essential measures required right now to meet the present conditions of business are genuine salesmanship, to get all the business available and strict economy in operation, which includes the stopping of all leakage and waste.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Quebec

C. Ritz, manager of the Montreal office of the Robin Hood Milling Co., Ltd., was in Toronto and Stratford, Ont., last week on a business trip.

F. H. Tippet, president of Tippet & Co., Ltd., manufacturers' agents, Montreal, was a business visitor in Toronto on Monday.

J. G. Read, sales manager of the Royal Acadia Sugar Refineries, Ltd., Montreal, is in Quebec this week attending the Canadian Wholesale Grocers' Convention.

Z. Hebert, president of Hudon Hebert & Co., Ltd., wholesale grocers, Montreal, is in Quebec this week attending the convention of the Canadian Wholesale Grocers' Association at the Chateau Frontenac.

Ontario

B. E. Lake has opened up a first-class store at 100 Saurauren Avenue, Toronto.

E. W. Jeffress of E. W. Jeffress & Company, Limited, Walkerville, Ont., was a business visitor in Toronto during the past week.

Oil Springs, Ontario, stores close on Wednesday afternoons during June, July August and September, and at six o'clock every evening except Saturday.

Members of the Fort William retail merchants' association were entertained to a trip on the tug Harrow, with a picnic at Birch beach.

E. H. Beazley of the Dominion Canners Company of Hamilton, Ont. is now permanently located in Winnipeg and will be covering the territory for this firm.

The death occurred the other day in Kingston, Ont., of Benjamin W. Robertson, head of the wholesale grocery house of George Robertson and Sons of that city. The deceased had been ill for the past five years. He was prominent in the business life of Kingston, and also took a deep interest in religious matters. The late Mr. Robertson was the son of the late George Robertson, and was born at Kirkwall, Orkney Islands, on tthe thirty-first of December, 1843. The family came to Canada about 1858 and settled in Kingston. The Robertson wholesale grocery was established in 1867. He is survived by his widow, two sons and one daughter.

Maritimes

The stores in Hillsboro, N.B., from May 1 until September 30, close on Thursday at noon.

Western

J. G. Stitt has sold out his grocery and meat business at Winnipeg, Man.

E. P. M. Butler is discontinuing his grocery business at Bowell, Alberta.

Dingman Grocery Company of Calgary, Alta., is discontinuing business.

Donalda Grocery, Winnipeg, Manitoba, has sold out.

Alex Cook, Winnipeg, Manitoba, has sold out his grocery business.

E. J. Strain has succeeded M. Cory in the grocery and meat business at East Kildonan, Manitoba.

C. H. Holmes of Sturgeon Creek, Manitoba, is selling out his grocery business.

The Farmers' Groceteria has commenced business at 2003 Main St., West Kildonan, Manitoba.

Chalmers Grocery has commenced business at 650 Chalmer Ave., Winnipeg Manitoba.

J. P. Kramer, has been succeeded by A. Reser in the grocery and meat business at Winnipeg, Manitoba.

The Moffett grocery & baking Co., are opening up a branch at 1425 Main St., Winnipeg, Manitoba.

Foucar and Jensen, Camrose, Alta., have opened a new cash and carry grocery.

Peter White, has succeeded Fred Sauer in the grocery and meat business at Medicine Hat, Alberta.

H. I. Velin, Winnipeg, Manitoba, has succeeded J. B. Schroeder in the grocery business.

Libbey & Williams, Regina, Sask., are commencing in the grocery and fruit business on June 11, 1921.

J. M. Dunwoody of Stroyan & Dunwoody Co., Winnipeg, has just returned from a business trip to the East.

Stroyan & Dunwoody Co. have been appointed western representatives for Kerr Bros., of Toronto, manufacturers of butter scotch and scotch caramels.

McBrides, Ltd., Assiniboia, Sask., have disposed of their stock of dry goods, boots and shoes, and are devoting themselves now entirely to groceries.

The Sloan Bakery, Biggar, Sask., has moved into the new brick block of H. McLaren, on the east side of Main street. Mr. Sloan has also added an ice cream parlor and tearoom.

A new company known as the City Dairy Limited, has taken over the operation of the City Dairy Company Limited at Winnipeg. J. M. Carruthers, identified with the milk business in Winnipeg for many years, is president and managing director, and J. W. Hillhouse is secretary-treasurer. Other directors include W. R. Milton, E. W. McLean, J. C. McGavin, W. W. Evans, W. T. Kennedy, and D. D. H. McCalman. The new company is organized with a capital of $750,000.

John A. Morie, merchant at Whyte avenue, Edmonton south, accompanied by Steven Baker have gone to Fort McMurray enroute to Fort Smith, where Mr. Morie will open a store to cater to the needs of northern travellers.

At Peace River, Atla., a block of six frame buildings, including the town hall, were destroyed by fire the other day. The loss is in the neighborhood of $20,000, partly insured. The origin of the fire is unknown.

The R. L. Fowler Co., Ltd., Calgary, Alta, wholesalers of specialties in soft drinks, is being reorganized. It is understood that Knight brothers, will become associated with Mr. Fowler, and they expect to make a definite statement soon about the enlarging of the present business. Walter S. Knight will take charge of the Saskatoon branch of the R. L. Fowler Co.

ARMAND CHAPUT, of Montreal, who has been elected president of the Canadian Wholesale Grocers Association at the convention this week in Quebec.

MAY NOT ALLOW EXPORT OF IMMATURE FRUIT

Kingston, Jamaica, June 12.—After a discussion by the Legislative Council it was decided by the Government to introduce a bill to prevent the shipment of immature bananas and citrus fruit to the United States. Very heavy penalties would be imposed for violations.

Let the Manufactures Fix Resale Prices

Retail Merchants' Association of Vancouver promise the utmost co-operation with manufacturers in an effort to have the manufacturers stipulate the retail price and to have them refuse to sell to any retailers who sells below that specified price.

Vancouver (Special)—There is a new concrete effort here towards getting the organized and unorganized grocers to advocate the right to establish the principle of "price setting by the manufacturer." The various British Columbia manufacturers behind the "Made in B. C." movement approached the Retail Merchants' Association to ask for its support of the campaign which has been under way since the first of the year.

The "Retail Merchants' Association" said "yes ; IF!" The Association would do its utmost to ensure the heartiest support on the part of the merchants it the manufacturers would undertake to recognize the principle that the manufacturer stipulate the retail price of his product and refuse to sell to any retailer who sells below the stipulated price.

What Retailers Endorse

Here is the wording of the document which is being presented to each white retailer in British Columbia for endorsation and signature:

"We, the undersigned retail grocers of the Province of British Columbia, hereby go on record as being in favor of the principle of price protection by the manufacturers of foodstuffs, by which we mean that we recognize the right of the manufacturer to stipulate the retail price of his product and to refuse to sell to any retailer who sells below the stipulated price. We further agree to lend our unqualified support to any manufacturer or group of manufacturers who will put this principle into practice."

By the 8th of June it is expected that the entire City of Vancouver will have been covered with this document. The signatures obtained so far are such as to make the movement a very seriously attended one. On June 4 the Westminster Branch of the Grocers' section R. M. A. gave the subject its attention, and early the following week a special session of the Victoria branch will discuss the movement, Mr. Hougham, Provincial Secretary, and J. T. Crowder, Vancouver branch president presenting the facts.

The Manufacturer Has Right

J. T. Crowder and James Harkness, president of the Grocers' section, Vancouver, state that to date, in Canada, the right for any manufacturer to set a fair retail price, and maintain it, has not been denied. Among the parallel cases mentioned by Mr. Crowder to Canadian Grocer in support of such a principle was that of the manufacturers of Gillette safety razors have successfully maintained a universal price for their product.

Let Manufacturers Compete

"The retailers," added Mr. Crowder, "maintain that all price competition should be done by the manufacturer and packer. If he sets his retail resale price it is up to him to set it as low as possible, and to give the best quality he can for the price.

"The retailers should compete with each other on service, courtesy, ability, knowledge, personality. There is no good end served from the public's the manufacturers' or the retailers' standpoints by the inefficient, untrained retailer attempting to offset his incompetency by selling for less than his cost, and eventually figuring in the bankruptcy court."

Doing Business Costs

"From an investigation made by one large business paper pubisher it was found that the average cost of doing business in 1,530 retail businesses was 24.65 per cent. of their turnover. The figures for last year in one of the largest drug stores in Vancouver [illegible] roved that the cost of doing busi[illegible] in that store for 1920 was a mere $10 short of the even 25 per cent. That is a[illegible]s close as you could ever find the [illegible] l percentage.

"The grocery busine[illegible] is only sli[illegible] less expensive to conduct. Recently an example of the need of directions [illegible]e part of the manufacturer came to my attention. There is a brand of g[illegible]ice that costs $4.50 per dozen to a [illegible]ailer in any quantity. The resale p[illegible]e in all stores with a costing system [illegible]—$6 for the dozen. The gross mar[illegible] here is 25 per cent. on selling price. The grocer whose cost of doing business is as low as 2[illegible] per cent. has a profit of 5 per cent. One retailer is selling this grape juice at 35c—$4.20 per dozen. On each dozen the merchant loses 30c of his cost, and in addition has been out of pocket 84c that it cost him to make those sales. Does the public expect he has any right to expect to receive service for nothing? That one merchant besides heading for bankruptcy himself is inferring to the public that all the other merchants are gouging an extra 15c on each bottle of grape juice—which 15c they do not need and should not take.

Best Interests Served

"The best interests of the public and the whole system of distribution would be best served," states the president of the Vancouver Board, Retail Merchants of Canada, "were the manufacturers and packers to set a fair price on their products, the lowest price they can set, commensurate with their quality, one that will give the distributor only a just return for the service he actually does, and then bend every effort to see that that price is charged—no more, no less. To such manufacturers we can promise the whole hearted support of the organized, thinking, trained body of retailers known as the Retail Merchants' Association of Canada. The sales force of the manufacturer and jobber—the ones who serve between the manufacturer of foodstuffs and the consuming public.

The Cash and Carry Store

"One objection already pointed out is that there is no provision made for the cash and carry store. No difference made between those who deliver and charge and those who demand cash and give no delivery. To this objection it might be said that many merchants, in various parts of the country, make a small allowance on total bills to customers who pay cash at the time they purchase, and do not ask for delivery. C. Pike was one of these and his system was described in the Canadian Grocer of May 27th."

TRAVELLERS ATTENDING CONVENTION [illegible]ARY MAKE MERRY

Calg[illegible]14.—Hundreds of delegat[illegible]d Commercial Travellers' convention held here recently met in Bowness Park for entertainment and as a result both the swimming pools and dance pavilions were crowded, while canoes and rowboats were also at a premium. The knights of the grip, leaving the cares and worries of their business sessions behind them, plunged into the fun with the vim and abandon of children, and it is safe to say that the park held no happier crowd in the past two years than the travelers on this occasion. Also the delegates were taken for a trip to the P. Burns packing plant, and later for a trip to the P. Burns ranch at Bow Valley, where they were royally entertained by the cattle king's representatives.

They were officially welcomed to the city by His Worship Mayor Adams. His worship urged the travelers to take a greater interest in civic matters, and intimated that they would hear more along this line from their councillors later in the year.

The address of welcome was replied to by Past Supreme Councillor Bro. J. C. Fox, of the Winnipeg council, 154. For the mayor's information, Mr. Fox said that all delegates attending the convention were representative of the whole Dominion, with the exception of British Columbia, that council being attached to the United States order.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MONTREAL, June 15.—There is very little change in the grocery market. Prices are steady with a fair trade in all lines. Molasses is reduced in price by local wholesalers and the weak condition of sugar continues with wholesalers still cutting the price below the refiners quotations. The rice market shows more strength and improved market both in price and n buying resulting from a stronger primary market and a keen demand from Europe. There is little change in the tea market despite the strength of the primary markets. Early vegetables are lower. The most noticeable decline being in cucumbers. Cabbages are higher in price but now tomatoes are lower. There is no change in package goods or in bulk cereals. The nut market is strong, particularly on walnuts, peanuts and almonds. Oranges and lemons are higher in price and lemons are scarce. Apples and strawberries are a little lower. Salmon and some brands of peaches are lower in price. Local wholesalers have made a general reduction in the price of all brands of salmon despite the fact that there are no reports on the new pack of salmon.

QUEBEC MARKETS

Cereal Market Quiet

Montreal.

CEREALS.—There is no change in the cereal market. On account of the summer season the demand for these lines is limited and buyers are only purchasing for immediate requirements.

Oatmeal, gran., fine standard	3 60
Rolled Oats, 90 lbs.	3 15
Pearl Hominy	3 25
Cornmeal, Gold Dust Brand	3 25
Graham Flour, 98 lbs.	7 65
New Buckwheat Flour	6 75
Pot Barley	4 25
Pearl Barley	5 25
Beans, Ont.	3 50
Do., Can.	3 30
Lima Beans	0 10
Green Peas, dried	0 17
Ground Oil Cake, per bag	3 00
Split Peas, per bag	5 00

Salmon Prices Lower

CANNED GOODS.—The most striking changes this week in canned goods is on canned salmon. Chums are down 5 cents per dozen, now quoted at $1.30. Pink salmon is down 10 cents, selling at $1.50 and Clover Leaf Brand is selling at $2.60 for the half pound tins, $4.60 for the one pound tins, talls, and $4.75 for the one pound flat tins, a reduction of 10 and 15 cents per dozen. Other sockeye salmon is reduced 15 cents per dozen. Some brands of yellow peaches are reduced in price and 2's are reduced to $2.90, th 2½'s are reduced to $4.20. Some of the higher grades of peaches are also reduced proportionately in price.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		4 40
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	29 0
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins		1 0
Tomatoes, 1s	1 55	1 60
Do., 2s		1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, Standard	1 80	1 90
Do., early June		2 00
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Choice, 2-lb.		1 87½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½ lb. tins		4 75
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.		16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		3 10
Do., 2½ lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup doz.		2 75
Peaches, heavy syrup—		
2-lb.		3 90
2½-lb.	5 00	5 25
1-lb.		2 90
Pears, 1s		3 20
Do., 2-lb.		4 10
Greengage Plums, hy. syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.		2 25
Do., light syrup		2 00
Pineapples (grated and sliced), 2½ lb.		4 20
Do., 2-lb.		3 20
Do., 1-lb.		2 00
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
New Peak Strawberries—		
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
Rhubarb, preserved		2 0
Do., gallon		5 75
Canadian Pineapple (Each)		4 80
New Blueberries, 2-lb.		2 25
Do., 1-gal.		12 00

Currant Market Stronger

DRIED FRUITS.—There is practically no change to quote this week. Raisins are still scarce with a very strong market and as a result currants are in more demand with stronger tendencies. Apricots and evaporated apples are very firm in price and quotations which have been made below present market prices are disappearing. A firmer market in these lines may be looked for in the future.

Apricots, fancy		0 33
Do., choice		0 27
Do., tabs		0 22
Apples (evaporated)	0 12½	0 15
Peaches (fancy)		0 23
Do., choice, lb.		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Choice		0 26
Ex. fancy		0 30
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron		0 76
Choice, bulk, 25-lb. boxes, lb.		0 22
Peels (cut mixed), doz.		3 25
Raisins (seeded)—		
Valencias		0 23
Muscatels, 2 Crown		0 22½
Do., 3 Crown		0 23
Do., 4 Crown		0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 ounces		0 27½
Cal. Seedless, in bulk	0 18¼	0 19½
Cluster, 20 1-lb. pack		6 75
Currants, loose		0 15
Do., Greek	0 13	0 15
Dates, Excelsior (36-10s), pkg.		5 25
Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾, lb.		0 45
Figs, white 70 4-oz. boxes		5 40
Do., Spanish (cooking), 22-lb. boxes each		0 11

Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown, lb.		0 30
Do., 10-lb. box		2 75
Do., mats		3 00
Do., 22-lb. box		1 90
Do. (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes)—		
20-30s		0 25
30-40s		0 19
40-50s		0 17
50-60s		0 13½
60-70s		0 12½
70-80s		0 10
80-90s		0 09
90-100s		0 08

Tea Prices Unchanged

Montreal.

TEAS.—The tea market shows little improvement despite the fact that primary markets are stronger. The stringency in buying and the stocks of cheaper grade teas on hand are responsible for the lack of response on the part of this market to the improved conditions on primary markets. The quotations on teas remain unchanged.

Ceylon and Indians—		
Pekoes	0 22	0 26
Broken Pekoes	0 32	0 40
Broken Orange Pekoes	0 48	0 55
Javas—		
Broken Orange Pekoes	0 48	0 55
Broken Pekoes	0 35	0 40
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)		0 77

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Spice Market Quiet

Montreal.

SPICES.—There is little or no change in the spice market. Prices are steady with a limited demand owing to the summer season.

Cassia (pure)	0 27	0 30
Cocoanut, pails, 20 lbs. unsweetened, lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 14
Cinammon—		
Rolls		0 35
Pure, ground		0 40
Cloves (ground)		0 36
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 40
Do., 80, lb.		0 38
Do., 100, lb.		0 35
Do., ground, 1-lb. tins		0 45
Pepper, black		0 25
Do., white		0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystars or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal		2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Lower Price on Molasses

Montreal.

MOLASSES.—Further reductions have been made this week by some of the local wholesalers on Barbados molasses. The reductions amount to 2½ cents per gallon and the price in the City of Montreal is 72½ cents and outside of the city 70 cents per gallon. Prices on corn syrup stand firm with stronger tendencies and a good demand.

Corn Syrup—	
Barrels, about 700 lbs.	0 06½
Half barrels, about 350 lbs.	0 06¾
Quarter barrels, about 175 lbs.	0 07¼
2 gals., 25-lb. pails each	2 25
3 gal., 38½ lb. pails, each	3 25
5 gal., 65-lb. pails, each	5 20
2-lb. tins, per case	4 00
5-lb. tins, per case	5 30
10-lb. tins, per case	5 00

Barbadoes Molasses—	Price for Isld.	of Montreal
Puncheons		0 72½
Barrels		0 74½
Half barrels		0 74½
Puncheons, outside city		0 70
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.		2 40
2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case, case		8 95
10-lb. tins, ½ doz. in case, case		8 60

Sugar Market Weak

Montreal.

SUGAR.—There is little or no change in the sugar situation this week. The price is unchanged and wholesale grocers continue to cut the price while there is a weakness in the raw market which foreshadows a lower quotation on the part of the refiners.

Granulated Sugar, per cwt.	10 50
Do., barrels	10 50
Granulated gunnies, 20/5	10 90
Do., gunnies, 10/10	11 00
Do., cases, 20/5-lb. cartons	11 10
Do., cases, 50/2-lb cartons	11 25
Yellow, light, per cwt.	10 10
Do., medium, per cwt.	10 10
Do., dark, per cwt.	9 90

Oranges and Lemons Higher

Montreal.

FRUIT.—The feature of the fruit market is the lower prices quoted on new fruit while higher prices are given on oranges and lemons. Lemons have been rapidly advancing in price and are scarce. The 300's are now selling at $9.50. Strawberries, apples, peaches and plums are slightly lower in price with an improved supply. Pineapples are in big demand with a short supply and a consequent higher quotation of $8.00 per case.

APPLES—	
Boxes, 175s, 216s	4 50
Bananas (as to grade), bunch	7 00 8 00
Grapefruit, Jamaican, 64, 80, 96	5 75
Do., Porto Rico	5 00
Lemons, 300s	9 50
Cal. Navel Oranges, 200-250	7 25
Do., 150-176	6 50
Do., Blood Oranges, ½ boxes	3 75
Tangerines	4 25
Strawberries, per pint	0 30
Pineapples, 24s, 30s, 36s, crate	8 00
Watermelons, each	1 10
California Cherries, per box	5 50
Georgia Peaches, crate	5 50
California plums	5 50

Strong Nut Market

Montreal.

NUTS.—There is little change in the prices quoted on nuts. The trend of the whole market is upwards with particular strength on walnuts, peanuts, and almonds, and a good demand for all lines.

Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled		0 54
Valencia Shelled Almonds		0 44
Chestnuts (Italian)		0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.	0 17	0 18
Brazil nuts (new)		0 20
Do., Barcelona		0 15½
Peanuts, Jumbo		0 15
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1		0 11½
Do., salted, red	0 21	0 23
Do., shelled, No.-Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell		0 29
Marbot Walnuts	0 26	0 28
Do., new Naples		0 26
Do., shelled, Manchurian		0 68
Do., Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.		0 40
Do., Spanish, shelled		0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Chewing Gum Reduced

Montreal.

PACKAGE GOODS.—There are no changes in the prices of the lines listed under package goods. prices are steady with a fair demand. Some chewing gums are reduced in price. Wrigley's is three cents a box lower and some other brands are also reduced. Following the advance in the price of table salt there are slightly higher prices quoted on some package brands of table salt. Kraft Elkhorn cheese is slightly reduced in price. Camembert and Roquefort are also lower.

Breakfast food, case 18	3 50
Cocoanut, 2oz. pkgs., doz.	0 73½
Do., 20-lb. cartons, lb.	0 36
Corn Flakes, 3 doz. case	3 40 3 55 3 75
Cornmeal, yellow, 24s	3 00
Do., 36s	4 16

Oat Flakes, 20s		4 80
Rolled oats, 20s		5 00
Do., 18s		2 00
Oatmeal, fine cut, 20 pkgs.		6 75
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		3 25
Hominy, pearl or gran., 2 doz.		3 00
Health Bran (20 pkg.), case		2 85
Pancake Flour, case		3 60
Do,, self-rising, doz.		1 50
Wheat Food, 18-1½s		3 25
Wheat Flakes, case of 2 doz.		2 95
Porridge Wheat, 36s, case		6 40
Do., 20s, case		6 50
Self-rising Flour (3-lb. pkg.), doz.		2 75
Do. (6-lb. pack.), doz.		5 40
Do., Buckwheat flour, per doz.		1 50
Corn Starch (preparde)		0 10⅛
Potato Flour		0 12½
Starch (laundry)		0 08⅛
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Euamel Laundry Starch, 40 pkgs. case		
Celluloid Starcs, 45 pkgs., case		4 20
Package Cornmeal		3 00
Malt B'kfast Food (36 pkgs.)		9 50
Quaker 2-Minute Oat Food		1 80
Puffed Rice Pancake Flour		2 90
Egg Noddles, case 24		2 25
Macaroni		2 25
Quaker Quakies		3 40

New Vegetables Lower

Montreal.

VEGETABLES.—The feature of the vegetable market is the arrival of larger supplies of early vegetables, tomatoes, cucumbers, new onions and new potatoes. Cucumbers are reduced to $7.50 per crate. New potatoes are selling at from $5.00 to $7.00 per barrel and old potatoes are lower in price, selling as low as 90 cents per bag.

New cabbage		5 50
Celery, Florida, per crate	4 00	4 75
Do., California		11 00
Carrots, per bag	0 75	1 00
Cucumbers, per hamper		7 50
Garlic, lb.		0 50
Horseradish, lb.		0 60
Leeks, doz.		4 00
Lettuce		
Parsley		
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green, doz.		0 50
Potatoes, Montreal (90-lb. bg.)	1 10	1 25
Do., sweet, hamper		5 50
New potatoes, per bbl.	5 00	7 00
Spinach, box		
Spanish Onions, per case	5 00	5 50
Turnips, per bag	0 75	1 00
Red Onions, cwt.		3 00
Texas Onions, per crate		3 50
Yellow Onions, cwt.		3 25
New Tomatoes, per crate		6 50
Do., Mississippi Flats		3 50

Improved Rice Market

Montreal.

RICE.—There is no change in the rice market as far as local prices are concerned, but the situation shows a marked improvement with a better demand. There is a tendency towards higher prices which will come as soon as the stocks on hand are cleaned up.

RICE—

Carolina, extra fancy		0 07
Do. (fancy)		0 06
Honduras, fancy		0 05
Rangoon CC, pre cwt.		3 90
Do., B, per cwt.		4 15
Texas rice		0 04½
Siam		0 06
Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

French Castile Soap Lower

Montreal.

SOAP.—Pure olive oil castile soap made in France which has been very scarce is now in good supply on this market and the price quoted shows a big decline over the former price. It is now selling at $6.00 per case of 200 bars. This price was formerly $9.00 and during the war as high as $21.00. A case of 50 one pound bars sells at $7.50.

Kraft Paper Advance

WRAPPING PAPER.—An advance in the price of Kraft wrapping paper is announced, which amounts to 2½ cents per pound in rolls. This makes the price 13½ cents per pound.

Fibre Pails Reduced

WASH TUBS.—Eddys have made a reduction in the prices on wash tubs and pails made of paper fibre. The reduction amounts to about ten per cent. or about 60 cents per dozen on the fibre pails.

Table Salt Advanced

SALT.—Table, dairy and fine salt is advanced in price this week. The 280 pound barrels of dairy salt are advanced to $4.50 and the dairy salt is advanced to $5.60. The 200 pound bags of fine table salt are advanced to $2.88. There is an advance of 10 cents per barrel on the pound bags of table salt, making the price $7.60.

Maple Sugar Lower

MAPLE SUGAR.—Some lower prices have been quoted on maple syrup and maple sugar owing to the surplus stock on hand in Canada this year. The demand for export has not been as large this year as formerly and a domestic market must be sought by these products. Forty pound boxes of maple sugar are reduced to $3.

ONTARIO MARKETS

TORONTO, June 15.— The sugar market is in an unsettled condition in view of the weakness in the raw market. Canned tomatoes and peas are showing signs of scarcity and prices are firmly maintained. Some brands of jams are still offered at a lower price than the manufacturer's list. Teas and coffees continue to hold a strong position with higher prices in primary markets. Walnuts and almonds are firm and stocks of walnuts are fairly well cleaned up in France. Brazils are showing more activity and show signs of firmness. Bulk cereals are quiet and fairly steady. Cornflakes are quoted at a lower price. One brand of condensed milk has declined. One brand of soluble coffee is higher while cotton twine is reduced. Prunes, apricots and evaporated apples are holding a firm position at the recent advances in primary markets. Southern rices are firmer with some wholesalers quoting a higher price on Blue Rose. Strawberries are commencing to arrive in fair quantities and the crop looks promising. New potatoes are lower while asparagus is about finished.

Canned Soup Advanced

Toronto.

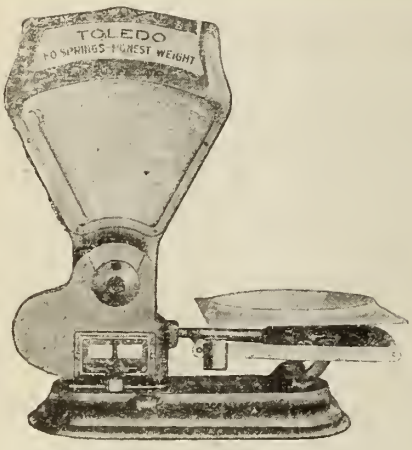
CANNED GOODS.—Supplies of canned tomatoes and peas are showing signs of scarcity and it is likely that these lines will be pretty well cleaned up by the time the new pack is ready for the market. Canned vegetables are maintaining a steadier basis, but fruits show no indication of stabilization, quotations continuing irregular. Jams are still offered at 72 cents. Campbells soups are advanced to $1.65 per dozen.

Salmon—

Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska, reds, 1s, doz.	4 25	4 50
Do., ½s,		2 50
Cohoe, 1s, doz.		3 60
Do., ½s, doz.		2 00
Pinks, 1s doz.		2 10
Lobsters, ½-lb., doz.	3 25	3 50
Do., ¼-lb. tins		2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	

Canned Vegetables—

Tomatoes, 2½s, doz.	1 60	1 85
Peas, standard, doz.	1 65	1 70
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 20
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, p'served, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.		5 00
Apples, gal., doz.		4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s,	4 50	5 00
Jams—		
Apricots, 4s, each		0 90



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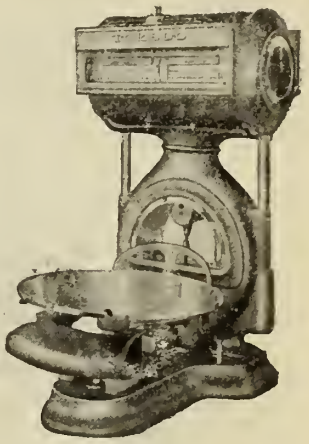

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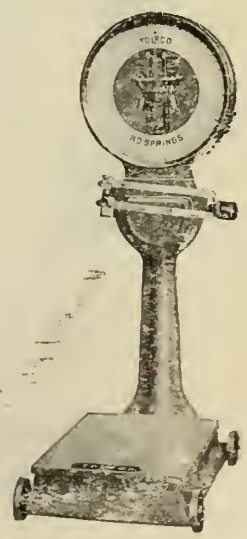

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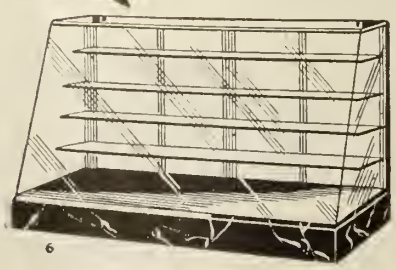

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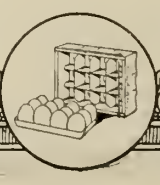

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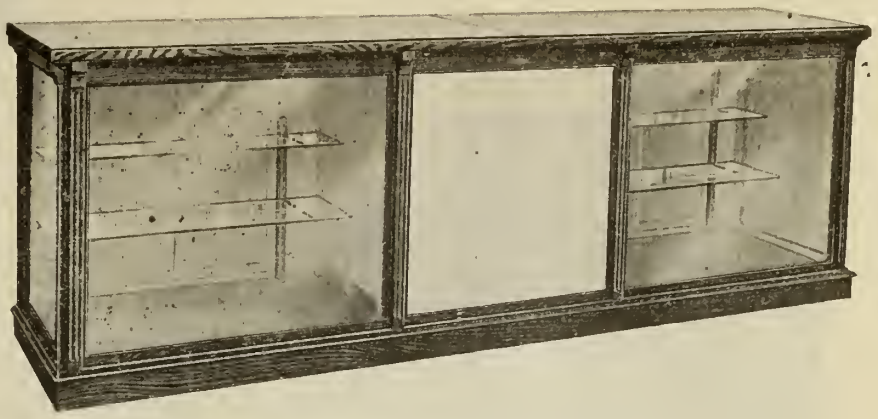

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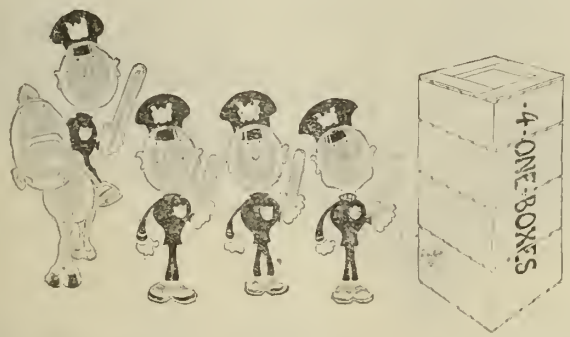

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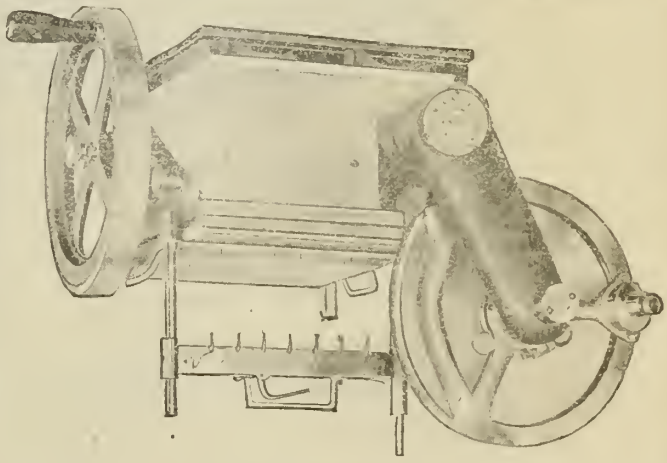

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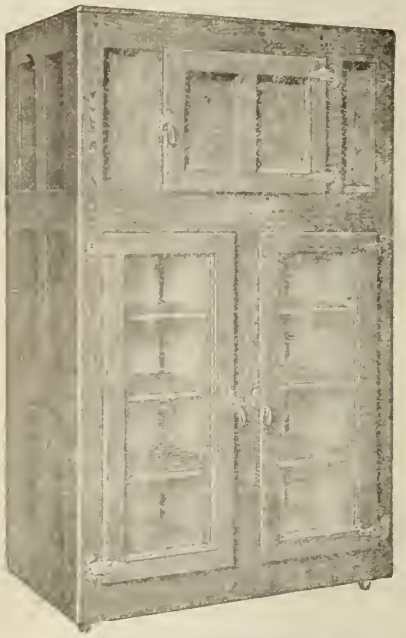
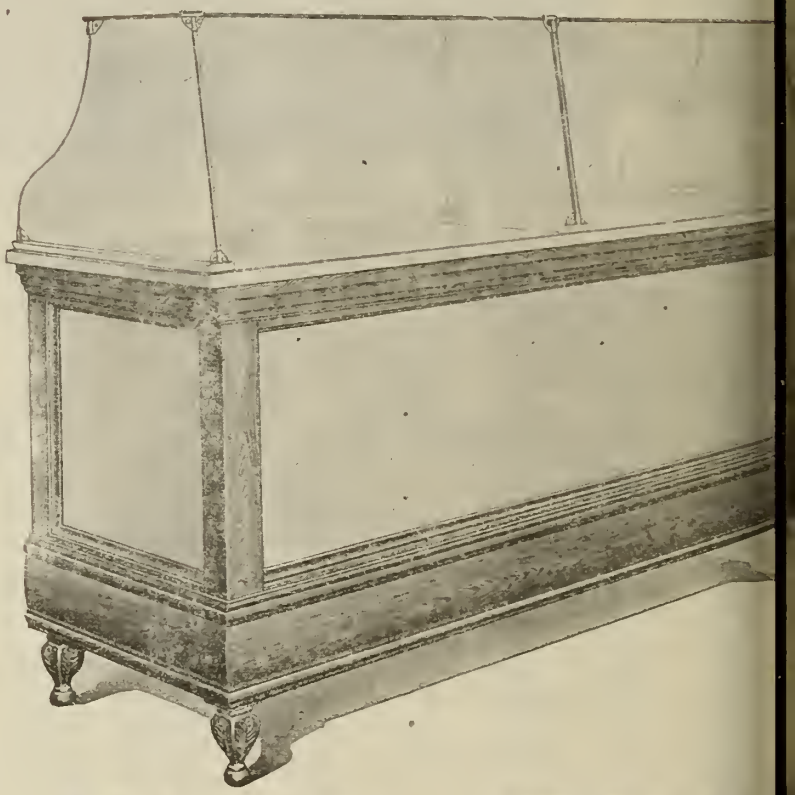


Freeman's Butcher Refrigerator



SHOW CASES

To secure business merchants must dsplay their goods. The counter illustrated is just the style to secure the best results. Can be supplied with or without glass top. Many other designs to choose from, or we will make goods to suit your special requirements.

W. A. FRE

HAMILT

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MAN'S
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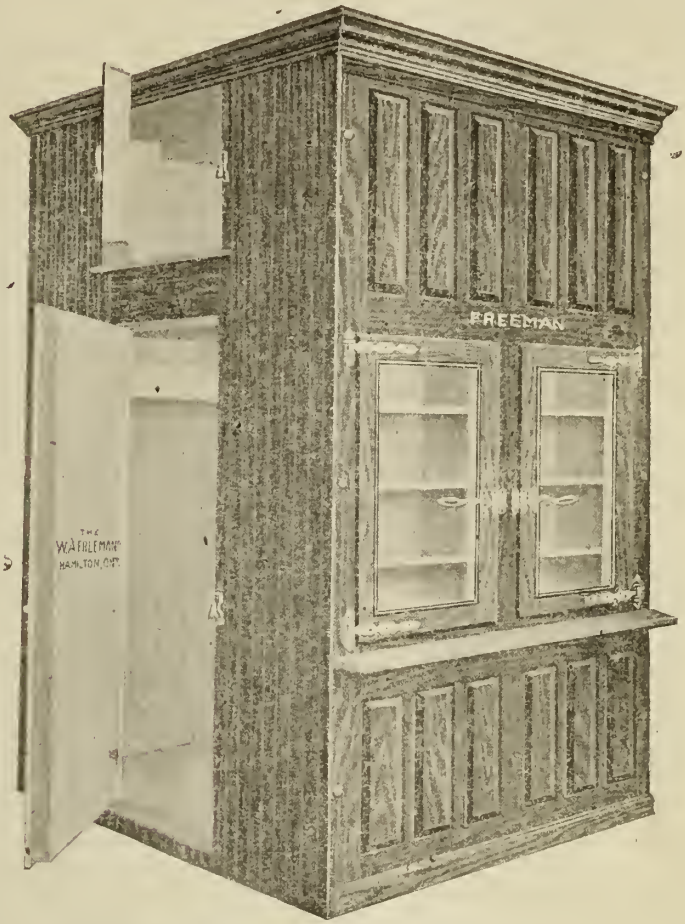
NEW EQUIPMENT

Mr. Merchant: Do you want to make money? If so, link up with Freeman, dispose of your old out of date equipment and keep abreast of the times. Write for our catalogue.

Grocers Counters
Store Shelving
Coffee Mills
Electric Mincers
Slicing Mchines



Freeman's Dry Air Refrigerator, Style BS

AN CO., Ltd.
NADA

s BICKLE & McNAIR
AST

All kinds of grocers and butchers supplies in stock at lowest market prices.

Blk. Currants, 16 oz., doz. ..	4 60
Do. 4s, each	0 94
Gooseberry, 4s, each	0 89
Do., 16 oz., doz.	4 10
Peach, 4s, each	3 75
Do., 16 oz., doz.	0 83
Red Currants, 16 oz., doz. ..	4 40
Do., 4s, each	0 94
Raspberries, 16 oz., doz. ...	4 60
Do., 4s. each	0 94
Strawberries, 16 oz., doz. ..	4 60

Dried Fruits Firm

DRIED FRUITS. — Apricots continue in a strong position with limited supplies under an active movement for European export. Another lot of apricots held in bond by a Toronto importer were resold to an American buyer at an advance of six cents per pound. Prunes are steady to firm under the recent advances at the coast, but wholesale prices on spot are unchanged at the lower level. Evaporated apples are active in a firmer and higher market. Halowee dates are becoming cleared up. Sair dates are offered at 6¾ cents per pound.

Candied Peels—		
Lemon		0 42
Orange		0 44
Citron		0 72
Currants—		
Greek, Filiatras, cases ..		0 17
Do., Amalias		0 17
Do., Patras		0 17
Do., Vostizza		0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case		5 50
Dromedary, 3 doz. to case		7 00
Fard. per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 11
Figs—		
Smyrna layers, 4 Crn., lb.	0 30	0 32
Do., layers, 6 crn., lb.	0 36	0 38
Natural pulled, in bags		0 10½
Prunes—		
30-40s, 25s		0 20
40-50s, 25s		0 16
50-60s, 25s		0 13
60-70s, 25s		0 10
70-80s, 25s		0 09½
80-90s, 25s		0 09
90-100s, 25s		0 08
Peaches—		
Standard, 25-lb. box, pld.	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 19	0 30
Apricots—		
Fancy		0 46
Choice		0 42
Standard		0 34
Raisins—		
California, bleached, lb.		0 27½
Seedless, 15-oz. packets		0 29
Seeded, 15-oz. packets		0 28½
Crn. Muscatels, No. 1, 25s		0 26
Turkish Sultanas, pkgs.		0 27
Thompsons, Seedless ..		0 28½
Valencia		0 23
Evaporated apples	0 14	0 15

Cereals Fairly Firm

Toronto.

CEREALS.—The cereal market has a firm tone which is particularly noticeable on rolled oats. Quotations are unchanged.

	F.o.b. Toronto
Barley, pearl, 98s	5 50
Barley, pot, 98s	4 75
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 00
Cornmeal, Golden, 98s	2 75
Oatmal, 98s	4 50
Corn Flour, 98s	3 75
Rye Flours, 98s	6 00
Rolled oats, 90s.	3 20
Rolled wheat, 100 lb. bbls.	6 75
Cracked Wheat, bag	5 00
Breakfast Food, No. 1	6 00
Do., No. 2	6 00
Rice Flour, 100 lbs.	10 00
Linseed meal, 98s	6 50
Flaxseed, 98s	7 00
Peas, split, 98s	5 75
Marrowfat green peas	0 05¼ 0 06
Graham flour, 98s	4 75
Whole Wheat Flour	4 85
Wheat Kernels, 8s	6 [illegible]
Farina, 98s	6 35

Coffee Market Strong

COFFFE.—The condition is the primary markets continue strong and although spot prices are unchanged at present a higher level of values can be expected.

Java, Private Estate	0 51	0 53
Bogotas, lb.		0 43
Guatemala, lb.	0 48	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Mocha, lb.	0 52	0 55
Rio, lb.		0 24
Santos		0 35

Fair Crop of Strawberries

Toronto.

FRUITS.—Strawberries are commencing to arrive in fair volume and although the late frosts considerably damaged the crop, the yield will be a fair one in the Niagara peninsula Districts, particularly as the acreage this year shows a slight increase over last year. Lemons continue in scant supply with quotations holding the high figure at $10.00 per box. Cantaloupes have made their appearance and are quoted at $7.50 to $8.50 per crate. California decidious fruits are also arriving. Apricots are selling at $4.50 to $4.75, plums at $4.50 to $5.00 and cherries at $5.00 to $6.00 per box. Watermelons are in demand at $1.50 each. Georgia peaches in six basket carriers are selling freely at $5.50.

Oranges, Cal. Valencias.		
Do., 126		6 00
Do., 150s, 176s	6 50	7 00
D., 200s 216s, 250s		7 00
Grapefruit, Cubans—		
54s, 64s		6 50
70s, 80s, 96s		6 50
Bananas, Port Limons		0 09½
Lemons, Cal.		10 00
Do., Messinas		
Apples—		
Winesaps, per box		4 50
Strawberries, qts.	0 20	0 25
Do., qts.		0 25
Pine apples	6 25	7 00
Watermelons, each		1 50
Peaches, 6 baskets to crate		5 50
Cantaloupes, 45s, per crate	7 50	8 50
Peaches, 6 bkt. crate		5 50
Cal. Apricots, per box	4 50	4 75
Cal. Plums, per box	4 50	5 00
Cal. Cherries, per box	5 00	6 00

Brazils Showing Firmness

Toronto.

NUTS.—Shelled walnuts continue to hold firm at 73 cents per pound for Bordeau halves. Little change can be expected as the primary markets are practically cleaned up. Almonds are steady to strong at 42 to 47 cents per pound. Peanuts have a firmer tone with primary prices advanced. Brazils are showing more activity since the lower prices and there are indications for advances with a likelihood for a scarcity on the large washed variety.

Brazil nutts, large lb.	0 17	0 20
Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.		
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack ..		7 50
Cocoanut, unsweetened, lb. ..		0 30
Do., sweetened, lb.		0 35
Do., shred.		0 25
eanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 20	0 22
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 73	0 75
Do., Manchurian		0 58
Do., broken		0 43
Peanuts, Spanish, lb.		0 10
Brazil nuts, lb.		0 75
Pecans, lb.		1 40

Cornflakes Lower

Toronto.

PACKAGE GOODS.—A slight reduction is announced on cornflakes. Waxtite is quoted at $3.35 per case and Kelloggs (London) $3.50 per case. Other quotations are unchanged.

PACKAGE GOODS

Rolled Oats, 20s, rd., case	5 00
Do., 20s, square, case	5 00
Do., 18s, case	2 00
Do., Aluminum Prem., 20s	6 40
Corn Flakes, 36s, case	3 35 3 75
Porridge Wheat, 36s, regular case	6 00
Do., 20s, family, case	6 80
Cooker Pkg. Peas, 36s, cs	2 85
Cornstarch, No. 1, 1b. crtns.	0 10⅝
Do., No. 2, lb. cartons ..	0 09⅛
Laundry Starch	0 08½
Do., in 1 lb. cartons	0 08⅞
Do., in 6-lb. wood boxes	0 08⅞
Do., in 6 lb. tin canisters	0 12⅝
Celluloid Starch, case	4 15
Potato Flour, case 20 1-lb. pkgs.	2 50
Do., case 24 12-oz. pkgs.	2 30
Fine oatmeal, 20s	5 75
Cornmeal, 24s	3 60
Farina, 24s	3 25
Barley, 24s	2 75
Wheat Flakes, 24s	5 00
Wheat kernels, 24s	4 50
Self-rising p'cake flour, 24s	3 00
Buckwheat flour, 24s	3 50
Two-minute Oat Food, 24s	1 80
Puffed Wheat, case	4 40
Puffed Rice, case	5 70
Health Bran, case	2 85
F.S. Hominy, gran., case ..	3 00
Do., pearl, case	3 00
Scotch Pearl Barley, case ..	2 70

Self-rising Pancake Flour, 30 to case	....	4 20
Do., Buckwheat Flour, 30 to case	....	4 20
Self-rising Pancake Flour, 36 to case	....	7 15
Do., Buckwheat Flour, 18 to case	....	3 65
Do., Pancake Flour, 18 to case	....	3 65
Puffed Rice Pancake Flour, 24s	....	2 90

Blue Rose Rice Higher

RICES.—Southern prices continue to maintain a strong tone at the higher level reached two or three weeks ago. Spot quotations on fancy Blue Rose are advanced in some quarters to seven cents per pound, but some wholesalers continue to quote at fifty cents per hundred under.

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.	0 06½	0 07
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08

Syrups Unchanged

SYRUPS.—The market for corn syrups is holdin steady to firm at unchanged quotations. Molasses is easy with a likehood for lower levels.

Corn Syrups—		
Bbls., about 700 lbs., y'low	....	0 06½
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	...	4 60
Cases, 5-lb. tins, white, 1 doz. in case	....	5 90
Cases, 10-lb. tins, white, ½ doz. in case	....	3 60
Cases, 2-lb. tins, yellow, 2 doz. in case	....	4 00
Cases, 5-lb. tins, yellow 1 doz. in case	....	5 30
Cases, 10-lb. tins, yellow, doz. in case	....	5 00
Cane Syrups—		
Barrels & half barrels, lb.	....	....
½ barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	6 00	6 50
Molasses—		
Fcy., Barbadoes, bbls., gal.	....	1 65
Choice Barbadoes, barrels	....	1 35
New Orleans, bbls., gal.	0 46	0 56
Do., half bbls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	....	7 75
Tins, 3-lb., table grade, case 2 doz., Barbadoes	....	10 75
Tins, 5-lb., 1 doz. to case, Barbadoes	....	8 95
Tins, 10-lb., ½ doz. to case, Barbadoes	....	8 60
Tins, No. 2, baking grade, case 2 doz.	....	4 20
Tins, No. 3, baking grade, case of 2 doz.	....	5 50
Tins, No. 5, baking grade, case of 1 doz.	....	4 60
Tins, No. 10, baking grade, case of 1½ doz.	....	4 25
West Indies, 1½s, 48s	4 60	6 95

Spice Prices Steady

SPICES.—There is no change in market conditions. Small spot supplies and firm primary markets tend to keep local quotations on a steady basis.

Allspice	0 19	0 22
Cassia	....	0 26
Cinnamon	....	0 41
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Pastry	....	0 28
Pickling spices	....	0 19
Mace	...	0 75
Peppers, black	....	0 19
Do., white	....	0 31
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 35
Do., 80s	....	0 45
Do., ground	....	0 35
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Carraway seed, whole	....	0 30
Tumeric	....	0 30
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 45
American, high-test, bulk	....	0 45
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 40

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Sugar Drops 50 Cents

SUGAR.—A reduction is announced in quotations on refined sugar of 50 cents per hundred. This decline follows the weakness that has been manifest in the raw sugar market for the past two or three weeks.

St. Lawrence, extra gran., cwt.	10 84	
Atlantic, extra granulated	....	10 84
Acadia Sugar Refinery, ex. gran.	10 84	
Dom. Sugar Refinery, extra gran.	10 84	
Canada Sugar Refinery, gran.	10 84	

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Tea Market Holds Firm

TEAS.—Ceylons and Indias continue to maintain a firm tone with a decided scarcity on the finer grades. Prices in primary markets have also shown increases and importers are finding it more difficult to procure the required quality at anywhere near the price at the beginning of the year. Local wholesalers are absorbing the 2½ per cent. import Sales Tax, but they claim that with the rising primary market, local quotations will necessarily have to be advanced. Japans and greens are fairly steady.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson, thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

New Potatoes are Lower

VEGETABLES.—Local beets and carrots are commencing to make their appearance and are quoted at 75 to 85 cents per dozen bunches. Asparagus is about finished for this season, but is offered at $3.50 per 11 quart basket. Tomatoes are lower at $2.85 per flat crate. New potatoes are lower with No. 1 selling at $6.50 per barrel. Cucumbers are steady at $7.50 per hamper with Leamington hot house quoted at $3.50 to $3.75 per 11 quart basket. Old potatoes are slow at 70 to 80 cents per bag.

Cabbage	....	4 50
Onions, New Texas, crate	....	2 50
Potatoes, per bag	0 70	0 80
Head Lettuce, crate	....	3 00
Leaf Lettuce, doz.	0 25	0 60
Tomatoes, 6-bkt. crates	....	....
Do., 4-bkt. crates	....	2 85
Pepper, per doz.	....	1 25
Parsley, 11 qt. bkt.	....	1 00
New Beets	....	1 00
New carrots, per doz.	....	0 75
New spinach, bushel	....	0 75
Asparagus, local 2 doz. basket	....	3 00
Green Peas, hamper	....	5 50
Wax and green beans, hamper	....	5 50
Cucumbers, hamper	....	7 50
Do., Hothouse, 11-qt. bkt.	....	3 50
New Potatoes, bbl.	....	6 50

Condensed Milk Lower

CONDENSED MILK.—Reductions are announced on Borden's milk as follows: Eagle is now quoted at $10.50 per case, a reduction of $1.00. Reindeer is down $1.00 per case. Gold Seal is down 90 cents per case. Challenge and Clover are reduced 85 cents per case. Reindeer coffee, large size, is now $6.50 per case, a reduction of 50 cents.

Cotton Twine Lower

MISCELLANEOUS.—Four-ply white cotton twine in cones is reduced to 40 cents per pound and balls to 44 cents per pound. George Washington coffee is advanced as follows: small tins are now quoted at $4.35 per dozen: medium at $8.60 and large at $13.55 per dozen. Cowans Maple Buds and Medallions are reduced to 40 cents per pound. Charm is now put up in a new size package to retail at 15 cents and is packed in cases of 48 packages at $5.40 per case.

Flour Markets Firm

FLOUR.—The mkt. here is ruling firm and there are indications for an advance.

Millfeeds Irregular

MILLFEEDS.—The market is in an unsettled condition with prices irregular. Apparently some millers are overloaded with supplies and are cutting prices in order to reduce their stocks.

MILLFEEDS—		
Shorts, per ton	....	29 25
Bran, per ton	....	27 25
Choice Middlings, ton	....	31 25

WINNIPEG MARKETS

WINNIPEG, June 15.—The grocery markets are fairly steady and while the demand is almost entirely for immediate requirements business is reported to be showing an improvement. The local sugar market is somewhat disturbed by lower prices being quoted by the wholesalers but refiners are maintaining their price. There is practically no change in the canned goods situation except that canned vegetables are showing a firmer tone. Dried fruits are steady and lemons with a scarcity of apricots being noted. The fruit business is steady and lemons as well as oranges have shown an advance with other lines slightly easier. Vegetables are selling freely and quotations remain unchanged.

Coffee Market Steady

Winnipeg.

COFFEE.—The primary coffee market is showing a firmer tone and it is expected that coffee prices will advance. The old crop is practically exhausted and the new crop is now being delivered. A reliable estimate of the coming Brazilian crop indicates that there will be a maximum outurn of 7 million bags in the state of Sao Paulo and a maximum of 3 million bags in the states of Rio Janiero and Espirito Santo combined. It is felt that the coffee markets of the world are now under the control of Brazil. Locally the demand is steady and merchants are buying in small quantities.

Rio	0 18½	0 19½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 26	0 29

Canned Vegetables Firm

CANNED GOODS.—The market for canned vegetables is showing a steadier tone, more especially on tomatoes, peas and corn, due to the fact that independent stocks are practically cleaned up. Coast salmon packers have agreed to pay a certain price for sockeye salmon, which is considered a much lower figure than has been offered for years. An improvement is shown in the demand for salmon and sardines. Canned fruits are generally quiet with a better movement being noted for pineapple. Prices on all canned goods continue unchanged.

CANNED FISH

Shrimps, 1s, 4 doz. case, doz.	2 70	2 75
Finnan Haddie, 1s, 4 doz. case	9 35	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can,), 1s, 4 doz. case, case	7 25	9 00
Do., imp., ½s, 100 doz. cs	30 00	32 00
Do., imp., ½s, 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		2 80
Do., ½s, 4 doz. case, doz.		4 55
Oysters, 1s, 4 oz., 4 doz. cs, cs		8 60
Pilchards, 1s, tall, 4 doz. cs, cs		7 35
Do., ½s, flat, 8 doz. case, cs		10 00

Salmon—	per case
Sockeye, 1s, tall, 4 doz. case	22 00
Do., ½s flat, 8 doz. in case	23 75
Red Spring, 1s, tall, 4 doz. cs	14 75
Do., ½s, flat, 8 doz. case	16 50
Cohoe, 1s, tall, 4 doz. case	16 75
Do., ½s, flat, 8 doz. case	18 25
Pink, 1s, tall, 4 doz. case	7 00
Do., ½s, flat, 8 doz. case	8 50
Humpback, 1s, tall, 4 doz. cs	6 00

CANNED FRUIT (Canadian)

Apples, 6 tins in case, case	2 90	3 35
Blueberries, 2s, 2 doz. case		7 15
Cherries, 1s, 4 doz. case	8 25	9 00
Peaches, 2s, 2 doz. case	6 75	7 50
Pears, 2s, 2 doz. case	7 75	8 00
Plums, Greengage, 2s, 2 doz. cs		5 00
Do., Lombard, light syrup, 2s, 2 doz. case		4 65
Do., heavy syrup, 2s, 2 doz. case		5 95
Raspberries, 2s, 2 doz. case	10 25	10 75
Strawberries, 2s, 2 doz. case	9 00	9 75

CANNED FRUIT (American)

Apricots, 1s, 4 doz. case		B 65
Peaches, 2½s, 2 doz. case		12 60
Do., sliced, 1s, 4 doz. case		14 50
Do., halved, 1s, 4 doz. case		14 50
Do., 2s, 2 doz. case		9 75
Pears, 1s, 4 doz. case		16 25
Pineapples, sliced, 2s, 2 doz. cs		8 00

CANNED VEGETABLES

Asparagus, Tips, 1s, tins, 4 doz. case, per doz.		4 75
Beans, Goldn Wax, 1s, doz. cs.		4 75
Beans, Refugee, 2s, 2 doz. case		4 75
Corn, 2s, 2 doz. case	3 30	4 00
Peas, Early June, 2s, 2 doz. cs	4 50	4 80
Sweet Potatoes, 2-½s, 2 doz. cs		7 00
Pumpkins, 2-½s, 2 doz. case		3 00
Sauer Kraut, 2-½s, 2 doz. case		4 90
Spaghetti, 2 doz. case		2 15
Tomatoes, 2-½s, 2 doz. case	3 60	3 85
Spinach, 2-½s, 2 doz. case	6 75	7 25

Tea Market Steady

Winnipeg.

TEA.—The tea markets have developed no new features and is maintaining its firm tone on the finer grades. Locally the demand has been fairly steady and merchants continue to buy in small quantities.

INDIA AND CEYLON—		
Pkoe Souchongs, 1st quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoes, first quality	0 40	0 40
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken Orange Pekoe, 1st quality	0 50	0 60
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

Sugar Declines

SUGAR.—The market in sugar shows easier tendencies this week and wholesalers report a decline of 50 cents, the price to the trade now being $11.50 per hundred.

Extra gran'lated, bags, 100 lbs.	11 50
Do., gunnies, 5/20 lbs.	11 90
Do., gunnies, 10/lbs.	12 00
Do., cartons, 20/5 lbs.	12 10
Do., cartons, 50/2 lbs.	12 25
Yellow, No. 1 lt., bags, 100 lbs.	11 10
Do., golden, bags, 100 lbs.	11 00
Powdered Sugar, bbls.	12 10
Do., boxes, 50 lbs.	12 30
Do., boxes, 25 lbs.	12 50
Icing, barrels	12 25
Do., boxes, 50 lbs.	12 40
Do., boxes, 25 lbs.	12 60
LUMP SUGAR—	
Soft Lumps, boxes, 100 lbs.	12 70
Do., boxes, 50 lbs.	12 80
Do., 25 lbs.	13 00
Do., cases, 20 cartons	13 75
Do., cases, 40 half cartons	14 50
Small Lumps, boxes, 100 lbs.	12 60
Do., boxes, 50 lbs.	12 70
Do., boxes, 25 lbs.	12 90
Do., cartons, 50/2 lbs.	14 00
Hard Lump Sugar, barrels	12 90
Do., boxes, 100 lbs.	12 90
Do., boxes, 50 lbs.	13 00
Do., boxes, 25 lbs.	13 15

Corn Syrup Declines

SYRUP.—Yellow corn syrup has declined 65 cents per case on 2s and 60 cents per case on the other sizes. There is no change in bulk or white corn syrup.

CANE SYRUP—	
No. 2s	6 85
No. 5s	7 90
No. 10s	7 35
No. 20s	7 15
CORN SYRUP—	
Cases, 2-lb. tins, white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Cases, 20-lb. tins, white, ¼ doz in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins, yellow, 1 doz. in case	4 55
Cases, 10 lb. tins, yellow, doz. in case	4 30
Cases, 20-lb. tins, yellow, doz. in case	4 30
MAPLE SYRUP—	
Pure, 2½s tins cs. of 2 doz.	2.4 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
TABLE SYRUP—	
Maple flavor, 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, per cs. of 1 doz.	12 00
Do., 1s, tins, case of ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
3-lb. tins, 2 doz. case	11 70
5-lb. tins, 1 doz. case	9 50
10-lb. tins, ½ doz. case	9 20
Molasses quotations subject to 5 per cent. discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	4 85
2s, 4 doz. in case	4 40
2½s, 4 doz. in case	4 10
5s, 4 doz. in case	4 10
10s, 4 doz. in case	4 00

Cereal Market Firm

CEREALS.—There is no change in the cereal market. Rolled oats and barley are steady. Beans are showing a firmer tendency. Buying continuess small, being only for immediate requirements.

PACKAGE CEREALS

Rolled oats, 20s, roud cartons	4 75	6 00
Do., 18s, case		2 45
Corn Flakes, 36s, case	3 50	3 85
Cornmeal, 2 doz. case, case		3 85

Puffed Wheat, 3 doz. case, cs		4 40
Puffed Rice, 3 doz. case, case		5 70
Grape Nuts, 2 doz. case, case		3 83
Package Peas, 3 doz. case, cs		3 00
Cream of Wheat, 3 doz. cs, cs		9 00
BULK CEREALS		
Rolled Oats, 80s, per bag		2 60
Do., 40s, per bag		1 37
Do., 20s, per bag		0 72
Do., 10-8s, per bale		3 45
Do., 15-6s, per bale		4 00
Oatmeal, 98s, gran. or std., bag		3 50
What Granules, 98s, per bag		6 00
Do., 16-6s, per bale		6 75
Peas, whole, green, 100-lb. bag, per bush.		3 80
Do., split, yellow, 98s, bag		7 90
Do., split, yellow, 49s, bag		4 00
Do., 24s, per bag		1 95
Do., 10-10s, per bale		3 65
Buckwheat grits, whole, 98-lb. bags, per bag	8 25	8 50
Beans, 100-lb. bags, per bushel	3 40	3 60
Lima Beans, 100-lb. bags, lb.	0 10½	0 12

Dried Fruits Unchanged

DRIED FRUITS.—Reports from the primary market state that apricots have been well cleaned up as export buyers have taken practically all that was on the market. Prunes are no way near as scarce as apricots, but there is a scarcity in certain sizes. Seedless raisins which have been active are getting scarcer. Figs and dates continue nominal.

DRIED FRUIT		
Evaporated Apples, per lb.		0 14
Currants, 90-lb., per lb. ..	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.	0 15½	0 16¼
Dates, Hallowee, bulk, lb.		0 12½
Do., pkge., 3 doz. case, lb.		0 15¾
Figs, Spanish, per lb.		0 15
Do., Smyrna, per lb.		0 23
Do., black, cartons, ctn.		1 00
Loganberries, 4 doz. cs., pk.		0 20
Peaches, standard, per lb.	0 20	0 21
Do., fancy, per lb.	0 24	0 24
Do., Cal., in ctns., ctn.		1 10
Do., unpitted, per lb.		0 12
Pears, extra choice, per lb.		0 25
Do., Cal., cartons, ctn.		1 68
Prunes—		
30 40s, 25s, per lb.		0 19
40 50s, 25s, per lb.		0 17
50-60s, 25s, per lb.		0 14
60-70s, 25s, per lb.		0 12¼
70-80s, 25s, per lb.		0 10¾
80-90s, 25s, per lb.		0 09¾
90-100s, 25s, per lb.		0 08½
In 5-lb. cartons, per ctn.		0 60
Raisins—		
Cal., pkg., seeded, 15 oz., fcy., 3 doz. case, pkg.		0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.		0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.		0 23
Choice seeded, 11 oz., 4 doz. to case, per pkg.		0 22½
Cal., bulk, seeded, 25-lb. boxes		0 27
Do., pkt. seedless, 11 oz., 3 doz. to case, lb.		0 22
Do., bulk, seedless, 25-lb. boxes, per lb.		0 27
Pears, extra choice, per lb.		0 30
Apricots, choice, 25s, lb.		0 32
Do., 10s, lb.		0 34
Do., Standard, 25s, lb.		0 28
Do., choice, 10s, lb.		0 30
Do., fancy, 25s, lb.		0 36
Do., fancy, 10s, lb.		0 38

Prices Named on New Jam

JAMS.—Eastern manufacturers have named their prices on new packed strawberry jam and it is quoted from 85 cents to $1.10 per tin f.o.b. Winnipeg. It is expected that jams will show an improvement in the demand.

Eastern		
Strawberry, 4s, per tin		0 86
Black Currant, 4s per tin		0 86
Raspberry, 4s, per tin		0 86
Apricots, 4s, per tin		0 80
Cherry, 4s, per tin		0 80
Peach, 4s, per tin		0 80
Compound (all flavors), 4s, tin	0 53	0 58
Western		
Strawberry, 4s, per tin		0 95
Black Currant, 4s, per tin		0 95
Raspberry, 4s, per tin		0 95
Apricot, 4s, per tin		0 90
Cherry, 4s, per tin		0 90
Peach, 4s, per tin		0 90

Flour Unchanged

FLOUR.—The market is steady and unchanged under a quiet demand.

98-lb. sacks	5 47½
Two 49-lb. sacks	5 55
Four 24-lb. sacks.	5 65

Spice Market Steady

SPICES.—There is a quieter market for black pepper. White peppers are firm on spot, but lower prices are expected for future shipments. Cassia on spot are very light and prices have an upward inclination. Nutmegs are in a strong position due to a steady demand and limited supplies. Other spices are moving steadily into consumption on small orders and are held steadily at the quotations.

Allspice, Jamaica, best qual., lb.		0 28
Cassia, Batavia, per lb.		0 38
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 85
Do., No. 0, carton, doz.		1 00
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1		0 65
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 80
Nutmegs, extra large brown, 70 to lb., per lb.		0 70
Do., lg. brown, 85 to lb., lb.		0 40
Do., med., brown, 110 to lb., lb.		0 38
Do., carton of six, per doz.		0 80
Pepper, blk., Singapore, ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb. pkg., per doz.		1 00
Do., bulk, No. 1, per lb.		0 28
GROUND SPICE		
Allspice, bulk, per lb.		0 25
Do., No. 2, per lb.		0 25
Do., 2 oz cartons		0 80
Do., 4 oz. cartons		1 20
Cassia, No. 1 bulk, per lb.		0 20
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		1 00
Do., No. 1, 4 oz. cartons		1 50
Cinnamon, bulk, per lb.		0 45
Do., 2 oz. cartons		1 15
Cloves, bulk, per lb.		0 65
Do., 2 oz., cartons		1 45
Do., 4 oz. cartons		2 00
Do., 4 oz. cartons		1 75

Nut Market Firm

NUTS.—Shelled walnuts continue to hold firm. The peanut market is firm and number one Spanish shelled peanuts have a firmer tendency. Almonds continue scarce with quotations unchanged. Pecans are scarce and high.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, lb.		0 12½
Pecans, per lb.		1 40
Walnuts, per lb.		0 69
NUTS IN SHELL—		
Peanuts, rsted., Jumbo, lb.		0 25
Walnuts, per lb.		0 25
Almonds, per lb.		0 25
Brazils, per lb.		0 25
Pecans, per lb.		0 28
Cocoanuts, per doz.		1 50
Cocoanuts, per sack		11 00

Starch in Demand

STARCH.—There is a big demand for starch and quotations remain unchanged.

Cornstarch, 1-lb. pkgs., lb.	0 09⅛
Do., No. 1 quality, per lb.	0 10⅝
Gloss, 1-lb. pkgs., per lb.	0 10⅞
Celluloid, 1-lb. pkgs., case	4 30

Rice Market Firmer

RICE.—The rice market continues strong with a better undertone noted. The local market is unchanged, but it is intimated that prices on southern rice will be advancing in the near future.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 07¾
Do., 50-lb. sacks, lb.	0 08
Siam, 100-lb. bags	0 0[illegible]
Do., 50-lb. bags	0 08¼
Sago, sacks lots, 130 to 150 lbs., per lb.	0 09
Do., in less quantities, lb.	0 09¼
Tapioca, pearl, per lb.	0 07⅞

California Plums Arrive

FRUIT.—The fruit business is reported steady. California plums and apricots have arrived on the market and are quoted at $5.00 per case. Lemons have shown an advance and are quoted at $10.00 per case. Oranges are also higher and are quoted at $4.00 per case. Lower prices are expected on this line. Washington cherries in 20 pound lugs are quoted at $7.50 per gross. Cantaloupes are selling freely at $12.50 per case. Georgia peaches are in good demand at $7.00 per case. California grapefruit is quoted at $7.50 per case.

ORANGES, Valencia—	
126s, per case	7 00
150s, per case	7 00
176s-200s, per case	7 00
216s, per case	7 00
250s, 28, 324s, 360s, per case	7 00
Lemons, Cal., per case	10 00
Grape Fruit—	
64s, 80s, per case	7 50
64s, 70s, 96s, case	7 50
Bananas, per lb.	0 12
APPLES—	
Winesap, 138s & larger, cs.	4 25
153s, 163s, per case	3 75
173s, 188s, per case	3 50
216s, per case	3 00
Delicious, small sizes, case	4 50
Pineapple, per case	7 50
Strawberries, qts., per case	4 00

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE

CALGARY, ALTA., June 14.—Corn syrup dropped 60 cents per case. Condensed milk declined 90 cents to $1.00 per case. Large Ontario cheese is easier at 20 to 21½ cents per pound. Hallowee'en dates are quoted at 14 cents and Sair at nine to ten cents. American pack standard peas are quoted at $3.60 and tomatoes at $3.85. Peameated back bacon is down 2½ cents per pound. B.C. strawberries are selling at $4.25 per crate. Molasses in large containers are scarce on account of the big demand through the grasshopper plague. One brand of lye is down 25 cents per case.

Beans, B.C., per hundred	4 75	5 50
Rolled oats	....	8 80
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.	....	12 02
Cheese No. 1, Ont., large	0 22	0 23
Alberta cheese, twins	....	0 26
Do., large	0 22	0 24
Butter, creamery, lb.	....	0 35
Do. dairy, lb.	0 25	0 30
Lard, pure, 3s	10 50	11 10
Eggs, new laid, local, case	....	8 00
Tomatoes, 2½s	4 00	4 25
Corn, 2s, case	3 25	4 85
Peas, 2s, standard case	3 60	4 10
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 15½
Do., 25s, lb.	0 14½	0 16½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 08½
Do., 70-80s	0 08½	0 11
Do., 60-70s	0 12	0 12¾
Potatoes, local ton	25 00	0 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

ST. JOHN, N.B., June 14.—Very few price changes are noted on the local market. Lemons are firm and higher at $11.00 to $12.00 per case. Oranges are firmer at $6.50 to $8.00 per case. Bananas are easier at eight to ten cents per pound. Granulated cornmeal advanced 15 cents, making the price $3.65. Rolled oats are stronger with prices advanced 25 cents bringing the price to $8.80.

Cornmeal, gran., bags	....	3 65
Do., ordinary	....	2 30
Rollde oats	....	8 80
Rice, Siam, per 100 lbs.	6 50	7 00
Tapioca, 100 lbs.	8 00	10 00
Molasses	0 66	0 68
Sugar—		
Standard, granulated	....	10 70
No. 1, yellow	....	10 20
Cheese, new, twins	0 19	0 20
Eggs, fresh, doz.	0 25	0 27
Lard, pure, lb.	0 15	0 15½
Do., compound	0 13¼	0 13½
Tomatoes, 2½s, std., case	....	3 80
American clear pork	31 00	33 00
Beef, corned, 1s	....	4 00
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	0 30	0 33
Do., dairy	0 25	0 29
Do., tub	0 24	0 28
Potatoes, per bbl.	1 25	1 75
Corn, 2s, standard, case	....	3 30
Peas, standard, case	....	3 60
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	11 00	12 00
Oranges, California	6 50	8 00
Bananas, lb.	0 08	0 10
Grapefruit, case	8 50	9 50

Nova Scotia Markets

FROM HALIFAX, BY WIRE

HALIFAX, N. S., June 14.—Generally speaking business has been good during the week, with few price changes. Salmon shows a decrease, pinks are now quoted at $7.00, cohoes at $14.00 and chums at $6.00. Lemons are now quoted at $12.00 per case which is double the price of two weeks ago. Ontario cheese is quoted at 18 cents per pound. Eggs are plentiful at 31 cents per pound.

Flour, No. 1 patents, bbl.	....	11 00
Cornmeal, bags	....	2 75
Rolled oats, per bag	....	3 85
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.	....	10 00
Sugar, standard, gran.	....	10 70
Do., No. 1, yellow	....	10 20
Molasses, gal.	....	0 70
Cheese, Ont., twins	....	0 18
Eggs, fresh, doz.	....	0 31
Lard, compound	....	0 14
Do., pure, lb.	....	0 16
American clear pork, bbl.	....	31 00
Tomatoes, 2½s, standard, doz.	....	1 90
Breakfast bacon	....	0 48
Hams, aver. 9-12 lbs.	....	0 38
Do., aver. 12-18 lbs.	....	0 38
Do., aver. 18-25 lbs.	....	0 37
Roll bacon	....	0 33
Butter, creamery, lb.	....	0 30
Do., dairy	....	0 25
Raspberries, 2s, Ont., doz.	....	4 00
Peaches, 2s, standard, doz.	....	3 00
Corn, 2s, standard, doz.	....	1 65
Peas, standard, doz.	....	1 80
Strawberries, 2s, Ont., doz.	....	4 00
Salmon, Red Spring, flats, cases	....	....
Do., Pinks	....	7 00
Do., Cohoes	....	14 00
Do., Chums	....	6 00
Evaporatted apples, per lb.	....	0 15
Dried peaches, per lb.	....	0 26
Potatoes, Nat., 90-lb. bag	....	1 15
Onions, Bermuda, case	....	2 75
Beans, white	....	3 35
Do., yellow eye	....	7 50
Bananas, lb.	0 09½	0 10½
Lemons, Cal.	....	12 00
Oranges, all sizes	....	7 50
Grapefruit, Florida, case	....	8 50
Do., Jamaica	....	7 00
Oats, per bushel	....	0 92

VANCOUVER MARKETS

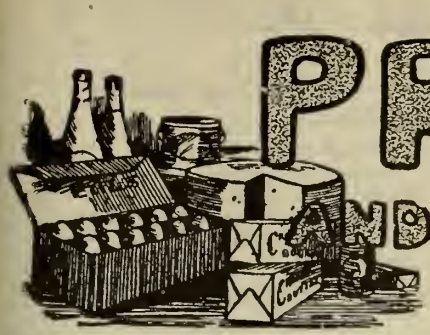
VANCOUVER B. C., June 14.—White beans are thought to have touched the bottom level and are now quoted at four cents per pound. Rolled oats are advanced 20 cents per gunny. New maple sugar is on the market selling at $7.25 per case of 50 halves. Many lines of canned meats are reduced, corned and roast beef, ones, being reduced 50 cents per case. Sugar is reduced by the refinery, the new prices being 75 cents per hundred lower, making granulated $10.75. Rogers syrups are all reduced. Twos are down 35 cents per case, bringing the price to $5.75. Other sizes are reduced, making the prices as follows: fives $6.75, tens $6.10 and twenties $5.90. Evaporated peaches are selling freely on basis of 15 cents for practically peeled Muir peaches. Small sizes of prunes are firming up, San Francisco prices having advanced 1¾ cents per pound.

ONTARIO MARKETS

Vegetables Move Freely

VEGETABLES.—There is a good demand for all vegetables and prices generally are unchanged. Ontario cucumbers have arrived on the market and are offered at $4.75 per basket. Tomatoes are unchanged and are quoted at $3.50 per case. Local rhubarb is selling freely at 2½ cents per pound. Local spinach is in good demand and is quoted at 15 cents per pound.

Rhubarb, per lb.	0 07½
Spinach, per lb.	0 15
Cabbage, by the crate, lb.	0 07½
Do., broken lots, per lb.	0 07½
Cabbage, by the crate, lb.	0 07
Head Lettuce, per case	5 00
Do., per dozen	1 25
Leaf Lettuce, per dozen	0 50
Radishes, per dozen	0 50
Green Onions, per dozen	0 35
Cucumbers, Davids', hothse, per doz.	3 50
Tomatoes, case	3 50
Onions, Valencit, per case	6 50
Do., New Texas, Ber., crt.	3 00
New Carrots, Beets and Parsnips, per lb.	0 06
Potatoes, per bushel	1 00
Do., 25 bush. lots, bu.	0 90



PRODUCE AND PROVISIONS

Sells as Much as 80 Pounds of Bacon in a Day

Henry and Glackin, St. Catharines, Ont., believe the most imporant fixture in the grocery store is the refrigerator—have two refrigerators with one fitted with special compartments for display.

"ONE of the most important fixtures in a retail store is the refrigerator," stated Mr. Henry of Henry & Glackin, St. Catharines, Ont. to a representative of Canadian Grocer. "By refrigerator I do not mean a box or a fancy case that will only keep the goods cool, but a refrigerator must be so constructed to keep the goods at an even and dry temperature. If goods are put in the box soft, the temperature must be low enough to harden it up in a short time !"

Firm Has Two Refrigerators

The Henry & Glacklin store is equipped with two refrigerators, an extra large one that occupies nearly the entire rear of the store for meats and another of medium size used for storing butter. The large refrigerator has practically two compartments, the front or the side facing the store has sliding glass doors with shelves behind making it convenient for display purposes. The rear compartment is large enough to allow the entrance of a salesman and it is in this section that the surplus stock of meat is kept.

"I have been twenty-three years in the business and my experience has taught me that nearly as much meat is spoiled through dampness as there is by not having ice at all", continued Mr. Henry "with the ——— refrigerator, the air is perfectly dry, so dry in fact, that you can strike a match anywhere inside, even on the bottom of the ice tray. Another point about this refrigerator is that the consumption of ice is very small. Of course it takes a lot to fill it when it is dry but once it is filled, it only requires a small quantity each day."

Sells 80 pounds of Bacon in One Day

Henry & Glacklin has quite an extensive trade for sliced bacon. Sales on Saturday average 80 pounds and on other days about 40 pounds, and is steadily increasing. This increase is largely attributed to the installation of a meat slicer which permits the bacon being sliced to the desired thickness required by the customer, and at the same time eliminating all waste. The method adopted by the store is to slice the bacon, preparatory for the day's business. The bacon after sliced is wrapped in wax paper, in one pound and half pound parcels, then stored in the refrigerator until wanted.

In slicing the bacon, the whole side is placed on the machine and slicing is commenced at the end. The outside pieces are mixed in with the ther slices and weighed up, but care is taken to see that not more than one outside slice is placed in one parcel. Thus it is seen that the whole side of bacon is sold at full price, and no waste ends are left over to sell at a lower price or as sometimes occurs, find the way to the garbage.

A Glass Enclosed Cheese Cutter on Counter Increases the Sales of Cheese in their Store

Hugh Stevens, Collingwood, Ont., believes that this display case and cutter has meant a larger turnover in cheese than before its installation—suggests cheese to customer—always cuts accurately.

glass enclosed meat cutter is practically essential if a grocer is going sell much cheese, according to the inion of Hugh Stephens of Collingod, Ont. Mr. Stephens has a very fine eese cutter and the same is enclosed a large glass case. It stands on the unter up near the front of the store d this location. Mr. Stephens declares, means a good deal in the way of increasing sales. It is bound to suggest cheese to the customer at the counter. The case permits of it being shown always in a clean, attractive way.

Increases Sales

Mr. Stephens states that his sales of cheese have shown a very marked increase since the installation of the case and cutter. He says where it is situated, people cannot fail to see it, and the suggestion of a pound of cheese is bound to spring in one's mind. He believes that it has been easily paid for, in the number of increased sales. Apart from the fact that the cheese is always in perfect condition, he states that the cutter cuts the cheese accurately, a pound, two pounds or half a pound as required.

Pays For Iself in a Year

W. A. Jones, Tilsonburg, Ont., is another grocer who is enthusiastic over the value of a cheese cutter in the grocery business. He told a representative of Canadian Grocer that his cheese cutter paid for itself in one year. He remarked that it always cuts the cheese accurately the weight asked for, and it is, in his opinion, a valuable piece of equipment for a grocer.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 15.—The affect of the weakness of sterling exchange has a marked influence on the produce market. The demand for butter for expert has fallen off and a weakness in that market resulted with a drop of one cent a pound. The same influence has been felt in the cheese market with a like result. Eggs on the other hand have strengthened with an improved enquiry despite the adverse sterling exchange. The production of eggs is not as large and the local consumption shows an ncrease. Perhaps the most striking feature of the market is the advance in the price of lard with a very strong market. Buying in this market has been suddenly stimulated with the affect that the large stocks that were on hand have been cut down until a much better movement from producer to consumer has resulted. Hog prices, locally stand firm with a good steady market for both fresh meats and smoked meats.

Butter Prices Lower

Montreal.

BUTTER.—During the past week there has been a marked increase in the receipts of butter and a falling off in the demand for export which has resulted in larger stocks accumulating and a weaker market. Butter prices are tending towards a lower level after the strength of the past two weeks. The depression in the export market is due to the adverse condition of sterling exchange. Local butter prices show a decline of one cent per pound.

BUTTER—

Creamery prints, qual., new	....	0 32
Do., solids, quality, new	....	0 31

Cheese Market Weak

Montreal.

CHEESE.—There is little or no change in cheese as far as the local market is concerned. A falling off in the demand for export has weakened the market. New cheese is quoted at 18 cents, but old cheese is steady in price.

CHEESE—

Large, per lb.	0 18	0 19
Twins, per lb.	0 18	0 19
Triplets, per lb.	0 18	0 19
Stilton, per lb.	....	0 35
Fancy, old cheese, per lb.	0 34	0 35
Quebec	0 21	0 22

Stronger Market For Eggs

Montreal.

EGGS.—The feature of the egg market is the increased demand from English importers for fresh Canadian eggs. This, coupled with lighter receipts of eggs on the local market has considerably strengthened prices and a much stronger market is in evidence. The demand for local consumption is large and prices are one cent higher than a week ago.

EGGS—

Fresh, selects	0 35	0 36
Do., No. 1	0 31	0 33

Lard Market Strengthens

LARD.—A much more active and stronger lard market is in evidence this week with a better demand for supplies. Prices have been advanced one cent a pound and it is expected that they will go higher during the week. The firmer tone strengthening up the situation and tends to create a bigger demand.

Montreal.

Tierces, 360 lbs.	....	0 13½
Tubs, 60 lbs.	....	0 14
Pails, 20 lbs.	....	0 14½
Bricks	0 17	0 18

Pork Prices Steady

FRESH MEATS.—The hog market has held steady through the week with good offerings and a fair demand. Prices on dressed hogs and cuts of fresh meat are unchanged. Prices on beef are unchanged with a steady market and a good demand.

FRESH MEATS

Hogs, live (selected off cars)	....	10 50
Hogs, dressed—		
Abattoir killed, 65-90 lbs.	0 19	0 20
Fresh Pork—		
Legs of pork (foot on)	....	0 30½
Loins (trimmed)	0 30	0 31
Bone trimmings	....	....
Trimmed shoulders	0 18	0 20
Untrimmed	0 16	0 18
Pork sausage (pure)	....	0 25

Fresh Beef—

(Cows)			(Steers)	
0 23	0 27	Hind quarters	0 25	0 30
0 11	0 14	Front quarters	0 12	0 16
0 35	0 38	... Loins ...	0 40	0 45

Barrel Meats Unchanged

BARRELLED MEATS.—There is no change in prices quoted on barrelled meats. The demand for local trade is light and prices are stable.

BARRELLED MEATS

Barrel Pork—		
Canadian Short cut (bbl), 30-40	....	42 00
Clear fat backs (bbl.), 40-50 pieces	....	32 00
Heavy mess pork (bbl.)	....	36 50
Plate beef	....	25 00

Smoked Meats in Demand

SMOKED MEATS.—The warmer weather has caused a bigger demand for smoked meats for local and country trade. The tone of the market is steady with no important changes in prices.

Breakfast, best	0 36	0 39
Smoked Breakfast	0 41	0 44
Cottage Rolls	....	0 33
Picnic Hams	....	0 23½
Wiltshire	0 34	0 39
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 35	0 37
Do., 14-20	....	0 35
Do., 20-25	....	0 33
Over 35 lbs.	....	0 30
Do., 25-35	....	0 31

Cooked Meats Steady

COOKED MEATS.—There is no change in prices quoted on cooked meats. With a good demand due to the summer season prices are steady.

Jellied pork tongues	....	0 38
Jellied pressed beef, lb.	....	0 37
Ham and tongue, lb.	....	0 42
Veal	....	0 30
Hams, cooked	0 50	0 55
Pork pies (doz.)	....	0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork	....	0 25
Bologna, lb.	....	0 14
Ox tongue, tins	....	0 50
Head cheese, 6-lb. tins, per lb.	....	0 15
Do., 25-lb. tin pails, lb.	....	0 13

Gaspe Salmon Reduced

FRESH FISH.—The fish market is quiet this week with better supplies and lower prices. Gaspe salmon is in better supply, quoted at 25 cents. Halibut is reduced to 19 cents and lake fish shows an improvement with a reduction of one cent a pound selling at 19 cents. The demand for fish is not as brisk as it has been.

ONTARIO MARKETS

TORONTO, June 15.—Under keen competitive buying and light receipts, the hog market moved up. There is no indication, however, that this condition will last for any length of time as packers are endeavoring to bring prices back to the lower level. Whether this can be done will depend altogether upon the number offered as there appears to be a good demand at the present time. Dressed meats are unchanged cooked hams are holding firm under light supplies and an active demand. Smoked hams are slightly higher but bacon, dry salt meats and barrel meats are lower. Lard and shortening continue easy but quotations are unchanged. Butter and cheese have easier tendencies with quotations on the former unchanged but the latter showing reductions. Eggs are firmly held under light receipts. Shipments of fresh lake fish are rather irregular with quotations unchanged but chicken halibut is quoted lower.

Butter Slightly Easier

Toronto.

BUTTER.—The butter market has developed a slightly easier tone with a tendency for a downward movement. Production is increasing very fast and as export is not very heavy, the outlook at present has an easy aspect.

BUTTER—

Creamery prints, No. 1		0 32
Do., No. 2	0 29	0 30

Cooked Hams Look Firm

Toronto.

COOKED MEATS.—There is a firm undertone to cooked hams, attributed for the most part to the recent srengthening of the hog market and the fact that supplies are none too large under an active demand which is steadily increasing as the season advances. Headcheese and bologna are down slightly while pork tongues are quoted at 37 cents in advance of one cent.

Boiled hams, lb.	0 47	0 50
Do., square pressed		0 51
Boiled shoulders, lb.		0 41
Head cheese, 6s, lb.		0 12
Choice jellied ox tongue, lb.		0 62
Jellied pork tongue		0 36
Bologna	0 16	0 18
Pork tongue, lb.		0 37
Macaroni and cheese loaf, lb.		0 23

Above prices subject to daily fluctuations of the market.

Cheese Prices Lower

Toronto.

CHEESE.—Quotations are down one cent per pound bringing the price to 17½ cents. The strength that has been manifest in the cheese market for the last two or three weeks is decidedly lacking, no doubt brought about by the shutting off of export business. In some quarters the opinion is expressed that the strength and higher prices was purely artificial and that prices were advanced by the competition in bidding for supples for export. Now that export business to a certain extent is lacking, the market has sagged to lower levels and there are strong indications that prices will go even lower. There is still a small quantity of old cheese available, but it is holding firm at 34 to 35 cents per pound.

CHEESE—

Large, old	0 34	0 35
Do., new		0 17½
Stilton, old, per lb.		0 33

Twins, 1c higher than large cheese. Triplets 1½c higher than large cheese.

Eggs Hold Firm

Toronto.

EGGS.—The market is holding firm with prices at 35 cents for No. 1 and 39 cents for selects. Production is very small and several cars have arrived from the United States to meet local demands.

EGGS—

Selects		0 39
No. 1		0 35
Selects in cartons		0 40

Live Hogs Higher

Toronto.

FRESH MEATS.—Live hog prices were higher during the week under extremely light receipts. Values have been steadily declining for some time past, but on account of the light offerings and keen competition buyers were unable to put into effect a further cut which they had set out to do. The result of the small offerings was an advance of 50 cents per hundred over last week's prices. The cattle trade has also a steadier tone. Dressed meats are unchanged.

Hogs—

Dressed, light, per cwt.		15 00
Do., heavy, per cwt.	10 00	12 00
Live, off cars, per cwt.	10 00	10 50
Live, fed & watered, cwt.	9 75	10 25
Live, f.o.b., per cwt.	9 00	9 50

Fresh Pork—

Legs of pork, up to 18 lbs.		0 26½
Loins of pork, lb.		0 25
Fresh hams, lb.		0 27½
Tenderloins, lb.		0 48
Spare ribs, lb.		0 11
Picnics, lb.		0 16
New York shoulders, lb.		0 16
Montreal shoulders, lb.		0 16½
Boston butts, lb.		0 22

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 10	0 11
Ribs, lb.	0 18	0 26
Chucks, lb.	0 10	0 12
Loins, whole, lb.	0 32	0 38
Hips, lb.	0 18	0 22

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 16	0 20
Spring lamb, lb.	0 35	0 37
Yearling lamb, lb.	0 18	0 22
Sheep, whole, lb.	0 12	0 15

Above prices subject to daily fluctuations of the market.

Halibut Easier

Toronto.

FISH.—Government fish is offered at lower prices than through the ordinary channels of trade; for instance Government whitefish is offered at 11½ cents per pound while Georgian Bay is bringing 16 cents per pound. Chicken halibut is quoted lower at 17 and 18 cents per pound. Lake fish shipments are somewhat irregular with prices unchanged.

FRESH SEA AND LAKE FISH

Cod Steak, lb.	0 09	0 10
Do., market, lb.		0 09
Halibut, chicken	0 17	0 18
Do., medium	0 22	0 23
Whitefish, Government		0 11½
Do., Georgian Bay		0 16
Frsh Herring	0 10	0 11
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 16	0 17
Fall Salmon	0 09	0 10
Haddock	0 10	0 11
Spring Salmon		0 30
Mackerel	0 11	0 12

FROZEN FISH

Halibut, medium	0 22	0 23
Do., Qualla	0 09	0 12
Flounders	0 09	0 12
Pike, round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11

SMOKED FISH

Haddies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00

PICKLED FISH

Salmon Snacks, lb.		0 24
Labrador Herrings, kegs, 100 lbs.		6 25
Do., bbls., 200 lbs.		11 75
Do., pails, 20 lbs.		2 00
Holland Herrings, Milchers		1 15
Do., Mixed		1 00

Lard Market Easy

Toronto.

LARD.—The lard market still has an easy feeling with prices unchanged this week on the tierce basis of 11¾ cents per pound. Manufacturers are apparently overloaded with lard and there seems to be no outlet except for domestic business and that is mostly on the hand to mouth basis. Formerly there was a good export demand, but this is now almost entirely lacking, which accounts for the depressed condition of this market.

LARD—

1-lb. prints	0 14	0 15
1-lb. tierces, 400 lbs.	011¾	0 12

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Hams Up, Bacon Down

Toronto.

PROVISIONS.—There is a general revision of prices in this market. Smoked hams are firm and higher while bacon shows reductions. Dry salt meats are down. Barrel meats are also lower.

Hams—

Small, 6 to 12 lbs.	0 33	0 37
Medium, 12 to 20 lbs.		0 33
Large, 20 to 35 lbs. ea., lb.	0 28	0 31
Heavy, 35 lbs. and upwards		0 27

Backs—

Boneless, per lb.	0 28	0 34
Rolled, per lb.		0 55
Peameal		0 42

Bacon—

Breakfast, ordinary, per lb.	0 29	0 34
Do., special trim		0 43
Cottage rolls	0 28	0 31
Roll, per lb.		0 26
Wiltshire (smoked sides), lb.		0 26
Do., three-quarter cut		0 32
Do., middle		0 33
Lond clear bacon, av. 50-70		

Dry Salt Meats

Lond clear bacon, av. 50-70 lbs.		0 19
lbs.		0 18
Do., av. 80-90 lbs.		0 16
Clear bellies, 15-30 lbs.		0 19
Fat backs, 10-12 lbs.		0 14

Out of pickle prices range about 2c per pound below coresponding cuts above.

Barrel Pork—

Mess Pork	32 00
Mess Pork	29 00
Short cut backs, 200 lbs.	37 00

Picked rolls, bbl., 200 lbs.—

Lightweight	41 00
Heavy	39 00

Above prices subject to daily fluctuations of the market.

Poultry Prices Maintained

POULTRY.—There are no changes in quotations. Spring chickens are arriving more freely with the market holding fairly steady at last week's quotations.

Prices Paid by Dealers

	Live	Dssd.
Turkeys	0 40	0 45
Chickens, spring	0 45	0 55

Roosters	0 15	0 20
Fowl, over 5 lbs.	0 23	0 23
Fowl, 4 to 5 lbs.	0 20	0 20
Fowl, under 4 lbs.	0 23	0 23
Ducklings	0 35	0 35
Guinea hens, pair	1 25	1 50
Prics quoted to retail trade: Dressed		
Turkeys	0 50	0 55
Hens, heavy	....	0 28
Do., light	....	0 25
Chickens, spring	0 55	0 65
Ducklings	0 45	0 45

Shortening Unchanged

Toronto.

SHORTENING.—Quotations are unchanged with the market continuing easy.

SHORTENING—

1-lb. prints	....	0 14
Tierces, 40 lbs.	....	0 10½

Margarine Easy and Slow

MARGARINE.—There is little or no demand for margarine. This condition has been brought about by the lower price on butter which has practically put margarine out of business. One manufacturer stated that their sales have dropped from five thousand pounds per week down to four hundred. Quotations are holding around 20 cents per pound for the best quality.

WINNIPEG MARKETS

WINNIPEG, June 15.—Business is showing an improvement in all lines. Butter quotations remain steady. The cheese market shows no change. Egg receipts are heavy and the demand good. Cooked meats are in good demand and lower prices are being quoted. Ham and bacon has also declined in sympathy with the decline in the hog market. Fresh fish is in good demand at unchanged quotations.

Butter Prices Steady

Winnipeg.

BUTTER.—The butter market is slightly steadier and no further decline is expected. Supplies are arriving freely and a large demand is noted. No. 1 best table creamery is quoted at 26 cents per pound.

BUTTER—

Creamery, best table grade		0 33
Dairy, best table grade	0 24	0 26
Margarine	....	0 28

Cheese Unchanged

Winnipeg.

CHEESE.—There is no change in cheese quotations. Receipts are heavy, but the demand is very light. Ontario cheese is quoted at 20 cents per pound.

CHEESE—

Ont., large, lb.	....	0 20
Ont., twins, lb.	....	0 20½
Ont., triplets, lb.	....	0 21
Stilton cheese, large, lb.	24	0 30

Eggs in Demand

Winnipeg.

EGGS.—Large supplies of eggs are arriving and are selling freely. Fresh country eggs are quoted at 27 cents per dozen with new laid candled eggs at 25 cents.

Cooked Meats Easier

Winnipeg.

COOKED MEATS.—The sales of cooked meats are steadily increasing in volume. Prices have easier tendencies and cooked hams are quoted 1 cent per pound lower. Roast shoulders have declined 3 cents per pound and are now quoted at 37 cents. Jellied pork tongues have also declined and are selling freely at 44 cents per pound. Luncheon cooked meats are easier at 22 cents per pound.

HAMS—

Best q'lity, skinned, 8-13 lbs.	....	0 55
Do., 13-16 lbs.	....	0 52
Roast Ham, lb.	....	0 56
Roast shoulders, lb.	....	0 37
Head Cheese, 1-lb. tins	....	0 17
Jellied Ox Tongues, lb.	....	0 65
Pork tongues, lb.	....	0 44
Luncheon Cooked Meats, lb.	....	0 22

Ham and Bacon Lower

PROVISIONS.—Due to the decline in the price of hogs, smoked hams and bacon show a decline. Best breakfast bacon is quoted at 51 cents per pound and best quality hams are offered from 38 to 42 cents per pound. There is a good steady demand for all lines of smoked meats.

8 to 16 lbs., per lb.	0 39	0 42
16 to 20 lbs., per lb.	....	0 38
Boneless, 8-16 lbs., per lb.	....	0 42
Skinned, 14-18 lbs., per lb.	....	0 42
Skinned, 18-22 lbs., per lb.	....	0 38

—sams H

Bacon—

Back, 6 to 10 lbs., lb.	....	0 51
Cottage Rolls, boneless	....	0 26
Bellies, 6 to 10 lbs., per lb.	....	0 40

Lard Market Steady

Winnipeg.

LARD.—There is no change in the lard market this week. Prices are steady with a better movement of supplies which is due to the fact that offerings are not as large.

Pure lard, No. 1 quality, per lb. (in tierces of 400 lbs.)	0 13
Do., wooden pails, 20-lb. pails	3 00
Shortening (wooden pails), 20-lb. pails), per pail	2 85
Short'ing, tierces of 400 lbs.	0 12¼

No Change in Poultry

Winnipeg.

POULTRY.—There is no change in poultry quotations. Receipts continue light, but the demand is showing a slight improvement.

Hog Market Lower

FRESH MEATS.—Hog prices continue to move downward. Prices during the week declined 25 cents per hundred and live selected hogs are quoted at $9.25. Practically all pork cuts are reduced.

Selected, live, cwt.	....	9 25
Heavies	7 00	8 25
Light	....	9 60
Sows	....	5 00
Fresh Pork—		
Legs of pork, up to 35 lbs. lb.	....	0 21
Spare ribs	....	0 13
Loins of pork, lb.	0 24	0 26
Fresh hams, lb.	....	....
Picnics, lb.	....	0 18
Shoulders	....	0 14
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 15	0 20
Front quarters, lb.	0 09	0 11
Whole carcass, good grade, lb.	0 12	0 16
Mutton—		
Choice, lb.	....	0 17
Choice long hinds (leg and loin)	....	0 26
Choice Stews	....	0 12½
Lambs—		
Choice, 30-45 lbs.	....	0 25
Veal—		
Good veal, 40 to 80 lbs., hind quarters	....	0 18

Fresh Fish in Demand

FISH.—The demand for fresh fish is showing an improvement. Fresh salmon is quoted at 30 cents per pound. Halibut 16 cents, white fish scaled 16 cents fresh trout 19 cents and fresh pickerel scaled 15 cents per pound. Lobsters have advanced and are quoted at 65 cents each while crabs have declined and are quoted at 25 cents.

Black Cod, lb.	....	0 13
Brills, lb.	....	0 09
Herring, Lake Superior, 100 lbs, sacks, new stock	....	3 50
Halibut, chicken, cases 300 lbs.	....	0 15½
Do., broken cases	....	0 16½
Jackfish, dressed	....	0 08
Pickerel, case lots	....	10 50
Salmon—		
Cohoe, full boxes, 300 lbs.	....	0 19
Do., in broken cases	....	0 20
Red Spring, in full boxes	....	0 24
Do., broken cases	....	0 25
Soles	....	0 08
Baby Whites or Tulibees	....	0 09
Do., broken cases	....	0 11
SMOKED FISH		
Bloaters, Eastern National, case	....	3 50
Do., Western, 20-lb. boxes, box	....	2 10
Haddies, 30-lb. cases, lb.	....	0 14
Do., in 15-lb. cases, lb.	....	0 15
Kippers, East, Nat., 20 count, per count	....	3 25
Do., West. 20-lb. boxes, box.	....	2 25
Fillets, 15-lb. boxes, lb.	....	0 19
SALT FISH		
Steak Cod, 2s, Seely's, lb.	....	....
Acadia Strip Cod, 30-lb. boxes, lb.	....	....
Acadia Cod, 12-2s, wood boxes, lb.	....	....
Do., 20-1s, tablets, lb.	....	....
Holland H'ring, Milkers, 9-lb.		
Do., pails, per pail	....	1 35
Do., mixed, 9-lb. pails, per pail	....	1 25
Labrador herrings, 100-lb. bbls., per barrel	....	7 00

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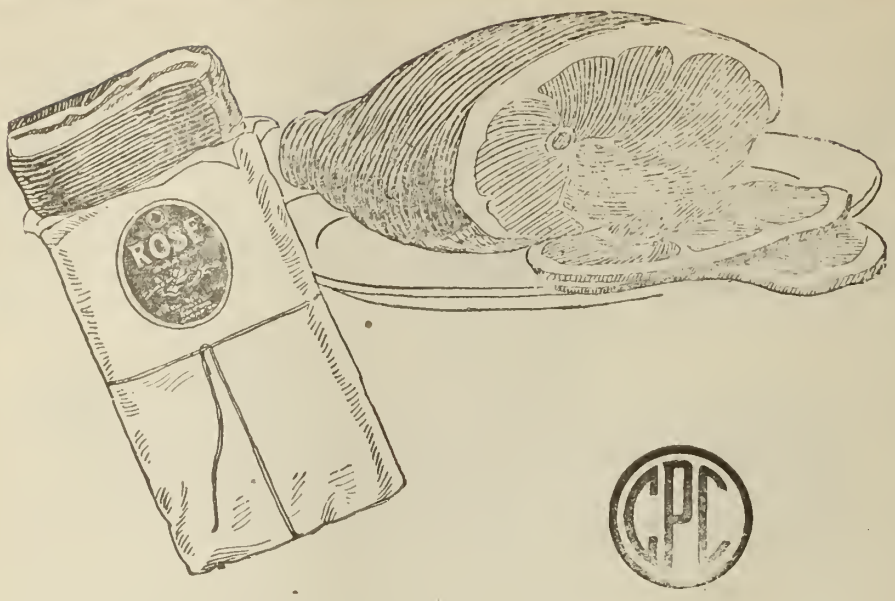

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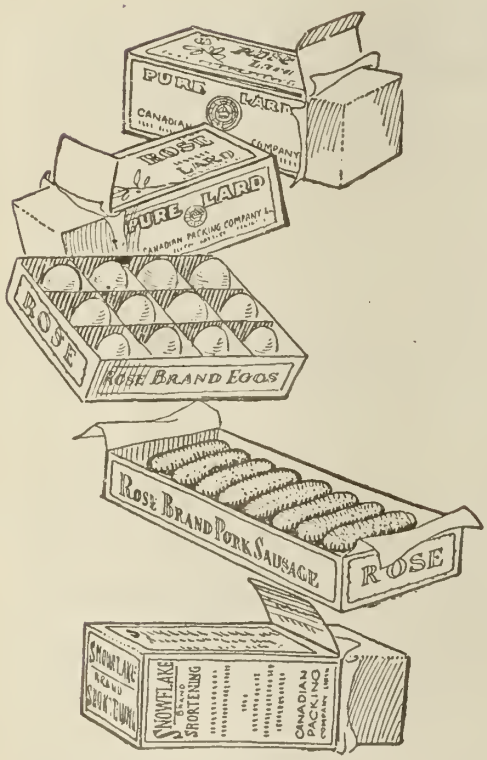

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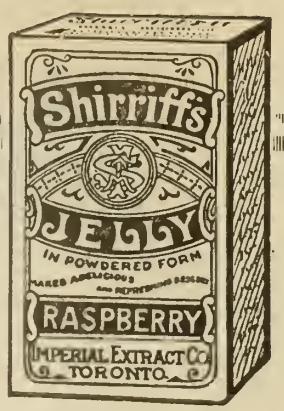

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Branches in all parts of the civilized world

Canadian Branch

UPPER WATER STREET

HALIFAX, N. S.

MAPLEINE

gives delicious maple flavor to cake, frostings and fillings, pies, puddings, desserts, ice cream and candies.

Suggest Mapleine when selling sugar and dessert-making materials and you will increase Mapleine sales.

Order of your jobber or

F. E. ROBSON & CO.,
7 Wellington St. W., Toronto

OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey and Mason, 839 Beatty Street Vancouver

B. & S. H. THOMPSON & CO.
LIMITED

Head MONTREAL Office

Agents for Canada for the HOMCO Products, including: Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

Let Us Quote You on Our

HIGH GRADE BROOMS

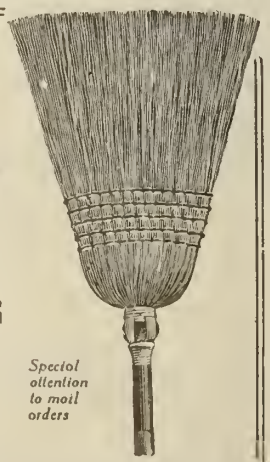
Long life and great strength are built into every one of our brooms

STANLEY 5 string, fancy corr, all selected stock, polished handle.

BEAVER 5 string, good quality house broom, popular weight. Stands up to every test.

CANUCK 4 string, from cheaper stock, well made, and worth the price.

We also make a number of other lines, including Toy Brooms and Whisks.



Special attention to mail orders

Waterloo Broom & Brush Company, Limited

Telephone 286 Waterloo, Ontario

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BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

New Stoneware Catalogue just out, prices effective April 1st. Yours for the asking.

The TORONTO POTTERY CO, Limited
608-9 Temple Bldg.
Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

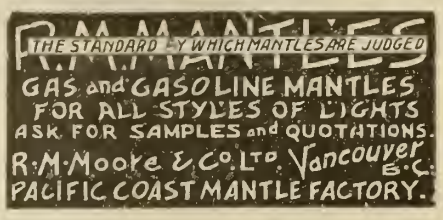
BARRELS
From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

Your Wants
are many here below. Use the Want Ad. page and get rid of a few of them.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BRAZIL NUTS
Likely to be Higher

This years crop of Brazil nuts has been exceptionally good and the quality is also good. It is estimated that the crop will run about 20,000 tons, 60 per cent of which goes to North America and the balance to Europe. A recent despatch from primary markets says "Stocks are nearly exhausted: competitors so far have been sharp enough in not allowing any parcel to escape them: last sales were made at the equivalent of nine cents duty paid. New York markets show a rising tendency. It therefore looks as if the large washed Manaos Brazil nuts were practically exhausted at Manaos and those who have been waiting expecting bargains may probably find that they have overstayed their market to secure the guaranteed large washed Manaos.


THE STANDARD BY WHICH MANTLES ARE JUDGED
GAS and GASOLINE MANTLES
FOR ALL STYLES OF LIGHTS
ASK FOR SAMPLES and QUOTATIONS.
R.M. Moore & Co. Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

TANGLEFOOT
PRODUCTS
STICKY FLY PAPER. STICKY FLY RIBBON. TREE TANGLEFOOT. ROACH AND ANT POWDER.
THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

SIGN WRITING
Do your own Card Writing
Write for our Catalogue which will tell you what you need. Best goods at Close's Prices.
ARTIST'S SUPPLY CO.
77 York St., Toronto
Mention this paper when writing

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

FOR SALE

Every merchant who seeks maximum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

POSITIONS WANTED

WELLAND—A peculiar situation has developed here which creates wonderful opportunities for a man of capital and knowledge of the grocery and provision business. The chance of a life time for the right man who wants to get in big from the start. Address P.O. Box 633, Welland, Ont.

SALESMAN GOOD CONNECTION WITH GROcery trade in Western Ontario desires position. Good sales record and best of references. Salary or salary and commission. Apply Box 32, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITION WANTED IN WHOLESALE OR RE-tail store by man who has had good experience in retail store. Good reference. Apply to Box 40, Canadian Grocer, 153 Unievrsity Ave., Toronto, Ont.

Experienced young man, in general stores could manage groceries or goods furnishings, also good knowledge of dry goods, desires position. Both languages. References. Address Box 48, Canadian Grocer, 153 University Ave., Toronto, Ont.

British Business—Do you want a good distributing house to push your goods? Agents all over Britain. Commission representation, or sole buying arrangement. Box 97, MacLeans, 88 Fleet St., London, England.

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

Good Sellers make business easy

BAKER'S

Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

ESTABLISHED 1849

Bradstreet's

Offices Throughout the Civilized World

We Present a Record—Not a Prospectus

Reputation gained by years of vigorous, conscientious and sucessful work.

John A. Thompson

General Manager Western Canada

TORONTO

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

OPPORTUNITIES ARE OFFERED EVERY ISSUE ON THIS PAGE

Watch Them!

Wanted—traveller with strong connection in Maritime Provinces wants at once good grocery line on commission. Specialty or otherwise. Box 46, Canadian Grocer, 153 University Ave., Toronto, Ontario.

When writing Advertisers kindly mention this paper

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

By Appointment *to H.M. the King*

Crosse & Blackwell

have the highest reputation for quality. There is always a ready market for goods that are of the best, and it is recognized the world over that

Crosse & Blackwell

maintain a unique reputation for consistently supplying the best.

Price lists are obtainable from

Stewart Menzies & Co.

32 Front Street West
TORONTO

Dominion Building, Vancouver, B.C.
209 McDermot Avenue, Winnipeg

SAVE

-motions
-minutes
-money

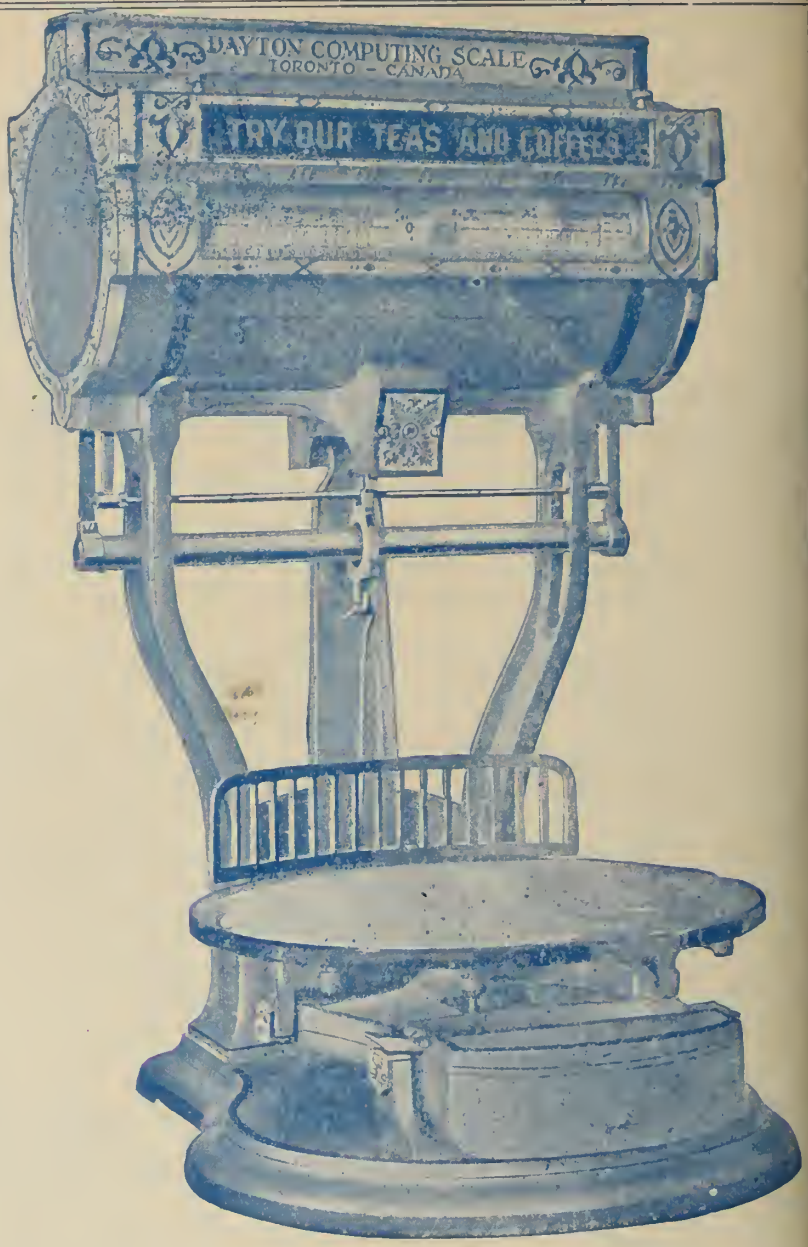
If you haven't Dayton Scales on your counters, the quicker you put them there the quicker they will begin to earn money for you.

Daytons build trade, establish the confidence of customers, and make business easier for the merchant.

They SAVE MOTIONS every time anything is weighed. They should be placed at all convenient points in your store. Their Swivel base construction enables you to weigh on either side of the counter.

They SAVE MINUTES by instantaneous weights and price computations.

They SAVE MONEY by both the above services and by many others. They rid your business of the deadly overweights and underweights and add vastly to the efficiency of your clerks.



Behind it—30 years of successful scale-building

Dayton Scales from tip to tip are constructed on tried and tested scientific principles. Here are a few of the hosts of exclusive features which explain why the Dayton is "The Big Thing in a Million Stores": Ball-bearing; adjustable feet; thermostat; overhead check; interchangeable advertising signs.

MADE IN CANADA

DAYTON

IF IT'S A DAYTON IT'S RIGHT

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON

Head Office and Factory

Vice-President and General Manager

Royce and Campbell Avennes, Toronto

International Business Machines — SPEED ACCURACY ECONOMY

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. Johns, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

In This Issue — Saskatchewan R. M. A. Convention

CANADIAN GROCER

Members of The Association Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE : COLLINGWOOD, ONT., JUNE 24, 1921 No. 25

Editorial, Circulation and Advertising Office : — Toronto.

Welch's

"THE NATIONAL DRINK"

Attractive store display advertising is furnished on request. Ask for it.

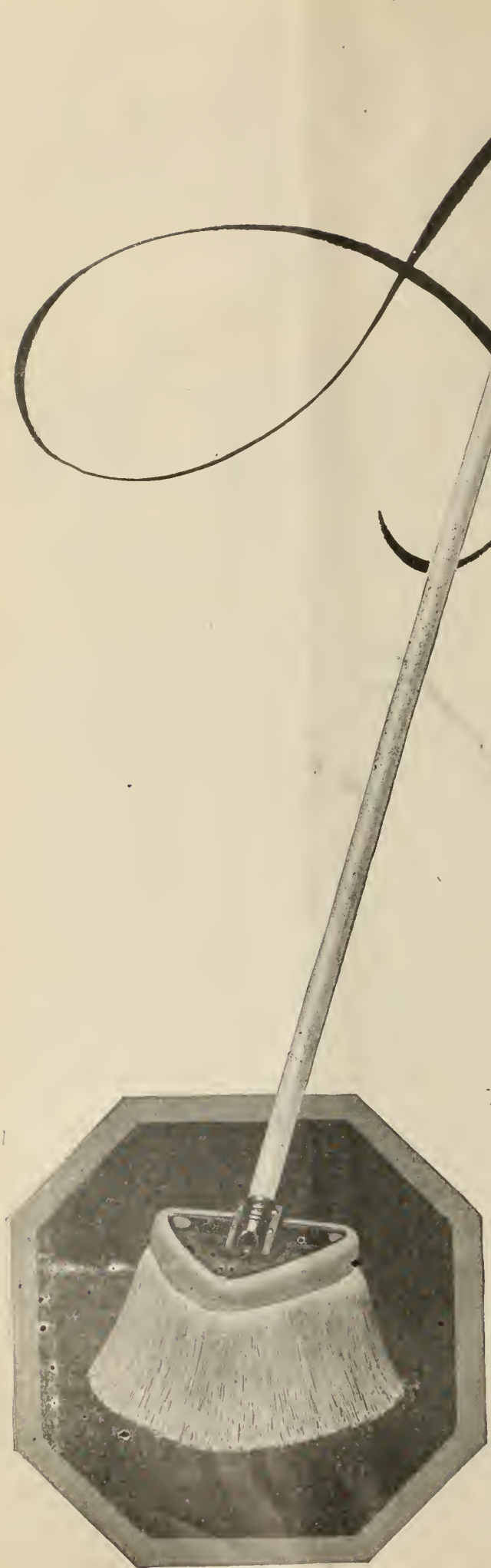
Permit Est. 272

WELCH'S is a good drink to sell because it is a good drink to buy. Your customers know the value of Welch's. When they buy it, they are getting a real, pure fruit juice, healthful and rich in food elements. They know it's worth the money. They are willing to pay a price which pays you a good profit. They know Welch's as a quality grape juice, pressed from Ontario's choicest, ripe, premium Concords.

Don't let your stock run low. Your wholesaler can supply all sizes now, large, medium, juniors and fountain.

The Welch Co., Limited

St. Catharines, Ontario



Announcing No. 15

O-Cedar Polish Mop

To Sell Complete at $1.25

To meet the demand—which we believe exists generally—for a Mop as good in every particular as the regular O-Cedar Polish Mop, but somewhat lower in price.

To place in your store a "Polish" Mop you can sell at $1.25—explaining to your customers that it has all the quality of the larger one—the only difference being that it is 1½ inches smaller diameter than the mop you sell at $2.00—and the steel centre is not japanned. Price includes handle.

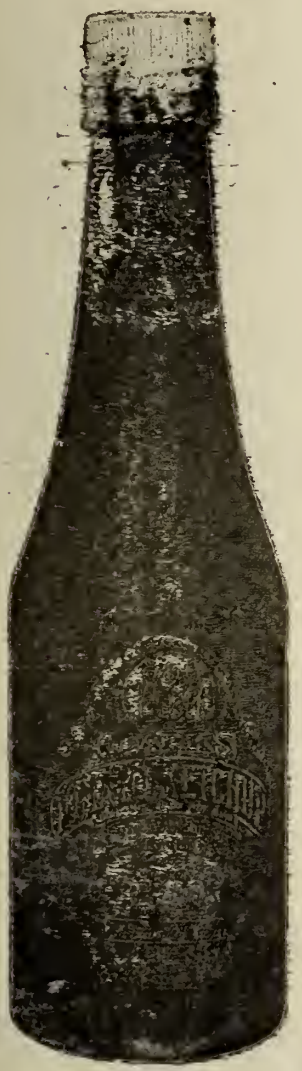
To enable you to say, "Here's the best Mop value ever offered in Canada—treated with O-Cedar Polish, just like the large Mop that has proved so great a success as a floor polisher."

We are now ready to ship this new Mop—order through your jobber.

Channell Limited

TORONTO

CLARK'S
Tomato Ketchup



When your customers are looking for a relish, Mr. Grocer, you can't do anything better than sell them CLARK'S TOMATO KETCHUP.

Even when they are not seeking it the suggestion will most often be sufficient to effect a sale.

There is a superior deliciousness to CLARK'S TOMATO KETCHUP which makes it the favorite with all and consequently a ready seller.

Summer with its hot days induces the use of cold dishes, and more sale for CLARK'S KETCHUP. Get your share of the business.

W. CLARK, Limited - MONTREAL

A NEW CHEESE PAC

NO WASTE!

MAD

KRAFT CHEESE IN TINS :

Canadian Cheddar
Pimento
Chili
Swiss
Camembert
Rocquefort
Welsh Rarebit
Limburger

It's ALL CHEESE--no rind. Kraft Canadian Cheese Loaf has a new and improved flavor. Made from selected well-cured Canadian Cheddars by the patented Kraft Pasteurizing process which absolutely controls Flavor, Texture and Quality. Tinfoil wrapping keeps cheese fresh and moist. There is no loss from mold or shrinkage. Appetizing in appearance—Easily sliced. Kraft Cheese Loaf will make new and bigger cheese users. Quick turnover with assured profits.

Prices and full information from your jobber.

Kraft-MacLaren

Head Office --

Holmesville, Ont.

ED IN A NEW WAY

ANADA MORE PROFIT!

Each Five Pound Loaf neatly wrapped in tinfoil and packed in wooden boxes Tinfoil conveniently marked off into half pound pieces making it easy for the dealer to approximate weights in selling. Can be ordered five boxes strapped in a bundle. An ideal form and size for every merchant. Farmers, Hotels, Restaurants, Lunch Counters, Boarding Houses and large families will buy the whole loaf because it keeps fresh and moist.

Prices and full information from your jobber.

OTHER
Kraft Products

Cheddar Loaf
Pimento Loaf
Swiss Loaf
MacLaren's
Imperial Cheese
(All Varieties)
Macaroni & Cheese

se Company, Limited

REAL -- Main Factory

ock, Ont. Wellesley, Ont.

STUART'S NEW PACK

== STRAWBERRY ==

CANADA FIRST

For some weeks we have been sold out of 1920 pack of STRAWBERRY.

PURITY FIRST

$1,000 Offered

To anyone who can prove we had one pail or more of Strawberry Jam on our premises on June 7th.

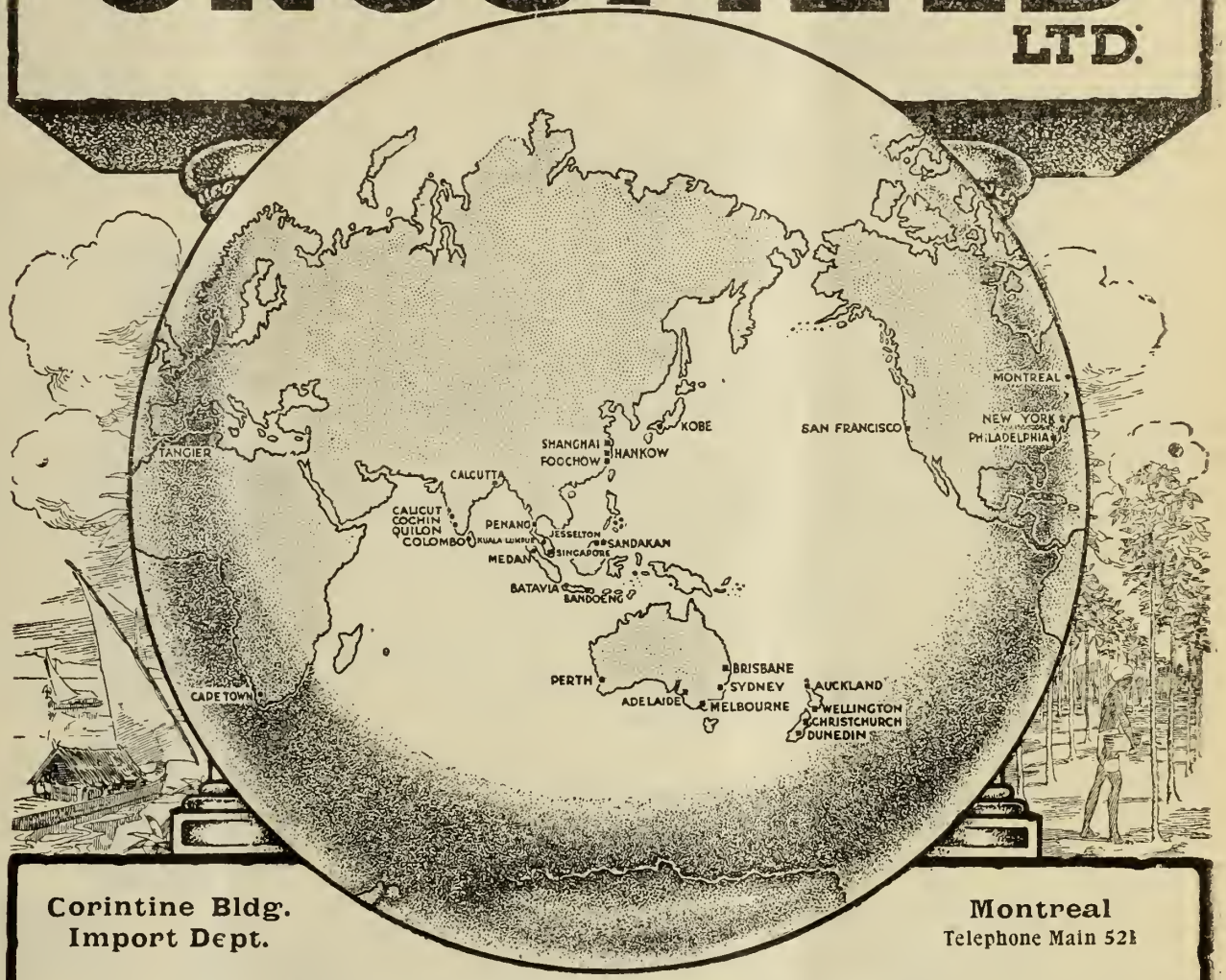
If you desire to supply the consumer with strictly New Pack Strawberry of the highest standard of purity, we can take care of your requirements now.

Owing to the insistent and contisous demand for our line, all we have to offer is this Season's manufacture. Beware of "supposed bargains" that are at least one year old.

STUART LIMITED

SARNIA, ONT.

HARRISONS AND CROSFIELD LTD.



Corintine Bldg.
Import Dept.

Montreal
Telephone Main 521

IMPORTERS OF EASTERN PRODUCE

HEAD OFFICE:
LONDON, ENG.

BRANCHES

Colombo
Calcutta
Calicut
Cochin
Quilon
Batavia
Bandoeng
Tandjong Baley
Kuala Lumpur
Labuan Bilik
Medan
Kobe
Tangier

Enquiries Solicited

For

PEPPERS
ALL KINDS OF SPICES
TAPIOCAS
SAGOS
MILD COFFEES
COCOAS
DESICCATED COCOANUT
ETC.

ALLIED COMPANIES:

New York
Philadelphia
San Francisco
Shanghai
Hankow
Foochow
Singapore
Penang
Kuantan
Jessleton
Sandakan
Melbourne
Sydney
Brisbane
Adelaide
Perth
Wellington
Auckland
Dunedin
Christchurch

Two Popular Summer Lines That Every Grocer Can Sell

ROYAL
Salad Dressing

The Salad Season is now in full swing and most of your customers will require a real good salad dressing. If you fill their requirements with this well known "Royal" brand you can depend on absolute satisfaction and steady repeat sales. For over 37 years it has proven a leading seller in Canada's Finest stores

ROYAL
Mayonnaise

This is a milder dressing than Royal Salad Dressing. It is especially delightful for making delicious fruit salads. Recommend it to your customers who desire a real good mayonnaise. Keep these two big national favorites well displayed during the warm weather months. You'll find them most profitable.

THE HORTON-CATO MANUFACTURING CO.
WINDSOR, CANADA

EUREKA

REFRIGERATORS

are so built that a constant, positive circulation of cold, dry air is maintained. This feature fully covered by patents.

Your customers will appreciate the care you give to keep your perishables sweet and wholesome.
Don't repeat last summer's waste.
Get a Eureka.

Write for our new catalogue.

Eureka Refrigerator Co., Limited
Head Office: Owen Sound
Branches: Toronto, Montreal, Hamilton

Satisfaction by the Can

That's what you offer your customers when you offer them
STRICKNEY & POOR'S
Extra Fine MUSTARD

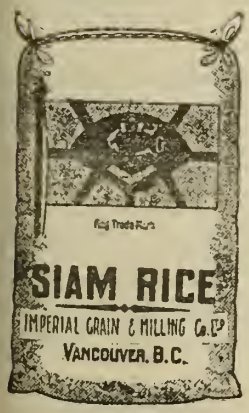
It is always uniform in quality, has an excellent color and flavor and is certain to satisfy the most particular. It's best to sell the best—always.

Your co-operating servant,
MUSTARDPOT

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century honored 1921
HALIFAX
Mustards - Spices - Seasonings

Imperial Grain and Milling Co., Limited

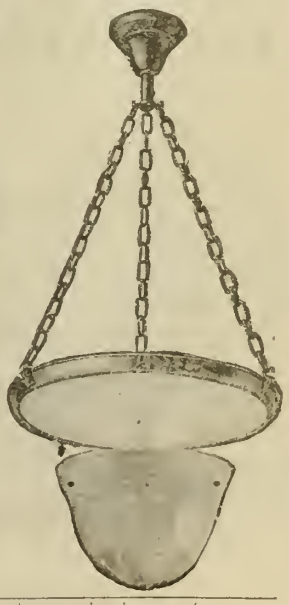
VANCOUVER, B.C.



We are offering the best value in Rice on the Canadian market to-day.

TOUCH THE BUTTON

The "BRITELITE" does the rest



The best evidence of the EFFICIENCY and ECONOMY of this Unit is its EVER-INCREASING SALE

People who know are unanimous in its praise.
FULL INFORMATION ON REQUEST

J. H. EDMUNDS CO., LTD.
Manufacturers of
ELECTRICAL FIXTURES
221 227 RICHMOND ST. W., TORONTO, ONT.

Phones
Adel.
6731
6732

Why You Should Feature KING GEORGE'S NAVY

will put your tobacco sales on a firm footing

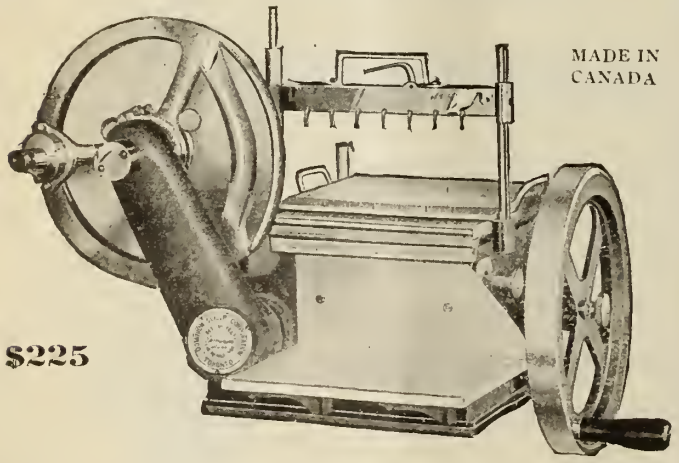
And tobacco selling is a money-making line that every grocer should carefully consider.

People there are in every community who are "strong for a real, good Chewing Tobacco such as King George's Navy." They like the palate tickling goodness of King George's Navy. A first purchase brings them back for more and clinches their tobacco trade for the King George dealer.

Rock City Tobacco Co., Ltd. Quebec and Winnipeg

THE "BEST BUY" IN THE SLICER MARKET

DOMINION SLICER



MADE IN CANADA

$225

Dominion Slicers have fewer working parts, are more easily cleaned and operated and are more sanitary than other machines. They do anything that other slicers will do and are much less expensive.

Dominion Slicers are made from the finest materials by skilled Canadians. They are the most efficient and most reasonably priced slicer made, and are guaranteed for one year.

WRITE FOR ILLUSTRATED BOOKLET

Dominion Slicer Corporation
110 Church St., Toronto

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

It costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Rates: 3c word first insertion, 2c word for each subsequent insertion ; 5c extra for Box No. per insertion.

SEND ALONG YOUR AD. TO-DAY.

The Canadian Grocer
143-153 University Ave., Toronto

SOM-MOR

Summer Business

In the summer, the demand is for food, that is light, yet nourishing—and there is nothing that will supply this demand better than Som-Mor Biscuit.

The convenient size package makes Som-Mor the ideal biscuit for picnics, camping and pleasure trips, etc. They make dainty delicious sandwiches.

Besides the Som-Mor and Fairy Soda, there is a wide variety of fancy biscuits just right for light summer refreshment, Graham Wafers, Ginger Snaps, Royal Arrowroot, Social Tea, etc.—all in striped packages.

Som-Mor sales should increase with the hot weather. Display the Biscuit in the Striped Package well, and suggest them to your customers.

North-West Biscuit Company, Ltd.

Edmonton - Alberta

Winnipeg Regina Calgary Vancouver
Moose Jaw Saskatoon Nelson Victoria

Canadian and British Made PRODUCTS

for the

Canadian Trade

Vanillin "BUSH"
Emulsions
Oil Vanilla
Pure Fruit Extracts
Butter Flavor

We guarantee the quality of all these lines.
Write us for quotations.

The W. J. Bush & Co. Canada, Ltd.

MONTREAL TORONTO WINNIPEG

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FRANK H. WILEY
Mfrs.' Agent and Importer
GROCERIES and CHEMICALS
Salesmen covering Manitoba, Saskatchewan, Alberta and British Columbia.
533-537 Henry Ave., Winnipeg

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY, EDMONTON, VANCOUVER

THE McLAY BROKERAGE CO.
WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
WINNIPEG MANITOBA

When Writing to Advertisers Kindly Mention this Paper

LE 75 French Cigarette Papers

Finest Quality

A White Gummed Paper That Will Satisfy Your Trade

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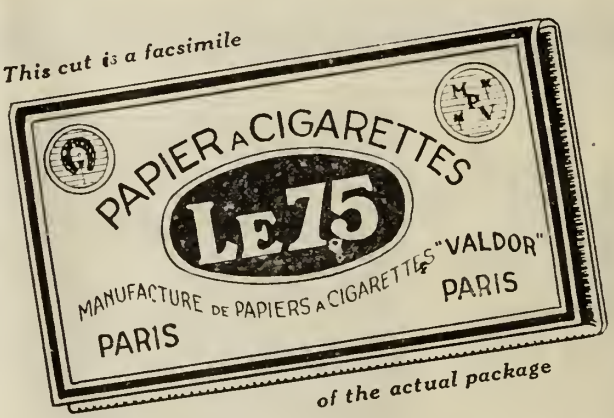

of the actual package

100 Leaves to Book
Automatic Doubles
50 Books to Box

Order to-day from your jobber

CANADIAN DISTRIBUTORS:

DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers

Head Office, WINNIPEG, MAN.

Branches:

SASKATOON REGINA CALGARY EDMONTON VANCOUVER MONTREAL LONDON, ENG.

YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
TION

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

WALLACE'S HERRINGS

Like Wallace's Salmon and Pilchards, Give Splendid Satisfaction.

Your Jobbers Can Get Them For You

WALLACE FISHERIES LIMITED
VANCOUVER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

Marketing Products in a "Big Way"

The house of "Scott-Bathgate" holds an 18 year old reputation for producing big results in the rich Western Provinces. — a reputation that you should investigate bofore you assign your product.

We'll place your product on the market for you in the same successful manner as we have done for Christie's Biscuits, Robertson's Confectionery and Hungerford and Smith's Fountain Supplies. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your Business **Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

ASK OUR AGENTS FOR PRICES OF

PURNELL'S

The Quality PICKLES

BV FRUIT SAUCE IS OUR SPECIALITY

Purnell & Panter, Ltd., Bristol, England

Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.

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MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK AND WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. Toronto.
Concentrated representation within the Province of Ontario

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

HAMBLIN-BREERETON CO., Limited
GROCERY and CONFECTIONERY AGENTS and IMPORTERS
Toronto and Kitchener, Ont.
Winnipeg and Calgary

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
REPRESENTING
J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
Correspondence Solicited Agencies Wanted
LAING BUILDING, WINDSOR, ONT.

D. W. Clark & Sons
248 Avenue Road
TORONTO
Grocery Brokers and Commission Agents
We invite correspondence from Domestic or Foreign manufacturers who desire to secure proper distribution.

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

WANTED
One or two good agencies in Food Products Give particulars in first letter. References furnished.
LAING & WATERS
28 Wellington St. E., Toronto

SCOTT & THOMAS
Manufacturers' Agents
Confectionery and Grocery Brokers
32 Front St. West,
TORONTO

WE COVER OTTAWA DISTRICT
Let us demonstrate what we can do for your product in this rich territory. We are especially equiped to produce the results you are looking for
E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa

When Writing to Advertisers Kindly Mention this Paper

Standard Goods Win Abiding Trade

Cottam Bird Seed

The Standard of Bird Keepers and Grocers Since 1881

Tell the Advertiser where you

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

ALBERT DUNN
Commission Merchant
QUEBEC, P.Q.

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections.
18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 Place Royale, Montreal
Established 1876
Telephone Main 1581

VICTOR A. LEMIEUX
Labrador Lobster in 1 (one) pound tin, guaranteed best quality on the market,
Write for Quotations.
Wholesale Dealer
631 CORISTINE BLDG., MONTREAL

MAPLE SUGAR AND SYRUP
We can supply you with best quality in any quantity at right prices. Communicate with us.
Canada Produce Company, Limited
337 St. Paul East Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
ST. NICHOLAS BUILDING, MONTREAL

BLUE MOUNTAIN VALLEY COFFEE
The coffee without a peer. A product of the British Empire. Build up your coffee trade by ordering from
MORSE, HUNTER & SMITH

ARM & HAMMER
SAL SODA

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office
Agents for Canada for the HOMCO Products, including: Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.
ENQUIRIES INVITED

...ing and weighing . . .
Don't waste time, paper and twine weighing out and packaging Sal Soda when you can give your customers Arm and Hammer, the strongest and best, in handy 2 1-2 lb. cartons.
There are 36 of these 2 1-2 lb. packages to a box.
CHURCH & DWIGHT, LIMITED
MONTREAL

MACDONALD'S

The Tobacco with a heart

A Custom of Those

nrst became a custom in Canada--over sixty years in which the "tobacco with a heart" has constantly grown in popularity.

To-day the' 'name Macdonald's stands for "good tobacco" in the minds of many whose trade would be exceedingly profitable to you. Macdonald customers are always profitable because their demand is steady — unchanging — and because the tobacco they buy pays you bigger returns than almost any other commodity on the market.

Ingersoll Ice Cream Cone Co., Ltd., Ingersoll, Ont.

Every Cone Inspected

Made by Canadians in CANADA

If your Jobber cannot supply you with cones of Quality send your order in direct, at once. EVERY CONE GUARANTEED TO BE PERFECT.
CRYSTAL CAKE, $3.50 per 1000 DOMINION CAKE, $4.25 per 1000 HONEY CAKE, $3.25 per 1000 Freight Paid

Manufactured from the purest and most wholesome ingredients in the most sanitary cone factory in the British Empire.
We ship the same day as order is received. Please state how you wish shipment. Express or Freight.

INGERSOLL, IN THE HEART OF THE DAIRY COUNTRY OF CANADA

UPTON'S 1921 Strawberry Pack

Upton's 1921 Strawberry pack is now on the market. You will find in this pack the high quality and delicious flavor you always expect from Upton's products. Made only from choicest Niagara Fruit and pure granulated suger.

Order To-day.

Jams and marmalades that a grocer can safely recommend to his best customer.

The T. Upton Co., Limited

★Bigger Tea Sales Reward Energy

Are you one of those merchants, who, when times are a little slow, rolls up his sleeves, so to speak, and goes out after business? Then you're a man after our own hearts, because we believe that "elbow grease," properly applied, has much to do with better times. Maybe your tea sales have fallen off, then a little salesmanship will bring early results.. People have not stopped buying, else our sales would not show an increase each month. And, what is better, they have turned back from pursuing tea that had only its chapness to commend it and are drinking good tea, RED ROSE TEA, which they used in such quantities before the war.

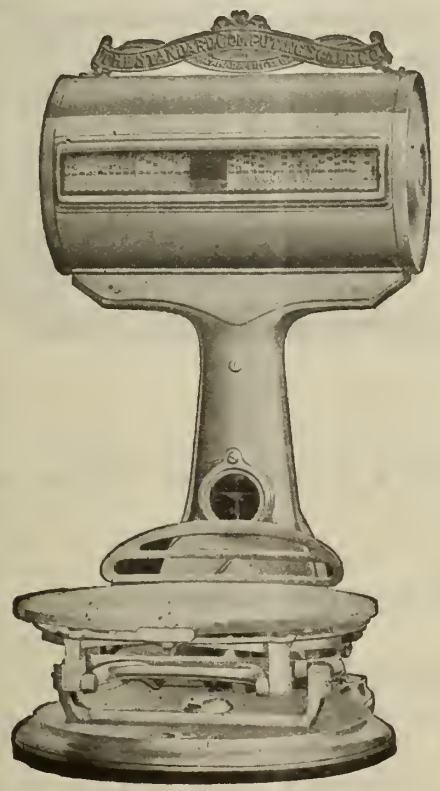
When your clerk has a minute have him dress a window of RED ROSE TEA. The package lends itself well to this kind of display and you will couple up nicely with our outdoor advertising campaign, now well under way. Some packages neatly arranged on your showcase will help a lot, too.

These suggestions are well worth trying out, for the more sales energy we put into our business the sooner we'll reach the better times we all want.

★ *A postcard will bring you one of our "Cheer Up" cards.*

T. H. ESTABROOKS CO., LIMITED

St. John Montreal Toronto Winnipeg Calgary Edmonton



No. 111—The World's Best Computing Scale.

MORE THAN 100,000 IN USE

Absolutely Accurate and Durable

Notice the Very Artistic Design

Let Us Demonstrate One of Them

We Invite the Most Careful Comparison

SALESMEN

Will Find Our Scales Easy To Sell

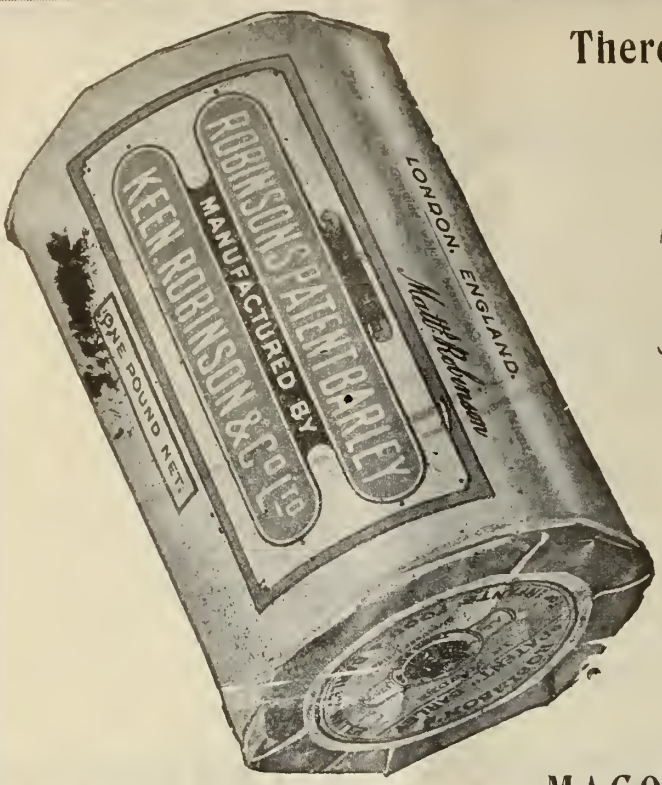
And Always Satisfactory

It Will Pay You To Handle Our Line

The Standard Computing Scale Co.

OF CANADA, LIMITED

317 Davis Block, Windsor, Ontario



There's Always a Greater Demand for

ROBINSON'S
"PATENT" BARLEY
and
ROBINSON'S
"PATENT" GROATS

During the Summer Months

KEEP THEM WELL DISPLAYED

You realize the value of pushing lines that are widely known and appreciated.

It will pay you to back them with your best selling efforts.

MAGOR, SON & COMPANY, LIMITED

191 St. Paul St. West, Montreal 30 Church Street, Toronto

THREE GOOD POINTS

1 Never sold by peddlers — Peddlers sell bulk teas, a demand for which is encouraged by some grocers.

2 Seldom cut in price — a staunch supporter of fair profits.

3 Sale guaranteed — "Salada" is returnable — absolutely — if you want your money back at any time. You either sell it to your customers or we take it back.

SALADA TEA CO.
OF CANADA, LTD.

CANADIAN GROCER

VOL. XXV TORONTO, JUNE 24, 1921 No. 25

Another Decline Is Reported In Sugar

A further recession of 50 cents per hundred is reported, making a total decline in a week of $1.25, the present price now being $9.24 Montreal basis—raw market is quiet.

Since this article was written another decline on refined sugar of 50 cents per hundred was announced, making the price $8.75, Montreal basis. The raw sugar market continues in a weak position with little business passing.

A further decline in sugar prices of 50 cents per hundred was announced on Saturday last. This makes a total decline for the week of $1.25 and brings the price to $9.25 Montreal basis. During the same period declines were also registered in the New York market on American refined, the last of which made the price 5.60 cents.

For some time past little business has transpired direct from refiners with the result that production at the refineries is practically at a standstill, but with reduction of stocks of refined and with elimination of second hand parcels, it is believed that some plants will resume operations. And especially now that raw sugars are procurable at prices that will make it safe to operate.

Raws Quiet and Unsettled

The raw sugar market is quiet and unsettled with little business passing insofar as Cubans are concerned, but we hear of sales of Porto Ricos, Phillipines and San Domingos all at 4 cents duty paid. Rainy weather still continues in Cuba and 14 additional factories closed last week leavng only 43 in operation which means 165 central factories having closed up this seasn.

Selling Below Production Cost

Cuban sugars are selling below the cost of production and the financial conditions are so badly demoralized as to appear almost hopeless, but probably some arrangements will be made in the course of the next few months or else we may see a very severe shrinkage in next year's crop. The President of an American sugar company expresses his view of the Cuba conditions as follows. Selling price of Cubans is now below the cost of production. We paid the colonos or cane farmers for their cane on the basis of $.0348 sugar prices recently. After we had manufactured the sugar from the cane we found the market such that there is difficulty in selling it even at a ruinous loss. Sugar at $.0300 is a drug on the market.

Cuban Crop 3,500,000 Tons

"Such conditions cannot continue. Ths year the Cuban crop will run to 3,500,000 tons or more, but next year unless prices rise there will be a drastic curtailment. You cannot run a business long at a loss. Were the Cuban crop withdrawn from the ruling price here would be closer to 30 cents than 3 cents.

"Cuba is not selling much sugar now, for there is practically no market. Many buyers are holding off, hoping for even lower prices, while others are using up sugar delivered on contracts entered into before the Cuban Sugar Commission existed. But sugar prices cannot go much lower. The grinding season is practically over and the sugar stocks are stored.

Waiting For Improvements

Banks and the sugar companies are keeping their sugar holdings, waiting for the improvements in conditions. Most of the "distress sugars" have been sold, the stocks of those who must liquidate immediately. Other owners will not sell at the present losses unless absolutely forced to."

The Case of the Retailer Is Put Forth

The retailer has been made the scapegoat of a strong undercurrent of resentment for his alleged refusal to reduce prices, but the retailer suffered most in the price advances.

By John O'Connor, manager Murray-Kay Co., Toronto.

IT requires some courage and a large degree of self-restraint to avoid blaming the other fellow for conditions that strike at one's business activities.

There's a glory that comes of self-analysis honestly applied, but most of us prefer to coddle the personal ego and set up the other fellow as the one to be condemned—all of which is leading up to the situation so apparent at the present time wherein the retailer is being made the scapegoat of a strong undercurrent of resentment for his alleged refusal to reduce prices.

Whether those who are all too frequently endeavoring to place—among other things—responsibility for the unemployment evil on the shoulders of the retailer have any serious or real grounds for their line of propoganda is difficult to determine, for it must be admitted that no specific instances of retail profiteering have been brought into prominence; but the propoganda, nevertheless, bears the stamp of authenticity because of its endorsement by men in high positions. When linked with the idea that, because of high retail prices, commodities are not moving and manufacturing plants are silent, the propoganda takes a slant that will work serious harm if not checked.

The Chief Price-raisers

The public undoubtedly has suffered through the so-called "vicious" circle of expanding prices which eventually got out of control, but—let's see who were contributory to the inflation? Is it not fair to assume that those two highly organized entities, if I may call them such, Labor on the one hand, Capital on the other, were the two great factors in the production costs.

Throughout the period of price spiral activity the retail trade was the one that suffered from interference to an extent that gave many a retailer an almost hopeless outlook.

First, we had the Board of Commerce insisting on a margin of profit entirely inadequate to the proper financing of the average business. Next, we had the luxury tax with the arbitrary enrollment of all retailers as tax collectors without fee or reward. These two Governmental handicaps on retail distribution had they continued long enough, would have sent many a sound business to the scrap-heap.

After having successfully combated the handicaps referred to above, the retailer now finds himself charged with arbitrarily holding up prices—a charge impossible of proof and wholly ridiculous, for there is no other line of mercantile activity that stands so aloof from organized action as does the retail trade.

Every other department of business effort has its trade organization—ostensibly for the purpose of preventing demoralization—but in the last analysis one is led to the conclusion that the stick-together spirit prevents many a break in prices that might occur if things were different.

The retailer plays a lone hand so far as the pricing of his commodities is concerned. His ambition is to attain prominence as a merchant giving the best value obtainable anywhere. Occasionally he breaks into hectic merchandising by slashing prices below replacement costs. In such cases he is merely hysterical and is not contributing to the welfare of his community when he does the reckless things, even though a few seem to benefit temporarily by getting goods for less than their worth.

I am interpolating this sidelight on retailing in proof of my contention that no combination exists for the holding up of prices in the retail trade.

In no other line of business is there to be found the fierce competition that governs retail activities. This competition is an absolute guard against exorbitant profits by the retailer, and so long as retailers are determined to conduct their business free of secret agreements or understanding with respect to prices the public can rest secure in the knowledge that it will never have to pay more than a fair margin of the retailer's margin.

The whole system of retailing is modelled on the plan of not how much, but how little can we quote. Indeed individual retailers from time to time have used their great abilities and have spent money freely to secure legal judgment enabling them to sell below fixed prices. This is a matter of record in many courts.

Not How High, But How Low

The public's ability to pay has never entered in a large way into the retailer's curriculum; rather has he devoted himself to the pulling down of costs, thereby giving the ultimate consumer the benefit of highly trained merchandising ability. It s a matter of everyday occurrence that retailers are in conference with manufacturers closely analyzing comodities and endeavoring, through the placing of large orders, to cut production costs. This all works in favor of the consumer, for the retailer passes on whatever benefit he is able to secure from reduced production costs.

The retailer is the last link in the chain—producer to consumer. The price the retailer pays must absorb all the costs and profits which Labor and Capital thing they are entitled to. If these have been more than is necessary, it is the combination of Labor and Capital that should answer at the bar of public opinion.

The retailer can place his margin of profit only at a point in line with what his competitor is willing to accept. Let me emphasize again the retailer's position—at the end of the line. In order to get goods to sell he must pay the price, or rather assume the burden created by those who brought the commodities to the finished state; and may I conclude with this statement:

The spiral of retail prices never climbed to the heights—proportionally, I mean—of manufacturing costs. Today prices at retail are fixed below the level of what should be secured in order to show a fair return to the retailer. I think most retail organiztaions can bear me out in this.

System of Cash Discounts Was Not Satisfacory

S. A. Todd, general merchant, Perdue, Sask., stated to Canadian Grocer he had given three years' trial to a system of cash discounts for a failure in his case. His plan had been to give the cash slips.

He said that some women would collect cash slips from all her friends and bring them in. Others would say that they would drop in Saturday, and be most surprised that they couldn't get a cash slip for such splendid pay while still others maintained that 30 days was cash. and be offended at the merchants different interpretation of the word "cash", Mr. Todd stated that probably the discount at the time of sale would have been more workably but that there had been no increase in busines to justify the $1500 that he had paid out in the last year so he had discontinued the policy. He would be interested to read of others who have had different experiences.

BOARD REFUSES TO LOWER EXPRESS RATES ON ICE-CREAM

Ottawa, June 22.—In a judgment just issued the board of railway commissioners refuses the application of the manufacturers of ice cream that this commodity should be placed in the second class for express purposes and not in the first class as at present. In rendering his judgment, Chief Commissioner Carvell declares that ice cream is essentially a luxury.

'Price Cutting a Parasite Eating Away Earnings'

A message from Armand Chaput, the new president of the Canadian wholesale grocers' association—"the time to settle down to better and saner business methods, with a more comprehensive understanding of conditions that surround us."

We must not allow ourselves to forget the solemn resolutions, we as holesalers made to ourselves and to our siness associates, resolving to stand gether, fighting rash and radical meth- ls that have almost threatened the very istence of our organizations and would ve, if unchecked, eaten away the very undations upon which our business is ilt," said Armand Chaput, the new resident of the Canadian Wholesale rocers' Association, and managing di- ctor of L. Chaput, Fils & Cie, Ltd., holesale grocers of Montreal, when eaking to a Canadian Grocer repre- ntative of the work of the Association r the coming year.

Peril of Price Cutting

"We must cease our petty strifes, ase throwing mud in each other's faces d settle down to better and saner busi- ss methods with a more comprehensive derstanding of the conditions that sur- und us and the problems that face us, me of which are common to all of us d others peculiar to the provinces and stricts in which we do business, but of which are common perils to the ocery business and therefore must be ndled by a common interest. In unity ere is strength. The strongest of us nnot continually withstand the wear d tear of internal strife. The peril of ice cutting which has grown to alarm- proportions, is one example of the rasite that eats away little by little vitality of the legitimate wholesale cery business. None of us can afford invest money in stock, carry the ck and the risk and distribute the ods for nothing, yet that is the actual ult of the price cutting programme.

Plenty of Business For All

There is plenty of business for all of more than we can handle if it is perly developed, but the haphazard thod of seeking business by cutting ces even below cost not only robs the ler of legitimate profits, but gener- s a feeling of mistrust and unsteadi- s among the retail trade. It spreads wild fire, knocks the bottom out of rkets, causes restraint on the part the buyers and strikes home at the perator of the scheme with a pace cut prices that will run him and oth- off their feet before it can be brought a stand still.

Suicidal Prices

My plea to the wholesale grocers and he retailers, too, is to stop and think he lessons they have or should have rned during the past two years. One commodity after another has had to be sold at or below cost. Much money has been lost, prices had to come down, the quicker the better, but the frenzy should stop at the dictates of genuine market conditions and not run on in a mad race to prices suicidal to business. We should bear in mind particularly three things this year. First, that we should stand together and keep each other informed of business conditions and problems as we find them. Secondly, we should avoid all practices that will not tend to restore the confidence of the buyers, and thirdly, that although we represent a number of different firms, we all belong to one big organization which offers the most efficient and cheapest form of distribution of grocery products to the retail trade and hence a big service to the public of Canada.

Most Economical System

The retailer and manufacturer would do well to bear in mind that the wholesale grocery as a public institution owes its very existence to the fact that it is the most economical system of service and distribution to the retailer and therefor to the public. It is an indispensable factor in merchandising as it is quite evident to all who stop to think. The wholesalers, too, must reallze this and stand together in their purpose to give the best service possible to the retailer. The first step in this direction, in my estimation, is the stabilization of the market and the development of confidence in market conditions and in each other. This can best be obtained by fair and square dealing one with the other and an understanding of the conditions that face each other. It is my most sincere hope that through this coming year these enviable conditions may be brought about and we ask the co-operation of the retailer as well as every wholesaler that w may attain this efficiency and solidity."

A LONG JOB

A greengrocer's boy hailed a boat in dock at Liverpool, and the surly mate gruffly asked him what he wanted.

"I've got some vegetables for the ship," was the reply.

"All right, you needn't come aboard: throw 'em up one at a time," said the mate, as he stood in readiness to receive the expected vegetables.

"Ahoy, there; look out!" shouted the lad, as he threw a single green pea towards the mate; "I've got a sack of them!"—Spare Moments.

Presentation Is Made To Mr. Blain On 77th Birthdav

During the opening day's session, of the Canadian Wholesale Grocers' Convention, which was held at Quebec recently, the association took occasion to formally congratulate the president on the attainment of his seventy-seventh birthday, which happened to be the first day of the convention. The congratulations of the association took a more concrete form, when Mr. Blain was presented with a handsome oil portrait of himself by E. Wyly Greer, of Toronto.

Officers Elected

Officers elected were: Hon. President, Hugh Blain; President, Armand Chaput; First Vice-President, A. H. Pafford; Second Vice-President, A. P. Paterson; Third Vice-President, L. T. Newburn; Treasurer, T. H. Kinnear; Secretary, A. C. Pyke.

Executive Committee — H. G. Wilson, Victoria; W. H. Malkin, Vancouver; W. A. Logan, Calgary; R. C. Brown, Edmonton; H. G. Smith, Regina; Fletcher Bowser, Winnipeg; R. R. Wilson, Winnipeg; William Turnbull, London; F. T. Swye, Hamilton; Zeph Herbert, Montreal; J. S. Royer, Quebec; F. R Schofield, St. John; F. J. Edgett, Moncton; M. Dwyer, Haifax; W. H. Aitken, Charlottetown; S. W. McColloch, Truro; H. Rattenbury, Charlottetown.

The selection of the place and dates for the next annual convention was left to the Executive Committee

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STORKS HOVER OVER WESTERN GROCERS LTD., IN VANCOUVER

Vancouver, June 14.—A large flock of storks has been observed hovering over the corner of Water and Abbott Streets, Vancouver. The Western Grocers Ltd., seem to have had particular attention as Eric Smith came down to work May 31st with a broad smile and the news that a fine baby boy had arrived that morning. The fine spirit of friendly rivalry that exists in that staff is best shown, probably by the fact that H. J. McMillan, correspondence manager, came down the next day and faded Eric with the announcement that twin boys had been his gift from the storks. Salesmanager Crawford and others of the staff are practically crippled this week from sitting with their fingers crossed.

Window Display Convinces the Public

The Hudson Bay Co., Vancouver, B. C., recently put in a window illustrating the decline in prices and showing the purchasing power of the dollar as compared with a year ago.

VANCOUVER, June 20.— There is much written in the newspapers every day to the effect that prices on many lines are coming down. Even comparative figures and graphs, charts and examples, but it has remained ofr the window dresser to dramatize the truths in such a way as to make it impossible for the public to miss it.

Probably the first in the West to adopt this method was the Hudsons Bay Store in Vancouver. The company dressed a window in this way. On one hand stands a sack of white sugar, to which is pinned a card which reads "One hundred pound sack of granulated sugar cost in 1920 — $23.00."

On the other side stands a like sack of sugar bearing a card which reads, "One hundred pounds of granulated sugar and all these groceries can be bought now for $23.00" and surrounding this last sack is a most astonishing volume of groceries. Tea coffee, oatmeal, package cereals, rice, cocoanut, spices and a host of articles of every-day use.

Between these two displays stands a large hand-lettered card with ribbons to either display which further contrasts the purchasing power of $23 in 1920 and at present.

When it is remembered that sugar was selling in Vancouver for $23 last year and to-day is quoted at $10.75 it is apparent that quite a considerable order of groceries can be purchased today for the difference. Mr. Richdale, manager of the grocery department said he was astonished at the differences in price. He noted the declines every day but when he went to work to prepare a list for this purpose, it quite exceeded what he would have expected, "and if I have found this practical comparison enlightening, I am sure that the consumer will have even a greater surprise," he said.

On the grocery floors the display is duplicated, and quite a bit of counter space is taken to display all the packages with cards on each, showing quantities and present prices.

"We have made it a regular feature of the store," said Mr. Bell, the assistant manager, "to encourage and assist demonstrations. For this purpose we have reserved several "circles," on the grocery floor, part of wihch we will place at the disposal of any of the manufacturers who are ready to supply experienced demonstrators. The manufacturers appreciate the opportunity and we have splendid results from cooperating with them in this way. It would be possible for any retailer to reserve a small space, well located, in which any manufacturer so disposed could stage a demonstration.

EMPLOYERS OF WESTERN CANADA FLOUR MILLS ENJOY THEIR PICNIC

Toronto, June 13.—The Western Canada Flour Mills Company held its annual picnic on Saturday last. Special cars conveyed the picnickers comprising the office and warehouse staff and their families to Bond Lake where sporting events, to say nothing of the good things to eat were thoroughly enjoyed.

One of the features of the day was the basball game between the warehouse and office staffs, the latter being the losers, but they are saying nothing about it. They are content with taking all the honors and redeeming themselves by winning the tug of war, principally however through the solid anchorage of General-Manager McFarlane.

The ladies' events were entered into with much enthusiasm, the honors going to Miss Coles, who was the chief sprinter of the day.

The committee comprised Gordon Doddington, J. Couse, W. P. Sparr, E. L. Collins, also Misses McCaully, Col. Murngy and Weir.

QUEBEC RETAIL MERCHANTS HOLD ANNUAL MEETING

Quebec, June 8.—The general annual meeting of the Retail Merchants of the City of Quebec was held recently, Joseph Savard presiding. The principal merchants of the city were in attendance.

The election of officers for the coming year resulted as follows:

President—Jos. Savard.
Vice-President—Telesphore Simard.
Secretary—Chas. Beaulieu.
Treasurer—A. A. Lacasse.
Auditor—Ls. Roy.
Joint Secretary—J. A. Giguere.

Directors—Frs. Bouret, P. J. Cote, J. Charland, H. C. Faguy, Jules Gauvin, J. Grenier, J. C. Gigure, J. A. Genest, L. L'Hereux, G. Lajeunesse, E. Larochelle, R. F. Lindsay, G. S. Marceau, J. D. Picrd, F.K.Oa. Pouliot, N. E. Papillon, O. N. Shink, Henry Willis.

The financial report for the past year was read, and showed a substantial surplus.

On the occasion of the fiftieth anniversary of the commercial career of A. Moisan, one of the oldest and most devoted members of the Association, a resolution was adopted extending the congratulations of the members of the Association towards him, and best wishes for success in the future.

Toronto Grocers Make Merry at Annual Picnic

Thirty-fourth annual outing of the Toronto Retail Grocers' section of the R.M.A. was held in Cobourg on Wednesday of last week. Ideal weather conditions and a fine programme combined to make the day one of pleasure for all.

(By staff correspondent Canadian Grocer.)

Toronto, June 16.—The thirty-fourth annual picnic and excursion of the Toronto Retail Grocers' section of the R.M.A. came to a successful climax when the steamer Corona pulled into her moorings at the Yonge St. wharf at eleven o'clock on Wednesday evening, June 15th. The return voyage from Cobourg, that beautiful spot on the north shore of Lake Ontario, where the picnic was held, was enjoyed by everyone.

The steamer was due to leave at eight o'clock in the morning, but owing to the threatened ducking in the lake of Commodore Jerry Burns by some of the old timers because the tables for the euchre party had not arrived, the departure was necessarily delayed for half an hour. After a great deal of telephoning the tables finally came and "Jerry's Sunday suit" was saved a wetting. The Corona got away with over a thousand on board which was the biggest representation of grocers that ever left Toronto at one time on pleasure bent. Among the crowd were seen many of the old time grocers of Toronto who have grown grey in the service and who know something about what it means to have been a "knight of the white apron" forty and fifty years ago when the grocery store was a meeting place for the "lights of the community.'

Ideal Weather Prevails

The day was marked by wonderful blue sky and sunshine. Although Old Sol was doing his utmost to make "things hot" there was a lovely breeze sweeping over the lake which was especially appreciated by those who sought the seclusion of the hurricane deck.

Some of the live wires who were responsible for the success of the Toronto Retail Grocers' Picnic at Cobourg, W. Nichol, F. Bible, Harry McDonald and Jerry Barns.

The Ladies' 100 yard dash at the Toronto Retail Grocers' Picnic at Cobourg.

There was something doing every minute of the entire day from the time the Corona cleared her moorings until she ended her homeward stretch. On the journey out under the leadership of Jerry Burns, Donald McLean, Bill Nichol, David Bell, Donald Nicholson, Harry McDonald, John Oldham, E. Towler and other live wires, many games and guessing contests were played. "Billy" Miller, the genial secretary of the R.M.A. was here, there and everywhere with his megaphone announcing the various games and incidentally looking after stray kiddies, mislaid purses and night keys.

Wins a Computing Scale

One of the features was the marble throwing contest, the prize being a computing scale donated by Tom Ferguson of the Canada Scale and Slicer Co. This was hotly contested, and when all the grocers had tried their luck, it was discovered that there was a tie between J. P. Yeoman and George Frost, who succeeded in tossing four marbles out of the possible five into the barrel. A second try left them in the same position, but the third time J. P. Yeoman, 194 Uxbridge Street, managed to carry off the scale. Then followed several marble tossing games in which the fair sex and the kiddies entered with much glee.

In another section of the boat, someone started to tickle the piano and many just couldn't "make their feet behave." To the strains of "Turkey in the Straw," or something or other, the call for "ladies in the middle, gents all round," soon had the dancers in a merry whirl.

The Stay at Cobourg

The Corona arrived at Cobourg at noon and after partaking of lunch, the crowd wended their way to Victoria Park where a number of events were run off, followed by a baseball game staged between the grocers and travellers, the latter winning by a score of 17 to 7 in 4½ innings. The grocers however promise to give a return match, and Henry McDonald says that they will "eat 'em alive" and could have done it yesterday only the steamer's warning them it was time to make the boat, stopped the game just as Harry was warming up to some fast curves.

The athletic events were numerous and went off without a hitch. There were races and prizes for everyone, among them being the grocers' 100 yard dash with Geo. Routliff carrying off first prize, a case of grape juice, and N. J. Bryant, P. Bone and J. L. Huse taking the next bonors.

In the grocery clerks' race the first prize went to H. Stanfield and the second to E. Needham. The ladies went into the events with much enthusiasm, Miss Maguire taking home a 98 pound bag of flour in the lady clerks' race, with Miss Aiken and Miss Thompson second and third.

In the 100 yard handicap the first prize went to J. L. Hulse, second to W. Nichol and third J. Needham.

The ladies (Grocers' wives) again scored in the shoe race when Mrs. Taylor captured the first prize of three dozen packages of soup and the second and third prizes went to Mrs. Dumbell and Mrs. Dalleous. Likewise in the 75 yard dash Mrs. Taylor was again the richer by five packages of Clean-a-car, having won the first prize with Mrs. Moore and Mrs. Dumbell a close second and third.

The homeward trip was a continuation of games and sports of various kinds and amid three cheers and a tiger for the hard working committee, the outing was declared to be the best ever put over by the Toronto Retail Grocers. Already plans are being laid for next year's picnic.

Sask. R.M.A. Draws Record Crowd

Eighth Annual Meeting of the Association Is Marked by Much Enthusiasm, and Timely, Interesting Addresses—One Hundred Per Cent of the Merchants in Saskatchewan Have Weathered the Storm of Business Depression—The President's Address

By Staff Correspondent

SASKATOON, June 20.—The eighth annual convention of the Saskatchewan Provincial Branch of the Retail Merchants' Association of Canada was called to order at 10 o'clock, Tuesday, June 14, in the Byers-Butler Hall, Saskatoon.

S. D. McMicken, Provincial President, was in the chair, and in excellent form. The delegates at the morning session exceeded in numbers any convention record to date, and they continued to roll in all day from the furthermost corners of the great Province of Saskatchewan. Many more arrived for the trade section meetings which occupied the whole of Wednesday, June 15th.

The Mayor's Welcome.

His Worship the Mayor of Saskatoon, Dr. A. MacG. Young, tendered a most hearty welcome to the visitors, which was further amplified by Harley Henry, president of the Saskatoon Chamber of Commerce. G. Garfield Wray, boot and shoe merchant of Regina, replied to the kindly addresses of welcome.

In his address of welcome, Mayor Young showed a remarkable degree of familiarity with merchandising. He made an expert analysis of past and present market conditions, mentioning that the merchants were not alone when they faced a "buyer's" market, as the municipalities found they were in the identical position when they stepped out to sell their debentures.

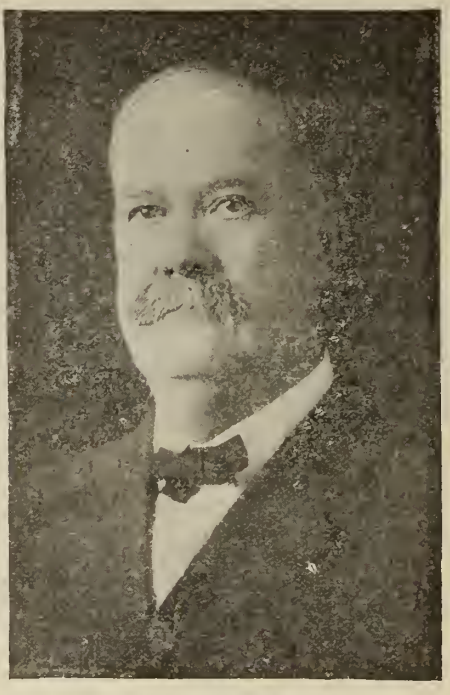
"Considering the troublous time we have been through," said his worship, "Saskatchewan municipalities have made a surprisingly good showing, although in two or three instances municipalities had defaulted in their bonds. This merely should give a lesson to all merchants, many of whom are also municipal officers, to play the safe game in municipal finance as they did in their own business. And I urge you," said the doctor, "to accept such municipal office as the electors will give you. You owe a duty to the country to accept the highest responsibility of citizenship."

Sask. Merchants Weather Storm.

Mr. Henry mentioned that in Saskatchewan almost 100 per cent. of the merchants had managed to weather the storm, and by the look of the crops, there would be smooth water ahead for them. "The watch and wait policy has been played now as far as it pays to do it. The new watchword for you merchants and for us all to 'go get 'em' "

The President's Remarks.

The president's address was a modest one. Mr. McMicken stated that he knew that the secretary had covered



S. D. McMICKEN
of Moose Jaw, who presided at all the meetings of the Saskatchewan R. M. A. convention.

everything pertaining to Saskatchewan and the Dominion President, J. A. Banfield, would report Dominion progress. Therefore he contented himself with a few remarks from brief notes.

Mr. McMicken suffered a most severe loss by fire in Moose Jaw within recent weeks and he has a gang of thirty workmen building him a new store, "and there's only one thing on earth that could have pried me away from superintending that work," said the president, "and that is the work of the R. M. A." Mr. McMicken mentioned that nine executive sessions had been held, two sessions with the Government, one with the wholesale grocers, and one with the Board of Commerce. He spoke most enthusiastically about the spirit of fairness with which the wholesale grocers joined the organized retailers towards settling various contentious points, also the increasing disposition on the part of the Government of Saskatchewan to lend a sympathetic and attentive ear to any suggestions from the Retail Merchants' Association. The president states that an effort is being made to bring the retailers in the four Western Provinces and the Wholesale Grocers' Guild covering the same territory into closer harmony. Great progress along these lines has been made.

Secretary's Report.

The secretary's report certainly proves that the past year was a history-maker in the annals of Saskatchewan Association work.

The secretary, F. E. Raymond, received a most flattering ovation when he took the floor.

"In connection with the matter of making the work of the association more widely known it is my hope during the coming year to be able to arrange for meetings at different points throughout the province, to which merchants from the adjoining towns would be invited, these meetings to be addressed by different members of the executive, and such other speakers as we are able to provide for, from time to time," said the secretary of the Saskatchewan R. M. A. in his report to the annual convention.

"As in the case of the Luxury Tax the provincial office has had a vast amount of work to do in furnishing information regarding the application of the Sales Tax and in acting as a third party in the settlement of disputes between our members and some supply houses, who through a misunderstanding of the regulations had assessed the tax in error, or had perhaps charged an excessive amount. We have also been the means of adjusting to the entire satisfaction of all concerned a number of disputes which some of our members have had with the department at Ottawa, regarding the application of the Sales Tax.

Meetings of the Year.

During the year eight provincial executive meetings have been held. On June 11th, the day following the close of our convention, the executive proceeded to Regina for the purpose among other things of meeting the Government ministers.

Discontinue Branch Offices

Another important step taken at this meeting was the decision to discontinue the district branch movement and to close the offices at Assiniboia and Kerrobert.

This form of organization had been closely watched up to this time and everything possible was done to make it the success that we had hoped for, but we were doomed to disappointment.

Our gross loss in the operation of the Assiniboia branch was $2,464.89.

In the case of Kerrobert which branch was started in January, 1920, our gross loss was $2,347.48. It was estimated that for the coming year the cost of carrying on this work would in the case of each branch amount to approximately $4,500.00, which would mean 180 district members paying a fee of $25. As we had been carrying on in the Assiniboia district since June, 1919, and as our membership at the time the branch was closed was only 70, we could not see much hope of realizing the necessary amount. I feel convinced that if it had been possible to make this plan of organization a success, the two men we had employed would have done so.

Wholesalers Meet Retailers.

Another meeting of very considerable importance to the grocery trade not only of this province, but of all three prairie provinces at least, was held in the Board of Trade Rooms, Regina, on April 12th. Upon this occasion a committee representing the retail grocers, together with the remaining members of the provincial executive, met the representatives of the wholesale grocery houses operating in Saskatchewan.

This meeting was important both from the standpoint of results obtained and the fact that it was a step in the direction of closer co-operation between these two classes of business. A copy of the minutes of this meeting has been sent to the provincial secretaries for the Provinces of Manitoba and Alberta with a request that steps be taken to secure the endorsement of the wholesale houses there, although this is presumed to have already been given effect by the fact that the resolutions passed at Regina were endorsed by a meeting of the Prairie Provinces Wholesale Grocers' Association held in Winnipeg a week or two later. Another meeting to which all wholesale grocers selling in Saskatchewan have been invited regardless as to whether or not they have a house located here, has been arranged for in connection with this convention.

New Fire Insurance Organization.

One other important move made during the year was the arrangement entered into with the Northwestern Mutual Fire Association of Seattle, Washington, which company absorbed our own company, the Retail Merchants' Mutual Fire Insurance Company on December 1st, 1920. Under this arrangement all policies in force with the Retail Merchants' Mutual Fire Insurance Company were re-insured in the Northwestern Mutual from that date. On this business, as well as upon all new business written since, the Northwestern, through the Retail Merchants' Underwriters Agency, a purely Canadian institution, have allowed a dividend for the first 2 months of 35 per cent. and since that time 40 per cent. of the earned premium.

Praise For Organizers.

A large amount of credit is due to our two organizers, Mr. G. W. Anderson and Mr. W. L. McQuarrie for the efficient manner in which they carried on their work, which resulted in an increased membership, in spite of depressed conditions and an increased fee. Our membership at the close of 1919 was 1944 and at the close of 1920 it stood at 2,157, an increase of 213 for the year. Meetings were held in a large number of towns throughout their respective territories with good results and in a number of cases active local organizations have been formed, which give promise of good results to the local merchants.

Following the luncheon hour, the delegates were guests of the local merchants and the United Commercial Travellers' Association in a delightful motor drive around the "miracle city." The Dominion Government Forestry Farm was visited, where Mr. McLean, the officer in charge, explained the Government's plan of assisting in the forestration of Saskatchewan and the beautifying of rural homes. Then the University of Saskatchewan was visited and an address was listened to in the new physics lecture room. The various departments of the University work were thrown on the screen and the delegates were instructed on the methods by which they could assist the Government to conquer field and garden pests and increase the prosperity of their neighborhood. Next the party visited the great plant of the "Quaker Oats" and "Quaker Flour Mills." Every process and operation was explained by well-informed guides..

"A New Line of Endeavor"

Following the drive, an excellent address was given by Dean Rutherford of the University of Saskatchewan on "A new line of endeavor for the Retail Merchant." Briefly Prof. Rutherford's address followed the past periods of Saskatchewan history, when Mr. McKay, at the Indian Head Experimental Station many years ago first introduced the present prairie summer fallow procedure to conserve moisture and ensure crops. As the grass roots and fibre of the soil were thus destroyed, the land was un-bound and commenced to drift and blow. To-day the necessity is to grow binding crops of sweet clover, brome grass, and western rye which further means stock, not wheat. He urged the retailers to help their customers to sense the new stage that this prairie is now entering and get down to sure and profitable mixed farming instead of continuing to gamble on wheat, with lean years, extended credits and failure.

"A Great Victory for the Retailer"

J. A. Banfield, Dominion President of R. M. A., in Addressing the Saskatchewan Branch at Its Annual Meeting, Says that the Government Is Now Beginning to Recognize the Retailer—Some Things the Association Has Yet to Do

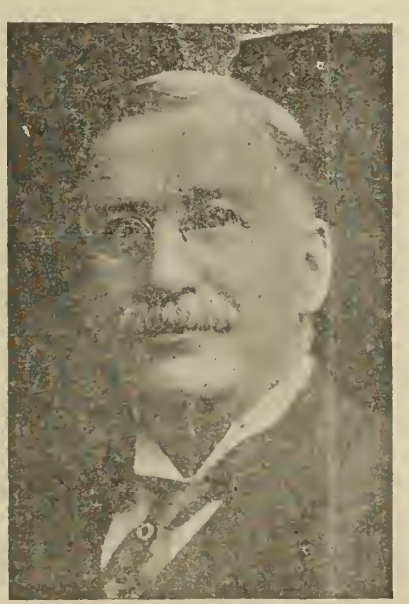
By Staff Correspondent

SASKATOON, June 20.—J. A. Banfield, the Dominion president, in addressing the meeting, traced briefly the history of the R. M. A. to date. What it had accomplished, what it was still fighting for, and the need for greater membership and keener interest.

"All legislation is of vital interest to the retailer," said the president. "Not a bill is put through the house that does not indirectly, and most often directly affect the retailer. No matter what the government does, it affects the consumer, and the retailer is the one immediately in contact with the public, so must bear the displeasure and suspicion, if any one must."

Recognizing the Retailer

At the same time Mr. Banfield pointed out that the Government is beginning to recognize the retailer as a factor to be reckoned with, and always one body that stands for anything fair and square. It is always in favor of anything that, as the president expressed it, "teeters," not all down on one end. The retailers are now called into conference by the government on matters concerning them. "The last budget," said the speaker, "is the retailer's budget. It agrees with the recommendation that we made to the government. It is fair, equitable, and efficient. When the retailers were called into conference along with the wholesalers, and manufacturers, we got the cold shoulder from the latter," said Mr. Banfield. "I met one manufacturer, who, when I asked him if he was going to the conference, smiled and said, No. Why, said he, we got a circular a month ago outlining what the manufacturers had decided to do. Notwithstanding which," smiled Mr. Banfield, "the retail counsel prevailed."



J. A. BANFIELD,
President of the Dominion R. M. A., addressed the retail merchants of Saskatchewan at their annual convention on the work the Dominion Association is accomplishing.

"When the retailers said that the tax should be collected at the fountain head —and it was so decreed—that was a great victory for your association," said Mr. Banfield, "and after it was all over, Sir Henry Drayton thanked the association for the help it had given."

He commended the Ottawa merchants most highly, saying, "Whenever it has been necessary to have a delegation of merchants go at short notice before any body at Ottawa, the Ottawa merchants have responded most magnificently. We could have all we needed on 15 minutes' notice. They never spare themselves when association affairs can profit by their effort."

Mr. Banfield remarked that those white haired boys, those paragons of virtue whom the Board of Commerce

had occasionally uncovered; those who sold for cost plus on the rising market, or who through inefficiency had never managed to make a profit, where are they now?—down and out—on Bradstreets and Dunns' bankrupt list. They perished "unwept, unhonored, and unsung." The president touched on the turnover tax, saying that the government never had made provision for the retailer passing-on the tax, as was the case with the wholesaler and manufacturer. "How would you collect a turnover tax on a Greek restaurant, where the proprietor's hip pocket is his bank?" demanded the president.

Things Yet To Be Done

Among the things yet to be done Mr. Banfield mentioned an efficacious "fraudulent advertising act," one that would make the manager co-responsible with the proprietor for misrepresentation. The present act has been found weak in this respect. The trading stamp act is also in need of extension to include guessing contests, certificates and rebates. "The latter are a continuous uncertain outstanding liability," said the speaker. "Gambling is rampant. Three card monte and the like should be repressible by law."

The onus of responsibility in the case of adulteration, as of maple products should also be taken off the tradesman. All such produce as hay in bales, etc., should where practicable, bear the name of the producer. A department for scientific research should be authorized and organized at once. The subject of foreign purchases was touched upon.

Mr. McMicken humorously cited a recent case he had observed where an attractive card distributed by a manufacturer bearing the legend, "Buy in Canada," also bore the small note "Printed in Albany."

Parcel post rates also came in for the attention of the Dominion President. "It is a disgrace that letters must bear a portion of the expense of carrying the packages of your mail order competitor," said he. "Each department should stand on its own feet. It is unjust that any parcels should be carried in the post office at less than the actual cost of giving that service."

Pleads for Greater Membership

In pleading for greater membership the speaker said, "Don't under-estimate the value of the smallest dealer. You know that he who is not for you is against you In a petition, the man with only a peanut stand, may cancel your vote—even though your business is in the hundreds of thousands. Get them all in with you. Every member get a member."

Swift Current Man Heads Sask. R.M.A.

Final day's session of the Sask. R. M. A. convention is marked by interesting discussion, passing of resolutions and the election of new officers—the new Bankruptcy Law is explained by Professor Arthur Moxon.

By Staff Correspondent

THE FINAL day's meetings of the convention were marked by addresses on the income tax, the bankruptcy act and a debate on merits of a cash business versus a credit business. A number of resolutions were passed, as well as new officers elected for the ensuing year. The convention will be held in Regina next year.

Income Tax Returns

Bert R. Masecar, official auditor of the Saskatchewan Board, stated that the questions in regard to the same, mostly centered round the difficulty of writing stock in a falling market. Profits, it was explained, were only cash profits. Whatever they put through their books as their turnover, they had got to treat as their sales. Amusing illustrations of the ways of the income tax authorities were given by the president, who had waited a whole year for a reply to a letter and then was fined $1,800 for not making his return, reduced to $10, all because he had not the information he sought after.

New Bankruptcy Law

Professor Arthur Moxon gave an address on the bankruptcy law of Canada. The new act, he said, was "made in Winnipeg" and was probably one of the most admirably drawn pieces of legislation that had emanated from the Canadian parliament since Confederation. It was something lawyers tried to get for a number of years, and it was largely due to the intelligent efforts of wholesalers and traders of Western Canada they had now their excellent legislation on the statute books. It was honestly and fairly designed to give to the commercial community exactly what the community wanted, not what the lawyers wanted. If statute was not satisfactory and did not do its work it was not because the lawyers interfered, but it was because the facts of business and the facts of human nature were too complicated to at once allow them to draft an act that would be humanly perfect.

Affects Status

The statute was going to be of very considerable importance to the wholesalers and retailers in the course of the next ten years, Prof. Moxon said. It was drawn fairly lucidly and carefully for a statute and would be in the hands of every intelligent merchant in the community, so that when the necessity came for doing the simple things required of the act, making claims in the assets of other people, etc., would show him just what his rights were without any necessity of referring to a solicitor or going to a solicitor and proving his claim. The act made a very important departure in their whole system of treating insolvency. He showed how the law affected the status of the individual. The man who had a receiving order of bankruptcy made against him involuntarily lost to a certain extent the status of an ordinary individual.

The Resolutions

Among the resolutions was one to instruct the secretary to supply Ottawa with a copy of the convention deliberations, for filing in the archives, and publishing if they thought desirable.

An attempt to add the chairmen of the trade sections to the Provincial Board was opposed by Mr. Morton, president of the Regina section.

A resolution, fathered by the Drug Section, complimented the government on the new narcotics act, stating that they realize that it is not aimed at the legitimate drug trades, but against pedlars, and pledges the drug trade to assist in every way to keep the spirit of the law and assist in its enforcement. (The Pharmaceutical Association in Saskatchewan has already obtained twenty-two convictions for infractions of the liquor act and are determined to maintain the high character of the profession.) A suggestion was attached to the resolution asking the Dominion Secretary to lend his assistance toward having the Government supply uniform forms for the entering of the data required by the act.

An effort was made to have piano salesmen excluded from the Hawkers' and Pedlars' Act, so that they would not be compelled to pay $100 Provincial license fee to travel around selling pianos. One speaker in favor of the exemption stated that the cost of breaking in and experimenting with green salesmen would be prohibitive and the license is non-transferable. A speaker against any exemption said that the travelling piano salesmen took business out of each district and brought nothing to the district, and that all reputable piano dealers already had local agents who contributed to the communities, etc. The resolution was defeated.

The omnipresent resolution favoring ade in Canada" goods (in the abstract) s duly moved, seconded and passed nimously. It would be a hardy soul, eed, who would rise to his feet and e "nay." The discomforting thought hat in spite of such resolutions our ple continue to pile up the adverse le balance, having quite decided that ing spoken patronizingly of the article Canadian manufacture, it is then in r to patronize the foreign manufact-.

Officers Elected

he new officers are:

President, Jack Wood, men's furnishings, Swift Current, Sask.; First Vice-President, T. H. Masterson, Chevrolet dealer, Regina, Sask.; Second Vice-President, G. Garfield Wray, shoe merchant, Regina, Sask.; Treasurer, S. E. Fawcett, hardware and sporting goods dealer, Saskatoon; Honorable Secretary, Ralph Miller, men's furnishings, Prince Albert, Sask.; Permanent Secretary, F. E. Raymond, Saskatoon.

The whole convention was a tribute to the good work done by the Saskatchewan Board Staff, the trade section meetings entailing an enormous amount of work and organization ability. Mr. Raymond had able assistance from his assistant, H. J. Beveridge; H. T. Pizzey, secretary to the Implement and Auto Sections; F. L. Phillips, collection department; F. E. Bellow, accountant; Miss E. Evans, insurance; R. B. Evans, publicity; Charles Woodman, traffic, and the two genial organizers, W. L. McQuarrie, who serves the North, and George W. Anderson, who serves the merchants in the South half of Saskatchewan.

What Is Your Cost of Doing Business?

Few grocers can answer this question definitely. Too many can only state the percentage approximately, but the average retailer cannot dare to go it blindly, not knowing exactly what it is costing him to carry on.

(By Henry Johnston Jr.)

HE famous statistician, Babson of Boston, in collabration with others, ntly published a table showing his me of the cost of doing business in us lines. The table is valuable not uch, perhaps, for what it shows as what it indicates mainly to grocers; t indicates a very high cost for ers. More important, it shows some ne things grocers overlook. But I urprised to find that this tabulation, h passed in review not only of Babbut of many other experts, takes no unt of interest charge on capital oyed. Maybe the fact that the shers of it were included in an astion of newspaper men accounts his strange omission.

metimes I wonder where these folks heir facts. Here we have a tabulatwhich shows department stores as ting under an expense that is less that of drugs, men's clothing, furn- shoes and jewelry stores. Yet the show that the department store carexpenses that are higher than any ese. Nor are these facts stabbed taken at random. They have been ed from long study, over a long by many people in various localand confirmed by my own close vation and inquiry into actual data ver the country—I may say over ontinent. I shall set in parallel ns these figures and my own, thus:

	This Tabulation	My Figures
tment Stores	23.05 p.c.	26.50 p.c.
ry Stores	18.91 p.c.	16.66 p.c.
Stores	25.65 p.c.	24.50 p.c.
Clothing	23.27 p.c.	23.50 p.c.
ture	27.51 p.c.	24.00 p.c
ware Stores	20.41 p.c.	19.40 p.c.
	24.22 p.c.	23.50 p.c.
ry	26.81 p.c.	26.00 p.c.

n rather well satisfied that my s are more nearly correct along hole line, but particularly as re- department stores and grocery stores; because of these I have made exhaustive study; and perhaps the most vital lesson for a grocer to draw from such comparative study is that the department store labors under an expense nearly 10 per cent more on the average sally makes money, while only 5 per than the grocer and yet almost univercent of grocers are money makers. This shows the value of knowing all expenses and other burdens, the way the department store man knows them—facing each issue in the business—rather than guessing at them the way the average grocer does.

Do You Know Your Expense?

I ask this question pointedly of grocers everywhere—in meetings and individually—and I find few that can tell me anything definitely. I ask men everywhere: "What was your expense in 1920?" Occasionally one says: "About thirteen per cent;" but why "about?" How can a man end up a year and not take inventory and go back over his accounts to KNOW just where he came out in 1920? How can men DARE thus to go it blind with their own vital interests, taking gambling chances with their present and future? Search me. Not only do I give it up—I gave it up years ago!

Here now are the tabulations regarding the grocer as given by the authorities I am writing about:

Rent	3.07 p.c.
Salaries	8.46 p.c.
Advertising	1.83 p.c.
Heat and light	.39 p.c.
Delivery	2.53 p.c.
Supplies	.37 p.c.
Ins. and Taxes	.58 p.c.
Gen. Expense	.45 p.c.
Deprec. and Shrink	.76 p.c.
Bad Debts	.47 p.c.
	18.91 p.c.

Now I know two things: that no such average as 1,83 per cent goes into advertising in grocery stores. I know a number of grocers who operate on expenses more than five per cent under this total. This being so, the others would have to run on figures far in excess of those given to bring up the average to any such figures as 19 per cent. Let me therefore change a figure or two to conform to what I know prevails quite commonly:

Rent	1.50 p.c.
Salaries	6.50 p.c.
Advertising	.25 p.c.

Leaving other figures as given, and I feel that they are not far from correct, at least as guides to the rest of us, we shall find that my alteration results in a total of 13.80 per cent. To that I should add .20 per cent—one fifth per cent—for interest; and the total will be 14 per cent. I think these fellows must have confined their investigations to their own family grocers, in some high brow long-credit, excessive service localities to get any such extravagant average as they got. But at that how they omitted the vital charge for interest on capital is a mystery to me.

The Minutest Accuracy is What You Want

Of course, if those men were going to err either way, the way to o it was by overstatement rather than understatement. It is far better that you go on the theory that your expenses are heavy than that you kid yourself into the belief that they are light. But why have either under or overstatement when the way to KNOW is so very simple?

And so now I ask you the question with which this article is headed: What are YOUR Expenses? If you are not in position to answer right off the bat, to the fraction of a cent, get busy and find out. If you did not learn exactly what it had cost you to operate in 1920, including everything, do it now. Then

Continued on Page 30.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

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DECLINES AND BUSINESS

ONE of the perplexing problems that the retail merchant is grappling with, is, how far will declines go? This is a big question and one that is difficult to answer. There are some in the trade that seem to think that prices have about reached bed rock, while there are others who state that prices will reach even below the 1914 level, basing their theory on the fact that no stability in the markets can be expected until the old law of supply and demand is working to full capacity.

Insofar as Canada's overseas trade is concerned there does not appear to be any near mprovement. Europe apparently does not want our supplus production, at least, at the high figures, simply because she is not in a financial condition to accept it. On the other hand Europe is already looking to this country as for their products. They are working twenty-four hours a day at a greatly reduced wage scale in order that goods can be manufactured at low prices, shipped into this country and eventually become a keen competitor in our home market with our own manufacturers.

Speaking generally of foodstuffs, liquidation of stocks appears to be fairly well completed, although there still appears to be depressed stocks offered. These are sold retail at a lower price than manufacturers' lists. Bargains, however, are becoming fewer and harder to find especially from the manufacturers. The great wave of price cutting on the part of wholesalers, also seems to have about run its course, although there are spasmodic breakings out—like the tale end of an epidemic of measles—of wholesalers continuing to cut the price on certain articles.

Retailers' shelves are commencing to take on a lean and hungry look, and with the merchants in a position to restock at the lower level, there is no sane reason why business—that is home business—should not be greatly stimulated. The retail merchant does not need to worry about prices. The big thing is to get business started on the home stretch with market baskets filled to overflowing and keep it there.

The remedy for the sleeping sickness that business has been experiencing lies altogether in the hands of the retail merchant. The public has been clammering for lower prices. These lower prices are now in effect and together with systematic salesmanship, will soon bring a slothful business out of the rut.

HOW THE STRIKE AFFECTS YOU

APART perhaps from freight rates, there is no single factor which so universally affects the price of every commodity in use at the present day as the cost of printing. Every price list, catalogue, booklet, handbill, circular letter, price card, newspaper advertisement, display card, all sales literature cost money for printing, which costs has to be covered in the price charged for the various commodities you sell.

Any increase, therefore, in the cost of printing affects the cost of every one of the items mentioned and must therefore ultimately raise the price of every article sold by the retail merchant. Any such increase at the present time is bound to have a restrictive tendency upon sales and is therefore detrimental to the merchant's interests. If he is forced to absorb the extra cost himself it affects his pocket still more directly.

You are therefore vitally interested in the outcome of the printers' strike for a forty-four hour week and increased wages amounting in all to an advance of about 40 per cent. This would inevitably result in an increase both in your overhead expense in the prices you pay for goods and thus it cannot fail to prejudicially affect your interests.

The forty-four hour week will benefit no one. If a man is only willing work forty-four hours, he will earn less for himself and for his employers than if he worked forty-eight hours. The great need the world over is for elimination of wastes and increase in production.

* * *

EDITORIALS IN BRIEF

The thing that makes a store a real success is having customers feel like coming back again and again.

* * *

If you started with a small knowledge of your business, a careful reading of the trade papers will give you the knowledge you need.

* * *

If you spend much time standing around waiting for people to pat you on the back for your success success may dissolve into thin air while you wait.

* * *

Along the business highway keep as close a look out for warning signs as you do on the motor highway and you will avoid some very unfortunate wrecks.

* * *

The business men used to know who waited for luck to bring them success are all pushing up daisies in the financial cemeteries now.

* * *

Cash capital is a fine thing in starting a new business, but without energy and common sense the capital will amount to much, and with those qualities you can succeed without the original financial boost.

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

New Brunswick Wholesale Grocer Praises Convention

St. John, N. B., June 17 (Special).—A. P. Paterson, of this city, who was elected one of the vice-presidents of the Wholesaler Grocers' Association at Quebec this week, returned yesterday. He was enthusiastic over the benefits that he feels the wholesale grocers of the dominion will receive as a result of the convention, which he termed one of the most successful ever held.

After having discussed conditions with men from all parts of Canada, Mr. Paterson said he returned home firmly convinced that nowhere were finincial conditions more secure or business enterprise more stable than in the province of New Brunswick. Although the present depression is felt by grocers all over Canada, Mr. Paterson is optimistic for the future and feels sure that the country is due for a great reawakening of trade at an early date. He said he noticed that lumber was starting to move and expressed the opinion that so soon as the railway facilities in England were again in operation, the stagnation of the lumber markets, the general trade of the country would soon return to normal condition.

Mr. Paterson expressed himself as being pleased with the hospitality extended to the visitors by the people of Quebec.

Quebec

T. Lecour has opened a new grocery store at 1847 Rue Henri Julien, Montreal.

J. P. Kelly has opened a grocery business at 1972 St. James St., Montreal.

A. Derocher has moved his grocery business from 7 Mountain St. to 3237 McCord St., Montreal.

E. Tachier of 1837 St. Catherine St. E. has sold his grocery business to J. A. Duchien.

E. Delorier has moved his grocery business from 231 St. Margaret St. to 72 St. Marie St., Montreal.

A. R. Whittall, president of the Whittall Can Co. Ltd. of Montreal left on Saturday with his family for a three month's visit to England and France.

Ontario

A grocer was fined ten dollars the other day for not giving her customers the full pound of butter.

C. Elvin's grocery store on Front St., Belleville, Ont., was burglarized some time through the night of June 15, and entrance having been effected from the rear. Upwards of $30 was taken from the till, and a collection box of the Children's Shelter was broken and the contents extracted.

A section of the stables of the City Dairy Co., Toronto was destroyed by fire on Sunday, June 19. The horses were safely removed from the stables. The City Dairy Co. suffered a loss of $400 as a result of the damage to the stables.

The Hooton Chocolate Co. of Newark, N.J. is suing Willards Chocolates, Ltd., of Toronto, for $2,849, the balance said to be due on fifteen tons of cocoa butter, in the non-jury assizes, Toronto. The Toronto company claims that the butter was not in accordance with a sample, and that they had to sell the chocolates made therefrom at a reduced price, at a loss to the company's reputation. In consequence, $10,000 damages are asked.

As stated in a previous issue of Canadian Grocer the firm of William Ward & Sons, Limited, London, Ontario is being reorganized and with the changes completed plans to carry on a general jobbing trade and manufacture smoking and chewing tobaccos as well as cigars. William Ward, who will be president and genera manager of the new company, is now the oldest cigar manufacturer in Canada. He will be assisted in the new firm by his sons, Fred, in charge of the office end of the business, Gilbert, on the road, and Becher in charge of the jobbing department. Mr. Ward stated to Canadian Grocer that prospects for business were never better and with the steady growth of Canada he sees splendid business for the future.

Jose Gaste, London, Ont., who returned this week from California stated to Canadian Grocer that he is again taking over the Jose Gaste Cigar Company which he disposed of in the spring to P. Anderson of New York.

A new Company composed of Gordon Pennecott, his brother Glen and Robert Finch has been formed. The firm has secured premises on Horton St., London and has applied for a charter and expects to commence manufacturing early in August.

J. Freedman, Wholesale grocer, George Street, Ottawa, has purchased a large property on the south-west corner of By-Ward and Market and York Street for $137,500. This property has 132 feet frontage on York Street and 166 feet on the market. At the present the Canadian Bank of Commerce and an hotel are occupants and will remain for the time being. F. K. Farah of Toronto was the former owner.

A vote was taken recently in the town of Smith Fall, Ont. on the question of daylight saving for the remainder of the summer, but the measure was defeated.

W. M. Bowman, Manager Holbrooks Limited, Toronto, left on Saturday last on a six weeks trip to the Old Country. He will visit particularily, Birmingham, where the British factory of Holbrooks Limited is located, and London.

Western

Struthers and Green, Hanna, Alta., have commenced operations on their new meat market, which when completed will be of the most modern type.

G. D. Mason was a visitor to the office of B. M. Henderson, Imperial Bldg., Edmonton on June 11. Mr. Mason represents the Dominion Salt Co. of Sarnia. Mr. Henderson is Alberta distributor.

John McNeill, specialty salesman of the Kraft-MacLaren Cheese Company of Montreal, was a visitor to Winnipeg last week and it is his intentions to cover the trade from Winnipeg to the Rockies in the interests of his firm.

L. D. M. Baxter, managing director of the Eastern Milk Products Co., Ltd., of Gananoque, Ontario, was a visitor to Winnipeg last week calling on the company's western representative C. M. Ruttan.

E. S. Beaman of the American Peanut Corp., of Norfolk, Virginia, was in Winnipeg last week on a business trip and interviewed their western representatives, the Donald H. Bain Company.

Edmund Thomas, Alberta and British Columbia representative of the W. G. Patrick Co. Ltd., was a visitor to the Winnipeg Office last week.

A. S. Nisbet of the W. G. Patrick Co. Ltd., is on a trip to Saskatchewan in the interest of his firm.

The T. H. Smith Co., New Westminster B. C., is celebrating the 20th anniversary of the establishment of its business. The company first opened its doors to the public on June 14, 1901. The present company was incorporated in 1910.

A. Oliva, has opened a cash grocery at Blairmore, Sask. in the old stand of the Blairmore Co-operative.

The R. L. Fowler Co., manufacturers of fruit juices, peanut butter, salted peanuts, etc., with factories at Calgary, Regina and Saskatoon, is being reorganized. R. L. Fowler will be the president. Walter S. Knight, secretary, and Harold Knight, treasurer-manager.

The Union Milk Company of Calgary, Alta, have opened a branch in Banff, and is now supplying milk there.

WHAT IS YOUR COST OF DOING BUSINESS

Continued from Page 27.

never let a year end pass again without inventorying and knowing at least once annually just where you stand.

Just by the way of showing you what can be done, right now, in this year 1921, let me outline a story:

The town of Norfolk, Nabraska, has 8000 people. Therein is a grocer who operates a cash-and-carry grocery store on the main street in a store 22 by 45 feet. Five days in the week, he runs it with one man for help. On Saturdays he brings in two women and another man—five altogether on Saturdays. His sales last year were $125,000. His margin averages 13 per cent. His expense is 8½ per cent. His net profit, therefore, is 4½ per cent. He turned his stock last year just about 27 times, having on hand less than $4400 worth of groceries. His net earnings last year were $5625, this being net velvet since his own salary and all other expenses are including in the 8½ per cent. expense. Thus he made 127.84 per cent. plus on his entire stock investment in the year.

Is he alone—has he no competition—and can competition live? O yes! Directly across the street, in the same block, on the corner is a large general store doing $435,000 total, $225,000 of which is groceries. That store has an expense account that averages more than our little man's total margin, yet there is business for both. A few doors on the other side is the fancy grocer of the town, a man who has been in business for many years, caters to the highest class trade, has a beautiful store and renders the most exacting services regardless of cost or price. His customers are not interested in cost. They want to be waited on and will pay the price.

Fun of it is that these men all belong to the same association, are constant attendants at meetings and are excellent personal friends. Each man knows his business. Each knows to a decimal what it costs him to operate. Each knows the limitations of the kind of business he does and has the good sense not to try to do more than one kind of business, nor to be jealous of his neighbor who does another kind. All these men are good community servants good citizens—money makers. I expect to tell you how and to what extent the cash and-carry man piles up his money later on. Meantime, answer my question: What are YOUR Expenses?

Suggestions Wait on Fuller Information

A Minnesota man writes me thusly: Dear Sir:— I have been reading your articles for some time and surely find many good points to think about in them. We have been here what we call bargain day the first Wednesday in every month. Each store in town puts on specials for that day, and we send about 5000 circulars to the surrounding community. Last bargain day, April, our sales were $675. Mar. 2, they were $450 February 2nd, $950. Some days we have bigger items and the volume runs more. Last year my business was $72,300. Stock and fixtures January 1st about $14,000 (stock about $4000) but have reduced some since then. I do nothing but a strictly cash business so aim to sell on rather close margins. I have the output of a dairy so sell milk and cream in the store, also have a delivery wagon so deliver goods twice a day—sent C.O.D. unless paid for when ordered. I could do a bigger business if I gave credit, but feel I'm better off to do a little less and get the dough. I do quite a little advertising, also by way of sample packages of coffee, as I do my own roasting. Any suggestions will certainly be appreciated. Yours, ...

My friend will have to give me more details. What expense? Give details of it—do you pay a salary to yourself—how much—what rent—what depreciation allowance—do you charge interest and how much does that figure? I can only say now that, taking a margin of 18 per cent on sales, this record shows a turnover 22 times a year, and that is fine. I think it is all fine, in fact; but cannot give further suggestions until I have something more to work on. Will you write again promptly? Please.

J. S. ROYER
Wholesale Grocer of Quebec City.

NEW GOODS

J. M. Schneider & Son, Kitchener, Ont., are putting out a new shaped boiled ham. It is square pressed, the idea of the manufacturers being that when a slice is cut off, it makes four sandwiches without having to trim the edges.

THE MENACE OF THE PEDLAR

Third of the series by A. B. C.

WHEN dealing with the business of the pedlar, the merchant must not overlook the fact that the pedlar is aggressive and goes after business most energetically. As pointed out in the last article, he usually makes a feature of tea because he can buy tea at any price and sell it cheaply and and still make substantial profit.

One merchant with whom the writer over this point claims that where most dealers fall down in the matter of tea is in their endeavor to purchase as cheap a grade of tea as possible. A low grade tea has not only poor flavor but it gives few cups to the pound. It does not last long. The housewife is readily induced to try the tea offered by the at the door because it is cheap.

To overcome this it is up to the merchant in the first place to push the sale of high grade tea. He must sell a tea that the pedlar cannot or does not duplicate. He must know the various teas he has in stock and when once a customer has been satisfied, he must be in a position to supply the same blend and the same quality tea with each succeeding sale. By pushing high grade teas his customers get more cups to the pound, are much better satisfied, and will be more inclined to refuse the blandishments of the pedlar who knocks at the door. Tea is not an expensive article considering the number of cups to the pound and most people can afford good tea. Retailers should work strongly for quality and uniform blend. This means that merchants must be careful where they purchase their tea. They should buy from sources where they can get quality and blend duplicated from week to week, month to month and year to year as nearly as it is possible to do so.

The next article of the series will deal with actual instances showing how careless the pedlar is with his tea quality, flavor and blend.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

Montreal, June 22.—The features of the grocery markets this week is the decline in the price of granulated sugar which has come in three drops amounting to $1.25 per hundred. The raw market is weak and prices in the United States have dropped to the point where the Canadian refiners have had to bring their prices down. Local wholesalers have also reduced the price of molasses. This market shows weakness but corn syrups are firm in price. The vegetable market shows much activity with the first supplies of local cucumbers and cabbage coming to the market and lower prices quoted on both as a result. The most notable feature however is the big drop in the price of new and old potatoes. Oranges are firm in price with a preference for the smaller sizes. The rice market shows improvement with an advance on Rangoon.

QUEBEC MARKETS

Canned Salmon Higher

Montreal.

CANNED GOODS.—Local wholesalers have again advanced the price of sockeye salmon. Clover leaf ½'s are quoted at $2.70, an advance of ten cents and the tall and flat one pound tins are now quoted at $5.00, an advance of 40 and 25 cents. Other sockeye brands are selling at $4.90. Canned fruits and vegetables are steady in price with a fairly active market.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips		4 40
Asparagus, imported (2½s)		6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	29 0
Squash, 2½-lb., doz.		1 50
Succotash, 2 lb., doz.		1 80
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins		1 6
Tomatoes, 1s	1 55	1 60
Do., 2s		1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 00
Peas, Standard	1 80	1 90
Do., early June		2 00
Do., extra fine, 2s		3 00
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Choice, 2-lb.		1 87½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80

CANNED FRUITS

Apricots, 2½ lb. tins		4 75
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.		16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		2 10
Do., 2½ lb.		5 00
Do., 2-lb.		4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup doz.		2 75
Peaches, heavy syrup—		
2-lb.		3 90
2½-lb.	5 00	5 25
1-lb.		2 90
Pears, 1s		3 20
Do., 2-lb.		4 10
Greengage Plums, hy. syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.		2 25
Do., light syrup		2 00
Pineapples (grated and sliced), 2½ lb.		4 20
Do., 2-lb.		3 20
Do., 1-lb.		2 00
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.		4 60
Choice grade		4 70
Fancy Preserved		5 50
Rhubarb, preserved		2 80
Do., gallon		5 75
Canadian Pineapple (sliced)		4 80
New Blueberries, 2 lbs.		2 25
Do., 1 gal.		12 00

Cereal Market Quiet

CEREALS.—There is no change in the cereal market this week. This market is quiet on account of the summer season.

Oatmeal, gran., fine standard	3 60
Rolled Oats, 90 lbs.	3 15
Pearl Hominy	3 25
Cornmeal, Gold Dust Brand	3 25
Graham Flour, 98 lbs.	7 65
New Buckwheat Flour	6 75
Pot Barley	4 25
Pearl Barley	5 25
Beans, Ont.	3 50
Do., Can.	3 30
Lima Beans	0 10
Green Peas, dried	0 17
Ground Oil Cake, per bag	3 00
Split Peas, per bag	5 00

Package Goods Unchanged

PACKAGE GOODS.—There is no change in the price quoted on package goods this season. The market is steady with a fair demand for all lines.

Breakfast food, case 18	3 50
Cocoanut, 2oz. pkgs.,	0 78½
Do., 20-lb. cartons, lb	0 36
Corn Flakes, 3 doz. case	3 75
Cornmeal, yellow, 24s	3 00
Do., 36s	4 16
Oat Flakes, 20s	4 80
Rolled oats, 20s	5 00
Do., 18s	2 00
Oatmeal, fine cut, 20 pkgs.	6 75
Puffed Rice	5 70
Puffed Wheat	4 40
Farina, case, 24s	3 25
Hominy, pearl or gran., 2 doz.	3 00
Health Bran (20 pkg.), case	2 85
Pancake Flour, case	3 60
Do,, self-rising, doz.	1 50
Wheat Food, 18-1½s	3 25
Wheat Flakes, case of 2 doz.	2 95
Porridge Wheat, 36s, case	6 40
Do., 20s, case	6 50
Self-rising Flour (3-lb. pkg.), doz.	2 75
Do. (6-lb. pack.), doz.	5 40
Do., Buckwheat flour, per doz.	1 50
Corn Starch (preparde)	0 10⅛
Potato Flour	0 12½
Starch (laundry)	0 08⅛
Flour, Tapioca	0 15 0 16
Shredded Krumbles, 36s	4 35
Shredded Wheat	4 95
Cooked Bran, 12s	2 25
Euamel Laundry Starch, 40 pkgs. case	
Celluloid Starcs, 45 pkgs., case	4 20
Package Cornmeal	3 00
Malt B'kfast Food (36 pkgs.)	9 50
Quaker 2-Minute Oat Food	1 80
Puffed Rice Paucake Flour	2 90
Egg Noddles, case 24	2 25
Macaroni	2 25
Quaker Quakies	3 40

Rangoon Rice Higher

RICE.—Further strength marks the rice market this week with an advance of 10 cents per 100 on Rangoon rice. D.C. is advanced 10 cents per cwt. now quoted at $4.00 and B. is advanced to $4.25 per cwt. This advance in price is an indication of the strength of the rice market and predicts a higher price in most lines of rice. Tapioca is also very firm in price and an improved demand is noted for the different grades.

Rangoon CC, per cwt.	4 00
Do., B, per cwt.	4 25
RICE—	
Carolina, extra fancy	0 07
Do. (fancy)	0 06
Honduras, fancy	0 05
Rangoon CC, pre cwt.	3 90
Do., B, per cwt.	4 15
Texas rice	0 04½
Siam	0 06
Tapioca, per lb. (seed)	0 08 0 09½
Do. (pearl)	0 08 0 09½
Do. (flake)	0 08 0 09½
Honduras	0 07
Siam	0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Walnuts Higher

NUTS.—Another advance in the price of Bordeaux shelled walnuts is quoted this week which makes the price 70 cents per lb. Walnuts are very strong in price as are also almonds and peanuts. There is a good demand for all lines of nuts.

Do., Bordeaux	0 70	....
Almonds, Tarragona, per lb.	0 22	0 24
Do., shelled	....	0 54
Valencia Shelled Almonds	....	0 44
Chestnuts (Italian)	....	0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.	0 17	0 18
Brazil nuts (new)	....	0 20
Do., Barcelona	....	0 15½
Peanuts, Jumbo	....	0 15
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1	....	0 11½
Do., salted, red	0 21	0 23
Do., shelled, No.-Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.	....	0 38
Fancy splits, per lb.	....	0 35
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell	....	0 29
Marbot Walnuts	0 26	0 28
Do., new Naples	....	0 26
Do., shelled, Manchurian	....	0 68
Do., Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.	....	0 40
Do., Spanish, shelled	....	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Strawberries Lower

FRUIT.—There is very little change in the fruit market. Oranges and lemons are firm in price. It is interesting to note that the small size oranges are in bigger demand than the larger size and are being sold at the same price per case. Good supplies of imported cherries, peaches, and plums are on the market. Strawberries are much lower in price, selling at from 20 to 25 cents per pint. There is a good demand for all lines of fruit and prices in general are steady. Cantaloupes, sizes 36—45—54, are selling at $6.50 per crate.

APPLES—

Boxes, 175s, 216s	....	4 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96	....	5 75
Do., Porto Rico	....	5 00
Lemons, 300-360s	....	9 00
Cal. Navel Oranges, 200-250	....	7 25
Do., 150-176	....	6 50
Do., Blood Oranges, ½ boxes	....	3 75
Tangerines	....	4 25
Strawberries, per pint	0 20	0 25
Pineapples, 24s, 30s, 36s, crate	....	8 00
Watermelons, each	....	1 10
California Cherries, per box	....	5 50
Georgia Peaches, crate	....	5 50
California plums	....	5 50
Cantaloupes, 36-45-54	....	6 50

New Potatoes Plentiful

VEGETABLES.—The feature of the vegetable market this week is the lower prices quoted on new potatoes. Dealers are quoting new potatoes in barrels of 190 lbs at $5.25 per barrel. The supply of new potatoes is plentiful and prices have dropped considerably during the past week. Old potatoes are also lower in price and quotations are ranging from 90 cents to $1 per bag. The first supplies of local cabbage and cucumbers are on the market and $5.50 per hamper is quoted for cucumbers. Lettuce, radishes and parsley are in big supply and prices are open. Tomatoes are a little lower this week. The season for the Floridas is over and Mississippi flats are selling at $2.00 per box.

New cabbage	....	5 50
Celery, Florida, per crate	4 00	4 75
Do., California	....	11 00
Carrots, per bag	0 75	1 00
Cucumbers, per hamper	....	5 50
Garlic, lb.	....	0 50
Horseradish, lb.	....	0 60
Leeks, doz.	....	4 00
Lettuce	....	....
Parsley	....	....
Mint	....	0 60
Mushrooms, lb.	....	1 00
Oyster plant, per doz.	....	1 50
Parsnips, bag	....	1 00
Peppers, green, doz.	....	0 50
Potatoes, Mtrl. (90-lb. bag)	0 90	1 00
New potatoes, bbls., 190 lbs.	....	5 25
Do., sweet, hamper	....	5 50
New potatoes, per bbl.	5 00	7 00
Spinach, box	....	....
Spanish Onions, per case	5 00	5 50
Turnips, per bag	0 75	1 00
Red Onions, cwt.	....	3 00
Texas Onions, per crate	....	3 50
Yellow Onions, cwt.	....	3 25
New Tomatoes, per crate	....	....
Mississippi flats, per box	....	2 00

Spice Market Quiet

SPICES.—There is no change in the spice market, which is quiet due to the summer season. Prices are stable, particularly on account of the lack of movement of supplies.

Cassia (pure)	0 27	0 30
Cocoanut, pails, 20 lbs. unsweetened, lb.	....	0 46
Do., sweetened, lb.	....	0 36
Chicory (Canadian), lb.	....	0 14
Cinammon—		
Rolls	....	0 35
Pure, ground	....	0 40
Cloves (ground)	....	0 56
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Ginger (Jamaica)	....	0 30
Ginger (Cochin)	....	0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 40
Do., 80, lb.	....	0 32
Do., 100, lb.	....	0 35
Do., ground, 1-lb. tins	....	0 45
Pepper, black	....	0 25
Do., white	....	0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika	....	0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystars or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal	....	2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Montreal.

Laundry Soaps Advanced

SOAP.—All laundry soaps have been advanced 60 cents per case during the week. The price now quoted for standard brands is $7.10 per case.

Small Size Prunes Higher

Montreal.

DRIED FRUITS.—The dried fruit market stands firm with raisins still scarce and stronger tendencies for currants. The smaller size of California prunes are advanced one cent per pound, making 70—80 11½ cents per pound.

Apricots, fancy	....	0 33
Do., choice	....	0 27
Do., slabs	....	0 22
Apples (evaporated)	0 12½	0 15
Peaches (fancy)	....	0 23
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 ounces	....	0 27¼
Cal. Seedless, in bulk	0 18¼	0 19½
Cluster, 20 1-lb. pack	....	6 75
Currants, loose	....	0 15
Do., Greek	0 13	0 15
Dates, Excelsior (36-10s), pkg.	....	5 25
Fard, 12-lb. boxes	....	3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)	....	0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼s, lb.	....	0 40
Do., 2½s, lb.	....	0 43
Do., 2¾, lb.	....	0 45
Figs, white 70 4-oz. boxes	....	5 40
Do., Spanish (cooking), 22-lb. boxes each	....	0 11
Do., Turkish, 3 crown, lb.	....	0 22
Do., 5 crown, lb.	....	0 28
Do., 7 crown, lb.	....	0 30
Do., 10-lb. box	....	2 75
Do., mats	....	3 00
Do., 22-lb. box	....	1 90
Do. (12 10-oz. boxes)	....	2 20
Prunes (25-lb. boxes)—		
20–30s	....	0 25
30–40s	....	0 19
40–50s	....	0 17
50-60s	....	0 13½
60-70s	....	0 12½
70—80s	....	0 11½
80—90s	....	0 10½
90—100s	....	0 09½

Refined Sugar Lower

SUGAR.—Refined sugar has taken three drops during the past week which amounts to $1.25 per hundred. The price of sugar as quoted by the Canadian refiners is $9.25. The cause of this decline is the weakness of the raw market and the lower prices quoted in the United

tes. On account of the weakness of sugar market buying is light, being y for immediate requirements.

anulated Sugar, per cwt.	9 25
Do., barrels	9 30
nulated, gunnies, 20/5	9 65
Do., gunnies, 10/10	9 75
Do., cases, 20/5-lb. cartons	9 85
Do., cases, 50/2-lb. cartons	10 00
llow, light, per cwt.	8 85
Do., medium, per cwt.	8 90
Do., dark, per cwt.	8 65

Molasses Prices Down

ntreal.

MOLASSES.—Local wholesalers are ting lower prices on molasses. A price 66 cents per gallon in puncheons and side the city by rail the price is 63 ts and by boat 64 cents. The molasses rket has been very weak for some le time and the movement has been w. In the last month the price has pped almost ten cents a gallon. Corn ups stand steady in price with a good vement of supplies.

RN SYRUP—	
arrels, about 700 lbs.	2 06½
alf barrels, about 350 lbs.	0 06¾
uarter barrels, about 175 s.	0 07¼
gals., 25-lb. pails each	2 25
gal., 38½ lb. pails, each	3 25
gal., 65-lb. pails, each	5 20
-lb. tins, per case	4 00
-lb. tins, per case	5 30
0-lb. tins, per case	5 00

Price for	
badoes Molasses—	Isld. of Montreal
uncheons	0 66
arrels	0 68
alf barrels	0 68
uncheons, outside city	0 63

cy Molasses (in tins)—

6-oz. tins, 2 doz. case, per doz.	2 40
-lb. tins, 2 doz. in case, case	4 40 7 25
-lb. tins, 2 doz. in case, case	5 75 10 75
-lb. tins, 1 doz. in case, case	8 95
0-lb. tins, ½ doz. in case, case	8 60

Better Demand For Teas

ntreal.

TEA.—There is very little change in tea market except that there is a ter demand for teas from the retail de but no speculation. Stocks are idily being depleted and with that l come a more stable condition in the market. At the present time prices unchanged.

lon and Indians—		
Pekoes	0 22	0 26
Broken Pekoes	0 32	0 40
Broken Orange Pekoes	0 48	0 55
as—		
Broken Orange Pekoes	0 48	0 55
Broken Pekoes	0 35	0 40
na—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
PAN TEAS (new crop)		0 77

bove retail prices range of quotations the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Axle Grease Reduced

MISCELLANEOUS.—Mica axle grease is reduced in price. The reductions amounting to 50 cents per case on the one pound tins which are selling at $7.30 per case and 85 cents on the 3 pound tins which are quoted at $9.75 per case. Castor oil in bottles is also reduced. The new price quotes 1 ounce bottles at 48 cents per dozen, and two ounce at 75 cents and the three ounce at $1.00.

ONTARIO MARKETS

TORONTO, June 22.—The feature of the markets is the further reduction on refined sugar announced on Saturday last. Refiners business is practical at a standstill as little business has been transpiring direct from the refineries but it is now felt that as second hand parcels are about cleared up that refiners will soon resume operation. There are few price changes but there still appears to be some price cutting although there are not the number of bargains floating as a few weeks ago. Cereals are looking firm with a prospect for an advance on flaked wheat. Teas, coffees and nuts continue to maintain a firm tone. Dried fruits are also firmly held. Vegetables and fruits are in plentiful supply with prices tending easier.

Canned Goods Steady

Toronto.

CANNED GOODS.—Wholesalers and retailers are not showing any inclination to book futures and canners continue to maintain their waiting attitude. That is they state, that they do not intend to pack, except to the amount of orders received. On the surface this looks that canned vegetables are going to be a scarce commodity this coming season as the carry over will not be large, especially on tomatoes and peas. On the other hand, there appears to be sufficient canned fruits left from last season's pack to carry the trade through this next season even if the canners do not pack a can. But whether the canners carry out their present policy when the canning season opens, remains to be seen. in the matter of jams, the majority of manufacturers appear to have about cleaned up their large stock and are now busy with the new pack of strawberry, which some manufacturers are already offering on the market. Quotations listed below are more or less nominal as there still appears to be a considerable amount of price cutting.

Salmon—		
Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska, reds, 1s, doz.	4 25	4 50
Do., ½s,		2 50
Cohoe, 1s, doz.		3 60
Do., ½s, doz.		2 00
Pinks, 1s doz.		2 10
Lobsters, ½-lb., doz.	3 25	3 50
Do., ¼-lb. tins		2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	....
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 60	1 85
Peas, standard, doz.	1 65	1 70
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 20
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, p'served, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.		5 00
Apples, gal., doz.		4 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s,	4 50	5 00
Jams—		
Apricots, 4s, each		0 90
Blk. Currants, 16 oz., doz.		4 00
Do. 4s, each		0 94
Gooseberry, 4s, each		0 89
Do., 16 oz., doz.		4 10
Peach, 4s, each		3 75
Do., 16 oz., doz.		0 83
Red Currants, 16 oz., doz.		4 40
Do., 4s, eaeh		0 94
Raspberries, 16 oz., doz.		4 60
Do., 4s. each		0 94
Strawberries, 16 oz., doz.		4 60

Dried Fruits Firmly Held

Toronto.

DRIED FRUITS.—There is nothing new developed in this market since our last report. The market is firmly maintained with no change in quotations on spot.

Candied Peels—	
Lemon	0 42
Orange	0 44
Citron	0 72
Currants—	
Greek, Filiatras, cases	0 17
Do., Amalias	0 17
Do., Patras	0 17
Do., Vostizza	0 23½
Dates—	
Excelsior, pkgs., 3 doz. in case	5 50
Dromedary, 3 doz. to case	7 00
Fard, per box ap. 12 lbs.	3 25
Hallowee dates, per lb.	0 11
Figs—	
Smyrna layers, 4 Crn., lb.	0 30 0 22
Do., layers, 6 crn., lb.	0 36 0 38
Natural pulled, in bags	0 10½

Prunes—		
30-40s, 25s		0 20
40-50s, 25s		0 16
50-60s, 25s		0 13
60-70s, 25s		0 10
70-80s, 25s		0 09½
80-90s, 25s		0 09
90-100s, 25s		0 08
Peaches—		
Standard, 25-lb. box, pld.	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 19	0 30
Apricots—		
Fancy		0 46
Choice		0 42
Standard		0 34
Raisins—		
California, bleached, lb.		0 27½
Seedless, 15-oz. packets		0 29
Seeded, 15-oz. packets		0 28½
Crn. Muscatels, No. 1, 25s		0 26
Turkish Sultanas, pkgs.		0 27
Thompsons, Seedless		0 28½
Valencia		0 23
Evaporated apples	0 14	0 15

Cereals Are Firmer

Toronto.

CEREALS.—The market generally has firmer tendencies which is especially noticeable on wheat and oats. Quotations on rolled oats are somewhat irregular, but the general price appears to be $3.20 per bag in single bag lots. Rolled or flaked wheat is quite strong and there are indications for an early advance.

	F.o.b. Toronto
Barley, pearl, 98s	5 50
Barley, pot, 98s	4 75
Barley Flour, 98s	6 25
Buckwheat Flour, 98s	6 00
Cornmeal, Golden, 98s	2 75
Oatmal, 98s	4 50
Corn Flour, 98s	3 75
Rye Flours, 98s	6 00
Rolled oats, 90s.	3 20
Rolled wheat, 100 lb. bbls.	6 75
Cracked Wheat, bag	5 00
Breakfast Food, No. 1	6 00
Do., No. 2	6 00
Rice Flour, 100 lbs.	10 00
Linseed meal, 98s	6 50
Flaxseed, 98s	7 00
Peas, split, 98s	5 75
Marrowfat green peas	0 05¼ 0 06
Graham flour, 98s	4 75
Whole Wheat Flour	4 85
Wheat Kernels, 8s	6 [illegible]
Farina, 98s	6 35

Lemons Easier

FRUIT.—Since our last report, strawberries dropped to as low as eightt cents per box, but recovered the next day to around 14 cents. This week, however, promises to be a heavy one and prices as we go to press range around 12 cents per box. Lemons are easier, Californias are quoted at $9.50 and Verdillis at $7.50 per case. Good size watermelons are offered at $1.25 each. Oranges are strong with prices ranging from $5.75 to $7.50 per case according to size. Georgia peaches, six basket crates, dropped 50 cents, now selling at $5.00. California plums, apricots and cherries are freely offered at $4.50 to $5.00 per box. Canadian cherries are commencing to arrive freely; sour, six quart baskets are selling at 90 cents; elevens at $1.50 to $1.75; ox hearts, sixes $1.50 to $1.75 and elevens $2.00. Gooseberries are commencing, sixes are selling at $1.25 and elevens at $2.25 to $2.50.

Oranges, Valencias, 100s, 126s	5 75	6 25
Do., 150s, 176s	6 25	7 00
Grapefruit, Cubans		6 00
Bananas, Port Limons		0 09½
Lemons, Cal.		9 50
Do., Verdillis		7 50
Apples—		
Winesaps, per box		4 00
Watermelons, each		1 25
Peaches, 6 baskets to crate		5 00
Cantaloupes, Standard, 45s		7 50
Do., Pony, 45s		6 50
Do., Flat, 15s		3 00
Cal. Plums, per box		4 50
Cal. Apricots, per box		4 50
Do., Cherries, per box		5 00

Nuts Continue Strong

NUTS.—The market for practically all nuts continue to maintain a strong tone. Stocks are rather small and in fact there is little shelled walnuts offered either on spot or in France. Manchurian shelled walnuts which were more or less standing still while the French market was advancing, now shows considerable strength with quotations on spot advanced to 60 cents per pound in case lots and five cents per pound higher in broken lots. Broken walnuts are also about five cents per pound higher.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.		
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack		7 50
Cocoanut, unsweetened, lb.		0 30
Do., sweetened, lb.		0 35
Do., shred.		0 25
eanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 20	0 22
Mixed nuts, large, lb.	0 32	0 34
Mixed nuts, bags 50 lbs.		0 32
Shelled—		
Almonds, lb.	0 42	0 47
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 73	0 75
Do., Manchurian	0 60	0 65
Do., broken	0 45	0 50
Peanuts, Spanish, lb.		0 10
Brazil nuts, lb.		0 75
Pecans, lb.		1 40

Price Cutting on Cornflakes

PACKAGE GOODS.—As stated under this heading last week, a reduction was announced on corn flakes. This however was not a manufacturers' reduction, but a price offered by wholesalers; manufacturers continue to hold firmly to their ilst prices. Practically all wholesalers are offering cornflakes at prices below the lists. These prices range around $3.35 and $3.25 per case and we did hear of one house offering at $3.15 per case.

PACKAGE GOODS

Rolled Oats, 20s, rd., case		5 00
Do., 20s, square, case		5 00
Do., 18s, case		2 00
Do., Aluminum Prem., 20s		6 40
Corn Flakes, 36s, case	3 35	3 75
Porridge Wheat, 36s, regular [illegible]		6 00
[illegible] 0s family, case		6 80
C[illegible] Peas, 36s, cs		2 85
[illegible] r[illegible] lb. crtns.		0 10⅝
Do., No. 2, lb. cartons		0 09¼
Laundry Starch		0 08⅛
Do., in 1 lb. cartons		0 9[illegible]
Do., in 6-lb. wood boxes		0 08
Do., in 6-lb. tin canisters		0 12
Celluloid Starch, case		4 15
Potato Flour, case 20 1-lb. pkgs.		2 50
Do., case 24 12-oz. pkgs.		2 30
Fine oatmeal, 20s		5 75
Cornmeal, 24s		3 00
Farina, 24s		3 25
Barley, 24s		2 75
Wheat Flakes, 24s		5 00
Wheat kernels, 24s		4 5[illegible]
Self-rising p'cake flour, 24s		3 0[illegible]
Buckwheat flour, 24s		3 5[illegible]
Two-minute Oat Food, 24s		1 8[illegible]
Puffed Wheat, case		4 4[illegible]
Puffed Rice, case		5 7[illegible]
Health Bran, case		2 8[illegible]
F.S. Hominy, gran., case		3 0[illegible]
Do., pearl, case		3 0[illegible]
Scotch Pearl Barley, case		2 7[illegible]
Self-rising Pancake Flour, 30 to case		4 2[illegible]
Do., Buckwheat Flour, 30 to case		4 2[illegible]
Self-rising Pancake Flour, 36 to case		7 1[illegible]
Do., Buckwheat Flour, 18 to case		3 6[illegible]
Do., Pancake Flour, 18 to case		3 6[illegible]
Puffed Rice Pancake Flour, 24s		2 9[illegible]

Rices Continue Firm

Toronto.

RICES.—There are no changes in t[illegible] market. The Southern market continu[illegible] to hold a strong position at the high[illegible] quotations.

Honduras, broken, per lb.	0 07½	0 0[illegible]
Blue Rose, lb.	0 06½	0 0[illegible]
Siam, per lb.	0 06	0 0[illegible]
Japans, per lb.	0 07	0 0[illegible]
Do., broken		0 0[illegible]
Chinese, XX		[illegible]
Do., Simiu	0 11	0 1[illegible]
Do., Mujin, No. 1	0 10	0 1[illegible]
Do., Pakling	0 09	0 1[illegible]
Rangoon	0 07	0 0[illegible]
White Sago	0 07	0 0[illegible]
Tapioca, per lb.	0 07½	0 0[illegible]

Molasses in Easy Position

SYRUPS.—Corn syrups are steady firm while molasses and cane syr[illegible] are in an easy position in view of weakness and lower prices in the r[illegible] sugar market. Quotations at present unchanged.

Corn Syrups—		
Bbls., about 700 lbs., y'low		0 0[illegible]
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		4 6[illegible]
Cases, 5-lb. tins, white, 1 doz. in case		5 9[illegible]
Cases, 10-lb. tins, white, ½ doz. in case		5 6[illegible]
Cases, 2-lb. tins, yellow, 2 doz. in case		4 0[illegible]
Cases, 5-lb. tins, yellow 1 doz. in case		5 3[illegible]
Cases, 10-lb. tins, yellow, doz. in case		5 0[illegible]
C[illegible]ne Syrups—		
Barrels & half barrels, lb.		[illegible]
½ barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	6 00	6 5[illegible]

Molasses—		
Fcy., Barbadoes, bbls., gal.	1 65	
Choice Barbadoes, barrels	1 35	
New Orleans, bbls., gal.	0 46	0 56
Do., half blls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75	
Tins, 3-lb., table grade, case 2 doz., Barbadoes	10 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	8 95	
Tins, 10-lb., ½ doz. to case, Barbadoes	8 60	
Tins, No. 2, baking grade, case 2 doz.	4 20	
Tins, No. 3, baking grade, case of 2 doz.	5 50	
Tins, No. 5, baking grade, case of 1 doz.	4 60	
Tins, No. 10, baking grade, case of 1½ doz.	4 25	
West Indies, 1½s, 48s	4 60	6 95

Cream of Tartar Lower

SPICES.—The market has a quiet appearance and the general tone is steady under a demand that is mostly confined to small lots. The only price change is on cream of tartar, which has dropped five cents per pound, now quoted at 40 cents per pound. Two ounce packages are quoted at $1.25 per dozen; four ounce packages at $2.00 per dozen and eight ounce packages at $3.50 per dozen.

Allspice	0 19	0 22
Cassia		0 26
Cinnamon		0 41
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 45
Mustard, pure		0 50
Pastry		0 28
Pickling spices		0 19
Mace		0 75
Peppers, black		0 19
Do., white		0 31
Paprika, lb.	0 60	0 70
Chillies, lb.		0 60
Nutmegs, selects, whole, 100s		0 35
Do., 80s		0 45
Do., ground		0 35
Mustard seed, whole		0 25
Celery seed, whole		0 40
Coriander seed		0 18
Carraway seed, whole		0 30
Tumeric		0 30
Curry Powder		0 35
Cream of Tartar—		
French, pure		0 40
American, high-test, bulk		0 40
2-oz. packages, doz.		1 25
4-oz. packages, doz.		2 00
8-oz. packages, doz.		3 50

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Sugar Makes Further Drop

SUGAR.—A further reduction of 50 cents per hundred on refined sugar was announced last Saturday, making a total of $1.25 for the week, which brings the price to Toronto basis of $9.54. Production at the refineries is practically at a standstill, but it is now felt with the elmination of second hand parcels a marked increase in business direct from the refineries will materialize. The raw sugar market continues unsettled with further declines during the week.

St. Lawrence, extra gran., cwt.	9 54
Atlantic, extra granulated	9 54
Acadia Sugar Refinery, extra gran.	9 54
Dom. Sugar Refinery, extra gran.	9 54
Canada Sugar Refinery, gran.	9 54

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis. No. 1 40c; No. 2 50c; No. 3 60c.

Teas Hold Firm

TEAS.—The strength that has characterized this market for some time continues to be much in evidence. Prices in primary markets have been steadily advancing, which is especially noticeable on the medium and finer grades of Ceylons. The Colombo market is also stronger. While no opening prices have yet been named on the second pickings of Japans, it is generally conceded that the prices will range on a par with last season's, which were considerably lower than the opening prices on firsts. There has been a fairly active demand, but there does not appear to be much buying of futures on the part of retailers, although some wholesalers report that they have been buying fairly heavy on the better grades.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson, thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Vegetables Tend Lower

VEGETABLES.—Tomatoes are lower at $2.25 per single flat crate with ten crate lots ten cents per crate less, while the hot house variety is selling at 45 to 50 cents per pound. Cucumbers are easier at $6.50 per half barrel hampers and hot house is quoted at $2.75 per 11 quart basket. New potatoes are lower at $6.00 per barrel for No. 1 Canadian cabbage is offered freely at $5.50 per large crate. Green peas are selling at $1.50 per 11 quart basket. Some asparagus is still offered at $2.00 per 11 quart basket, but the season is practically ended. Canadian grown head and leaf lettuce, beets and carrots are on the market at slightly lower prices.

Cabbage		5 50
Onions, New Texas, crate		2 50
Potatoes, per bag	0 70	0 80
Head Lettuce, crate		2 75
Leaf Lettuce, doz.	0 25	0 60
Tomatoes, 4-bkt. crates		2 25
Pepper, per doz.		1 25
Parsley, 11 qt. bkt.		1 00
New Beets, per dozen		0 75
New carrots, hamper		3 50
New spinach, bushel		0 75
Asparagus, local 2 doz. basket		3 00
Green Peas, 11 qt. basket		1 50
Wax and green beans, hamper		4 50
Cucumbers, hamper		6 50
Do., Hothouse, 11-qt. bkt.		2 75
New Potatoes, bbl.	4 50	6 00

WINNIPEG MARKETS

WINNIPEG, June 22.—The crop in Western Canada is coming along very nicely and wholesalers and retailers report business fairly active. There are very few changes in quotations on grocery commodities. The coffee market is firm. Package cereals are in good demand. The trend of the dried fruit market is for increased prices and the opening prices for 1921 California prunes and apricots have been named by some independent packers. Opening prices on new packed strawberry jam have been named and they are not expected to be any lower. The American raw sugar market is weak and further reductions on Canadian refined have been noted. Nuts of all varieties are much firmer. Canned vegetables are showing a firmer tone and higher prices are expected on tomatoes. Fresh fruits are arriving freely and the demand is showing an improvement.

Coffee Market Firm

Winnipeg.

COFFEE.—The coffee market is showing a firmer tone and although the New York market is slightly lower than the Brazilian, spot stocks are depleted. Brazil seems to have the coffee situation well in hand and mild coffees advanced from 1½ to 2 cents per pound from the low point.

Rio, lb.	0 19½	0 20½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 26	0 29

Package Cereals in Demand

CEREALS.—With the warm weather the demand for package cereals has shown an improvement. The cereal market has a firmer tone especially on rolled oats and barley. The bean market is showing a firmer tone.

PACKAGE CEREALS		
Rolled oats, 20s, roud cartons	4 75	6 00
Do., 18s, case		2 40
Rolled oats, 20s, rd. cartons	4 75	5 00
Do., 36s, case, square pkts.		3 50
Do 18s, case		2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, case		3 40
Puffed Wheat, 3 doz. case, cs		4 45
Puffed Rice, 3 doz. case, case		5 75
Grape Nuts, 2 doz. case, case		3 80
Package Peas, 3 doz. case, cs		3 00
Cream of Wheat, 3 doz. cs., cs		9 15
BULK CEREALS		
Rolled Oats, per bag		2 55
Do., 40s, per bag		1 35
Do., 20s, per bag		0 70
Do., 10-8s, per bale		3 40

Do., 15-6s, per bale	3 95
Oatmeal, 98s, gran., or stand. bag	3 40
Wheat Granules, 98s, per bag	6 50
Do., 16-6s, per bale	7 05
Peas, whole, green, 100-lb. bag, per bush.	4 50
Do split, yellow, 98s, bag	7 95
Do., split, yellow, 49s, bag	4 03
Cornmeal, 24s, per bag	0 75
Do., 10-10s, per bale	3 65
Buckwheat grits, whole, 98-lb. bags, per bag	8 75
Beans, 100-lb. bags, bushel	3 70
Lima Beans, 100-lb. bags, lb.	10½

Dried Fruits Firm

Winnipeg.

DRIED FRUIT.—The trend of the dried fruit market is for increased prices. Currants are strong and advancing. While the raisin market looks weak it is reported by the California Raisin Association that there will be no revision of prices until the new crop is ready for the market. Opening prices for 1921 crop of California prunes and apricots have been named by some independent packers. Apricots are reported scarce and firm.

DRIED FRUIT

Evaporated Apples, per lb.		0 14¾
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.		0 16¾
Dates, Hallowee, bulk, lb.		0 11¼
Do., pkg., 3 doz. case, lb.		0 15⅞
Loganberries, 4 doz. cs., pk.		0 30
Peaches, standard, per lb.	0 20	0 21
Do., fancy, per lb.	0 24	0 24
Do., Cal., in ctns., ctn.		1 10
Do., unpitted, per lb.		0 10
Pears, extra choice, per lb.		0 25
Do., Cal., cartons, carton		1 25
Prunes—		
30-40s, 25s, per lb.		0 21
40-50s, 25s, per lb.		0 16¼
50-60s, 25s, per lb.		0 14
60-70s, 25s, per lb.		0 12¾
70-80s, 25s, per lb.		0 11½
80-90s, 25s, per lb.		0 10½
90-100s, 25s, per lb.		0 68
Raisins—		
Cal., pkg., seeded, 15 oz., fcy., 3 doz. case, pkg.		0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.		0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.		0 23
Choice seeded, 11 oz., 4 doz. to case, per pkg.		0 22½
Cal., bulk, seeded, 25-lb. bx.		0 29
Do., pkt. seedless, 11 oz., 3 doz. to case, lb.		0 22
Do., bulk, seedless, 25-lb. boxes, per lb.		0 28
Apricots, choice, 25s, lb.		0 30
Do., 10s, lb.		0 31
Do., Standard, 25s, lb.		0 27
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36

Tea Market Unchanged

TEA.—There is no change in the tea market. Fine teas are maintaining their price, but the market is reported very quiet.

TEA.—The tea markets have developed no new features and is maintaining its firm tone on the finer grades. Locally the demand has been fairly steady and merchants continue to buy in small quantities.

INDIA AND CEYLON—		
Pkoe Souchongs, 1st quality	0 35	0 40
Do., second quality	0 32	0 35
Pekoes, first quality	0 40	0 40
Do., second quality	0 35	0 40
Broken Pekoe, first quality	0 42	0 48
Broken Orange Pekoe, 1st quality	0 50	0 60
Japan	0 52	0 70
JAVAS—		
Pekoe Souchongs	0 30	0 32
Pekoe	0 32	0 40
Broken Pekoe	0 33	0 45
Broken Orange Pekoe	0 38	0 48

Better Movement of Jams

JAM.—Opening prices on the new packed strawberry jam have been named and are quoted at about 83 cents per tin to the trade. Prices are not expected any lower and an improvement is shown in the demand.

Eastern

Strawberry, 4s, per tin	0 86
Black Currant, 4s per tin	0 86
Raspberry, 4s, per tin	0 86
Apricots, 4s, per tin	0 80
Cherry, 4s, per tin	0 80
Peach, 4s, per tin	0 80
Compound (all flavors), 4s, tin	0 53 0 58

Western

Strawberry, 4s, per tin	0 95
Black Currant, 4s, per tin	0 95
Raspberry, 4s, per tin	0 95
Apricot, 4s, per tin	0 90
Cherry, 4s, per tin	0 90
Peach, 4s, per tin	0 90

Flour Unchanged

FLOUR.—There is no change in the flour situation. Merchants still continue to buy in small quantities to meet their requirements.

98-lb. sacks	5 47½
Two 49-lb. sacks	5 55
Four 24-lb. sacks.	5 65

Sugar Prices Lower

SUGAR.—The raw sugar market is reported weak and Canadian refiners advise a further reduction of 25 cents per hundred pounds. The basis of granulated 100 is now $11.25 and further declines are expected.

Extra gran., bags, 100 lbs.	11 25
Do., gunnies, 5/20 lbs.	11 65
Do., gunnies, 10/10 lbs.	11 75
Do., cartons, 20/5 lbs.	11 85
Do., cartons, 50/2 lbs.	12 00
Yellow, No. 1 lt, bags, 100 lbs.	10 85
Do., golden, bags, 100 lbs.	10 75
Powdered Sugar, bbls.	11 35
Do., boxes, 50 lbs.	11 55
Do., boxes, 25 lbs.	11 75
Icing, barrels	11 50
Do., boxes, 50 lbs.	11 65
Do., boxes, 25 lbs.	11 85
LUMP SUGAR—	
Soft Lumps, boxes, 100 lbs.	11 95
Do., boxes, 50 lbs.	12 05
Do., 25 lbs.	12 25
Do., cases, 20 cartons	13 00
Do., cases, 40 ½ cartons	13 75
Small Lump, boxes, 100 lbs.	11 85
Do., boxes, 50 lbs.	11 95
Do., boxes, 25 lbs.	12 05
Do., cartons, 50/2 lbs.	13 25
Hard Lump Sugar, barrels	12 15
Do., boxes, 100 lbs.	12 15
Do., boxes, 50 lbs.	12 25
Do., boxes, 25 lbs.	12 40

Spice Market Quiet

SPICES.—The spice market presents a quiet appearance with no particular activity in any line. The general tone is steady and no price changes are to be noted.

Allspice, Jamaica, best qual., lb.		0 28
Cassia, Batavia, per lb.		0 38
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1, per lb.		0 53
Cinnamon, Ceylon, per lb.		0 85
Do., No. 0, carton, doz.		1 00
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.	0 55	0 60
Ginger, washed, Jamaica, No. 1		0 65
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 80
Nutmegs, extra large brown, 70 to lb., per lb.		0 70
Do., lg. brown, 85 to lb., lb.		0 40
Do., med., brown, 110 to lb., lb.		0 38
Do., carton of six, per doz.		0 80
Pepper, blk., Singapore, ex., lb.	0 17	0 19
Do., white, per lb.	0 30	0 35
Pickling, ¼-lb. pkg., per doz.		1 00
Do., bulk, No. 1, per lb.		0 28
GROUND SPICE		
Allspice, bulk, per lb.		0 25
Do., No. 2, per lb.		0 25
Do., 2 oz cartons		0 80
Do., 4 oz. cartons		1 20
Cassia, No. 1, bulk, per lb.		0 30
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		1 00
Do., No. 1, 4 oz. cartons		1 50
Cinnamon, bulk, per lb.		0 45
Do., 2 oz. cartons		1 15
Cloves, bulk, per lb.		0 65
Do., 2 oz., cartons		1 45
Do., 4 oz. cartons		2 00
Do., 4 oz. cartons		1 75

Peanut Market Firm

NUTS.—There is practically no change in the shelled walnut market. Prices are ruling firm with no indications of any break. Supplies are reported short. Shelled almonds are still quoted at attractive prices and are considered good buying at the present time as it is felt that there will be an increase in quotations in the fall. The shelled peanut market is slightly firmer and further increases are expected. Shelled pecans remain high and scarce. Shelled brazils are offered at very attractive figures as compared with last year and it is considered good buying at prices quoted.

NUTS, SHELLED—		
Almonds, per lb.	0 45	0 47
Spanish Peanuts, No. 1, lb.		0 12½
Pecans, per lb.		1 40
Walnuts, per lb.		0 69
NUTS IN SHELL—		
Peanuts, rsted., Jumbo, lb.		0 25
Walnuts, per lb.		0 25
Almonds, per lb.		0 25
Brazils, per lb.		0 25
Pecans, per lb.		0 28
Cocoanuts, per doz.		1 50
Cocoanuts, per sack		11 00

Corn Syrups Steady

SYRUPS.—Prices are maintained on corn syrup in a quiet market. There is no improvement in cane syrup and the demand is limited.

CANE SYRUP—	
No. 2s	6 85
No. 5s	7 90
No. 10s	7 35
No. 20s	7 15
CORN SYRUP—	
Cases, 2-lb. tins, white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Cases, 20-lb. tins, white, ¼ doz in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins, yellow, 1 doz. in case	4 55
Cases, 10 lb. tins, yellow, doz. in case	4 30
Cases, 20-lb. tins, yellow, doz. in case	4 30
MAPLE SYRUP—	
Pure, 2½s tins cs. of 2 doz.	2.4 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
TABLE SYRUP—	
Maple flavor, 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, per cs. of 1 doz.	12 00
Do., 1s, tins, case of ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
5-lb. tins, 1 doz. case	9 50
3-lb. tins, 2 doz. cse ....a	11 60
10-lb. tins, ½ doz. case	9 20
Molasses quotations subject to 5 per cent. discount.	
MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s, 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

Starch in Good Demand

STARCH.—The demand for starch is showing an improvement. Celluloid in one pound packages is quoted at $4.35 per case.

Celluloid, 1-lb. pkgs., case	4 35
Cornstarch, 1-lb. pkgs., lb.	0 09⅛
Do., No. 1 quality, per lb.	0 10⅝
Gloss, 1-lb. pkgs., per lb.	0 10⅞
Celluloid, 1-lb. pkgs., case	4 30

Rice Market Firm

RICE.—The American rice market continues firm with no change in quotations on spot. Sago and tapioca are showing a firmer tendency.

RICE—		
No. 1 Japna, 100-lb. sacks lb.		0 08
Do., 50-lb. sacks, lb.		0 08½
Siam, 100-lb. bags		0 0[illegible]
Do., 50-lb. bags		0 06¼
Sago, sack lots, 130 to 150 lbs., per lb.		0 08¾
Do., in less quantities, lb.		0 09¼
Tapioca, pearl, per lb.	0 08	0 08½

Vegetables in Good Demand

VEGETABLES.—The warmer weather has stimulated the vegetable business and it is showing an improvement. Local vegetables are arriving on the market and selling freely. Tomatoes are

Head Lettuce, per case	5 00
Do., per dozen	1 25
Leaf Lettuce, per dozen	0 50
Radishes, per dozen	0 50
Green Onions, per dozen	0 35
Cucumbers, Davids' hoth'se, doz.	3 50
Tomatoes	3 50
Onions, Valencit, per lb.	0 06
Do., New Texas, Bermudas crt.	3 00
New Carrots, Beets and Parsnips, per lb.	0 06
Potatoes, per bushel	1 00
Do., 25 bush. lots, bush.	0 90

Fruits Moving Freely

FRUITS.—With the approach of warmer weather fruits are selling freely. B. C. strawberries are in good demand and ar quoted at $4.00 per case, and lower prices are expected. Lemons have advanced 50 cents per case and are quoted at $10.50. California cherries have declined $1.00 per case and are quoted at $8.00. The demand for California peaches, plums and apricots is improving.

Oranges, all sizes, per case	7 00
Lemons, per case	10 00
Bananas, per lb.	0 12
Watermelon, per lb.	0 09
Grapefruit, California, 80s, cs	7 50
Apples, 1501163, per case	4 00
Do., 216, per case	2 50
Strwaberries, B.C., per case	4 00
Cantaloupes, per case	10 00
Peaches, per case	7 00
Per basket	1 20
Plums, California, per case	5 00
Apricots, per case	5 00
Cherries, per case	8 00

Canned Vegetables Firm

CANNED GOODS.—No opening prices have been named as yet on new packed sockeye salmon. Quite a variety of salmon is arriving at a wide range of prices. Canned fish is moving freely. There is a stronger tone on canned vegetables, especally on canned tomatoes. Canned pumpkin is reported scarce as well as several other lines. Ouening prices on canned strawberries have been named and the trade in general considers same to be a little high.

Shrimps, 1s, 4 doz. case, doz.		3 05
Finnan Haddie, 1s, 4 doz. cs.	10 00	12 00
Do., ½s, 8 doz. case, case	10 50	13 00
Herring (Can.), 1s, 4 doz. case, case	7 00	8 00
Do., imp., ½s. 100 doz. case	30 00	32 50
Lobsters, ¼s, 8 doz. case, doz.		2 45
Do., ½s, 4 doz. case, doz.		4 20
Oysters, 1s, 4 oz., 4 doz. cs., cs		9 40
Pilchards, 1s, tall, 4 doz. cs, cs		7 10
Do., ½s, flat, 8 doz. cs., cs		9 00
Salmon—		
Sockeye, 1s, tall, 4 doz. case		21 00
Do., ½s flat, 8 doz. in case		22 00
R. Spring, 1s, tall, 4 doz. cs.		16 75
Do., ½s flat, 8 doz. case		18 25
Cohoe, 1s, tall, 4 doz. case		14 65
Do., ½s tlat, 8 doz. case		16 50
Pink, 1s, tall, 4 doz. case		6 50
Do., ½s flat, 8 doz. case		8 25

CANNED FRUIT (American)

Apples, 6 tins in case, per case	2 90	3 10
Blueberries, 2s, 2 doz. case		6 65
Cherries, 1s, 4 doz. case	7 00	8 00
Peaches, 2s, 2 doz. case		
[illegible] 2 doz.	[illegible] 50	7 50
[illegible] sago, [illegible]		8 00
[illegible] bard, [illegible]		
[illegible]		7 00
[illegible]		5 25

Raspberries, 2s, 2 doz. case	8 50	9 00
Strawberries, 2s, 2 doz. case	6 00	6 50
Apricots, 1s, 4 doz. case		11 00
Peaches, 2½s, 2 doz. case		10 00
Do., sliced, 1s, 4 doz. case		12 40
Do., halved, 1s, 4 doz. case		12 40
Do., 2s, 2 doz. case		8 25
Pears, 1s, 4 doz. case		12 00
Pineapples, sled., 2s, 2 doz. cs.		7 60

CANNED VEGETABLES

Asparagus Tips, 1s, tins, 2. doz. case, per doz.		4 75
Beans, Golden Wax, 1s, doz.	4 75	5 00
Beans, Refugee, 2s, 2 doz. case	4 75	5 00
Corn, 2s, 2 doz. case	3 00	4 00
Peas, Early June, 2s, 2 doz. cs.	4 50	4 80
Sw't Potatoes, 2-½s, 2 doz. cs.		7 00
Pumpkins, 2-½s, 2 doz. case	3 00	3 75
Sauer Kraut, 2-½s, 2 doz. case		4 10
Spaghetti, 2 doz. case		2 15
Tomatoes, 2-½s, 2 doz. case	1 75	4 00
Spinach, 2-½s, 2 doz. case		6 55

REFLECTION CAST ON B. C. SALMON IS COMPLETELY DISPROVED

The serious aspersions cast by British importers on the quality of the gift of 25,000 cases of salmon, presented to the British Columbia Government to Great Britain during the war, have, as a result of investigation, been completely disproved. The derogatory statements, which were made by a member of a prominent London firm importing Canadian salmon and corroborated by the chairman of a section of the London Chamber of Commerce, were to the effect that the gift proved to contain a large percentage of chum and even of tainted salmon, which had to be destroyed.

These statements caused indignation in Canada and brought a strong protest from the British Columbia Packers' Association. An inquiry made by Mr. F. C. Wade, Agent-General for British Columbia, showing that the salmon had been made the subject of two independent investigations before its presentation to the war office and by several municipalities among which the fish had been distributed. The reflections cast upon British Columbia's gift have therefore fallen to the ground.

WINNIPEG MERCHANTS NOW HAVE ORGANIZATION CHART FOR MEMBERS

The retail merchants' association of Winnipeg has just got out an organization chart the character of which includes the various bodies of the organization, the trades and trade sections and an emblem in the upper left hand corner. The emblem which is in the form of a transfer will be used for the shop doors to indicate that the merchant is a member of the retail merchants' association. It is made up of a shield, two black beavers, green maple leaves, and the flag, the beavers signifying industry, the shield defence, the flag and leaves patriotism, and the acorn at the top of the [illegible] growing [illegible]

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE

CALGARY, ALTA., June 22.—B.C. sugar declined three times within the past week, making a total decline of $1.25, bringing the price to $10.77. Nicaraguan sugar is on the market at 40 cents per hundred less than the B.C. article. Eggs are not so plentiful and are selling at $9.50. New pack Libbys green asparagus tips is quoted at $8.75 and white at $9.00 per case. Large Ontario cheese is selling at 20 to 21 cents while Alberta is offered at 20 cents for twins. Manchurian walnuts halves is quoted at 45 to 60 cents per pound. Heavy shipments of B.C. strawberries are arriving.

Beans, B.C., per hundred	4 75	5 50
Rolled oats		8 80
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.		10 77
Cheese No. 1, Ont., large	0 22	0 23
Alberta cheese, twins		0 20
Do., large	0 20	0 21
Butter, creamery, lb.		0 35
Do. dairy, lb.	0 25	0 30
Lard, pure, 3s	10 50	11 10
Eggs, new laid, local, case	9 00	9 50
Tomatoes, 2½s	4 00	4 25
Corn, 2s, case	3 25	4 85
Peas, 2s, standard case	3 60	4 10
New early June peas, case		4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s		11 30
Cherries, 2s, red, pitted	9 00	9 50
Prunes, 90-100s	0 08	0 08½
Do., 70-80s	0 08½	0 11
Do., 60-70s	0 12	0 12¾
Potatoes, local ton	25 00	0 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

ST. JOHN, N.B., June 22.—Sugar took a decided drop during the week. Granulated now quoted at $9.45 and yellow at $8.95 per hundred. Molasses is lower at 60 to 62 cents. Corned beef is easier at $3.45. Fresh strawberries are selling at 40 cents for cultivated and 50 to 60 for wild.

Rice, Siam, per 100 lbs.	6 50	7 00
Tapioca, 100 lbs.	8 00	10 00
Molasses	0 60	0 62
Sugar—		
Standard, granulated		9 45
No. 1, yellow		8 95
Cheese, new, twins	0 19	0 20
Eggs, fresh, doz.	0 25	0 27
Lard, pure, lb.	0 15	0 15½
Do., compound	0 13¼	0 13½
Tomatoes, 2½s, std., case		3 80
American clear pork	31 00	33 00
Beef, corned, 1s		3 45
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	0 30	0 33
Do., dairy	0 25	0 29
Do., tub	0 24	0 28
Potatoes, per bbl.	1 25	1 75
Corn, 2s, standard, case		3 30
Peas, standard, case		3 60
Apples, gal., N.B., doz.		5 00
Strawberries, 2s, Ont., case		
Lemons, case	11 00	12 00
Oranges, California	6 50	8 00
Bananas, lb.	0 08	0 10
Grapefruit, case	8 50	9 50

Nova Scotia Markets

FROM HALIFAX, BY WIRE

HALIFAX, N.S., June 22.—Small shipments of native strawberries are arriving in good condition at 40 cents. Bananas show slight increase, now quoted at 10 to 11 cents per pound. Fresh eggs are plentiful at 34 cents. Most grocery lines are steady with little change in quotations. Travellers report business good in Nova Scotia as compared with other Provinces.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 75
Do., No. 1, yellow		10 20
Molasses, gal.		0 70
Cheese, Ont., twins		0 18
Eggs, fresh, doz.		0 34
Lard, compound		0 14
Do., pure, lb.		0 16
American clear pork, bbl.		31 00
Tomatoes, 2½s, standard, doz.		1 90
Breakfast bacon		0 48
Hams, aver. 9-12 lbs.		0 38
Do., aver. 12-18 lbs.		0 38
Do., aver. 18-25 lbs.		0 37
Roll bacon		0 33
Butter, creamery, lb.		0 30
Do., dairy		0 25
Raspberries, 2s, Ont., doz.		4 00
Peaches, 2s, standard, doz.		3 00
Corn, 2s, standard, doz.		1 65
Peas, standard, doz.		1 80
Strawberries, 2s, Ont., doz.		4 00
Do., Cohoes	14 00	
Do., Chums		6 00
Evaporatted apples, per lb.		0 15
Dried peaches, per lb.		0 26
Potatoes, Nat., 90-lb. bag		1 15
Onions, Bermuda, case		2 75
Beans, white		3 35
Do., yellow eye		7 50
Banans, lb.	0 10	0 11
Lemons, Cal.		12 00
Oranges, all sizes	7 50	8 00
Grapefruit, Florida, case		8 50
Do., Jamaica		7 00
Oats, per bushel		0 92

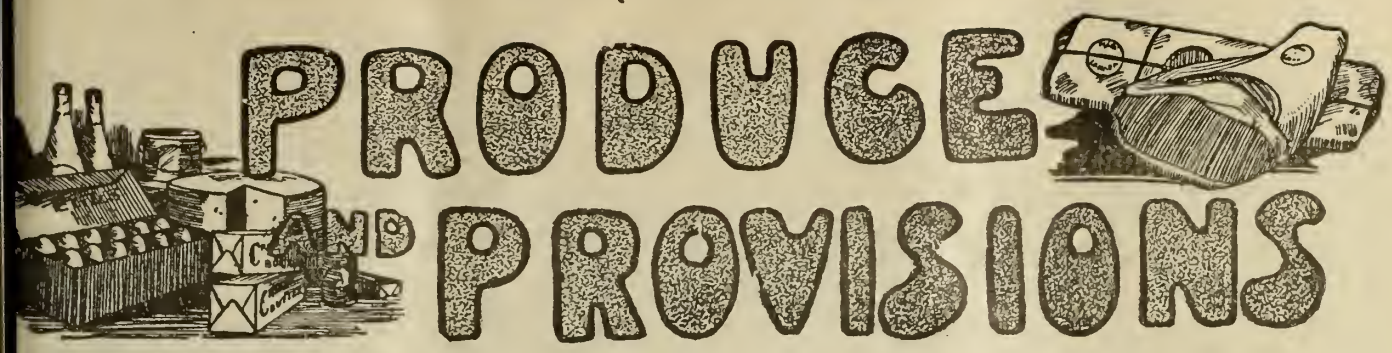
Prefers to sell Teas and Coffees in Packages Rather than in Bulk

VANCOUVER (Special).—J. L. McLeod, who spent many years in and around Regina in the grocery buisness consimated a deal recently that makes him proprietor of the Kerrisdale Grocery, at Kerrisdale Station, on the Lulu Island Electric Interurban from Vancouver. The business has been run by J. H. Johnson and this well-located, bright and attractive store has attracted a large trade. The business will be conducted along the same lines as formerly with one noteworthy feature.

Prefers the Brands

Contrary to the usual practice, Mr. McLeod does not believe in featuring his own teas and coffees. "I consider," said Mr. McLeod, that there are those manufacturing ground coffee and blending teas-importers and jobbers, who have more money to advertise their brands sub-standard. They are going to maintain their quality month after month year after year. I cannot do better. I cannot give better value to my customers than sell these advertised varieties. If the quality is maintained I shall continue to get repeat business at a fair margin of profit and should I have reason to imagine that the quality is not being maintained, I will drop the line and will not be dropping something that I have worked and talked and built. This would be the case with my own tea or coffee if I could not be sure of getting uniform quality at all times—as is the actual case.

"If a customer takes a dislike to her tea or coffee, she will drop the brand



rawberry Growers Did Not Receive as High a Price for Berries as Last Year

Packers are deterRined that prices they pay this year will permit them to put up a more reasonable priced product—apple yield in Okanagan district is expected to be heavy—the potato situation in B.C.

ANCOUVER (Special). — Last year he packers of strawberry, raspberry nd other varities of preserves and s contracted in advance for their t, and as a consequence found that were paying several cents higher the market at time of shipment. prices ranged from 18 to 24 cents strawberry.

t that time, as reported in "Canad- Grocer", the packers stated that this they would not contract but would the market price as set at the time supply and demand. The growers pleted a very complete organization fall, and at first insisted that they ld get 25 cents a pound for their wberries. This figure was not reach- nt they did sell the largest portion heir crop around 21 and 22 cents.

A More Reasonable Prodnct

Now the packers are just determined that the prices they pay this year will permit them to put up a more reasonable product. The prices they expect to pay are in the neighborhood of 7 and 8c per pound. It is stated that cans cost more at the coast here, than in Ontario, and it is a fact that sugar is 1 cent higher. It is expected that the growers will receive 12 to 13c per pound for crated berries. California packers are buying their strawberry requirements from Oregon and paying 4½ cents per pound delivered.

Large Apple Yield

From Governmental reports it is learned that a large yield of apples can be expected from the entire valley. The danger from frost is generally regarded as over. Some districts report acreage in tomatoes, and others an increase. The yield for the whole district will probably approximate that of last year. The Southern end of the Okanagan valley promises a big crop of apricots, but a small crop of cherries. The latter is attributed to cool, dull weather at blossoming time.

Potatoes Being Planted

In the Grand Forks and Kootenay districts more potatoes are being planted than was at first estimated. With a better organized body of potato growers in the province, the periodic cycles of unreasonably high prices, followed by ruinous seasons of total loss, can surely be straightened out. Last fall potatoes were being retailed at $20 per sack. In to-day's newspapers retailers are advertising potatoes at 35c per sack. The average procedure that potatoes growers have followed in former years has been to plant practically no potatoes following a market like the present and to rush in, following the consequent high prices and plant potatoes on every available bit of earth. It is comforting to the trade to read that some districts in B. C. are going to have good crops of potatoes next fall.

Produce, Provision and Fish Markets

QUEBEC MARKETS

e hogs, due to a keen demand and light
used an advance in the price of dressed pork and a strong feeling oughout the smoked, cooked and cured meat market. Eggs are o higher in price on account of the keen demand for supplies hough the production is keeping up. Butter has a stronger feel- but is not accountable for in the demand which has ample pplies to back it up and the call from exporters is light at the sent time. The same may be said of the cheese market. Prices both of these dairy lines are unchanged. The lard market con- ues to show strong tendencies and prices stand firm. There is change in the fish market. Prices hold with a fair demand and tter supply of Gaspe salmon and halibut.

ronger Feeling to Butter

real.

TTER.—There is very little change e but er market apart from a little ger tendency which is hard to as- to

through the week. Creamery butter in prints is selling at 32 cents per pound.

Creamery, prints	....	0 32
Do., solids	....	0 31

Cheese Prices Unchanged

Large, per lb.	0 18	0 19
Twins, per lb.	0 18	0 19
Triplets, per lb.	0 18	0 19
Stilton, per lb.	....	0 35
Fancy, old cheese, per lb.	0 34	0 35
Quebec	0 21	0 22

Egg Prices Higher

EGGS.—The feature of the egg market is the advance in the prices quoted due to the big demand for both export and domestic trade. The strength of the market is almost entirely due to the increased demand since the receipts are even larger than one week ago and much above those of last year. Selected fresh eggs are now selling as high as 40 cents per dozen.

EGGS

Cooked Meats Steady

COOKED MEATS.—There is an improved demand for cooked meats with the warmer weather and prices are holding firm.

Jellied pork tongues		0 38
Jellied pressed beef, lb.		0 37
Ham and tongue, lb.		0 42
Veal		0 30
Hams, cooked	0 50	0 55
Pork pies (doz.)		0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork		0 25
Bologna, lb.		0 14
Ox tongue, tins		0 59
Head cheese, 6-lb. tins, per lb.		0 16
Do., 25-lb. tin pails, lb.		0 15

Fish Prices Steady

FRESH FISH.—There is no change in the prices quoted on fish. The demand is fair and the supply of Gaspe salmon is improved. Fresh lake fish, although in better supply is not sufficient to fill the requirements of the trade. Haddock and halibut are in good supply.

Smoked Meats Likely Higher

SMOKED MEATS.—Following the trend of the live hog market there is much strength in evidence in the market for smoked meats and although prices are yet unchanged higher prices may be looked for in view of the strength shown throughout this market and the good demand that exists for smoked meats during the summer months.

BACON		
Breakfast, best	0 36	0 39
Smoked Breakfast	0 41	0 44
Cottage Rolls		0 33
Picnic Hams		0 23½
Wiltshire	0 34	0 39
MEDIUM SMOKED HAMS—		
Weight, 8-14, long cut	0 35	0 37
Do., 14-20		0 35
Do., 20-25		0 33
Over 35 lbs.		0 30
Do., 25-35		0 31

Pork Prices Advance

FRESH MEATS.—Through the week there has been a sharp break in the prices paid for live hogs with an advance of from 3½ to 4 cents per pound, making the price for selects weighed off cars from $13.50 to $14.00 per hundred. This is attributed to the lighter offerings with a keener demand for supplies. Beef prices have remained steady. Prices on dressed hogs and fresh cuts of pork are advanced to cover the higher prices being paid for the live stock.

FRESH MEATS

Hogs, live (selected off cars)	13 50	14 00
Abattoir killed, 65-90 lbs.	0 21	0 22
Fresh Pork—		
Legs of pork (foot on)	0 28½	0 29
Loins (trimmed)	0 29	0 30
Bone trimmings		
Trimmed shoulders	0 20	0 22
Untrimmed	0 16	0 18
Pork sausage (pure)		0 25

Fresh Beef— (Cows)		(Steers)	
0 23	0 27	Hind quarters	0 25 0 30
0 11	0 14	Front quarters	0 12 0 16
0 35	0 38	... Loins ...	0 40 0 45

Strong Lard Market

LARD.—A stronger feeling prevails in the lard market on account of the increased demand for supplies and a more active market both locally and for outside account. Now that lard has strengthened it may be expected to steadily improve since buying is stimulated with the stronger market. Canadian pure lard in twenty pound pails is selling at thirteen cents.

Tierces, 360 lbs.		0 13½
Tubs, 60 lbs.		0 14
Pails, 20 lbs.		0 14½
Bricks	0 17	0 18

ONTARIO MARKETS

TORONTO, June 22.—The produce and provision markets are marked by the precipitate advance in hog prices. The hog market has been showing upward tendencies for the past two weeks and in spite of the fact that packers were trying to hold prices at the lower level, the receipts were hardly sufficient to meet the demand and in consequence under stimulus of outside buying competition prices rose considerably. This condition is reflected on all hog products with the results that smoked meats, lard, shortening and cooked meats are also advanced in price. The butter market is steady to firmer. Cheese is higher while eggs continue to hold a strong position. Fish and poultry are unchanged.

Butter Prices Steady

Toronto.

BUTTER.—The butter market is fairly steady although there is a slightly firmer undertone. The general quotation on the best grade of creamery is 32 cents, but in some quarters 33 cents is asked. Creamery in cartons is bringing as high as 34 cents while No. 2 grades are quoted at 31 cents.

BUTTER—

market for hogs and an active demand cooked hams have taken an upward turn. Although at present there appears to be sufficient stocks to meet the demand, the supply is none too plentiful and as the season advances this no doubt will be more pronounced, mainly due to the fact that the receipts of hogs have been steadily decreasing for several weeks past. Quotations advaned during the week, making ordinary trimmed boiled hams 48 to 50 cents per pound and square trimmed 52 cents. Jellied ox tongue is slightly higher at 63 cents per pound.

Boiled hams, lb.	0 43	0 50
Bologna	0 15	0 17
Macaroni and cheese loaf		0

Above prices subject to daily fluctations of the market.

Cheese Prices Higher

CHEESE.—The cheese market is firer with quotations around 18½ cents, advance of one cent per pound over l week's quotations. Old cheese is practally oft the market.

CHEESE—

Large, new	0 18	0 1

Twins, 1c higher than large chee
Triplets 1½c higher than large chee

Eggs Up One Cent

EGGS.—The egg market continues hold a strong position with quotatio advanced one to two cents per doz bringing the price on selects to 40 ce and No. 1 candled 36 to 38 cents. Sele in cartons are bringing 43 cents.

EGGS—

Selects		0
No. 1	0 36	0
Selects in cartons		0

Hogs Continue To Advan

FRESH MEATS.—The outstand feature of this market is the advance hog prices. Receipts of live hogs w extremely light during the week a and prices advanced $2.00 per hundr Dressed hogs are also advanced a l sum. Fresh pork cuts are about t cents per pound higher on all cuts. B is fairly steady while calves and spr lamb are lower.

Hogs—		
Dressed, ight, per cwt.		18 0
Do., heavy, per cwt.	15 00	16 0
Live, off cars, per cwt.	12 25	12 5
Live, fed & watered, cwt.	12 00	12 5
Live, f.c.b, per cwt.	11 25	11 5
Fresh Pork—		
Legs of pork, up to 18 lbs.		0 3
Loins of pork, lb.		0 2
Fresh hams, lb.		0 3
Tenderloins, lb.		0 5
Spare ribs, lb.		0 1
Picnics, lb.		0 1
New York shoulders, lb.		0 2
Montreal shoulders, lb.		0 2
Boston butts, lb.		0 2
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 21	0 2
Front quarters, lb.	0 10	0 1
Ribs, lb.	0 18	0 2
Chucks, lb.	0 10	0 1
Loins, whole, lb.	0 32	0 3
Hips, lb.	0 18	0 2

Cow beef quotations about 2c per po below above quotations.

Calves, lb.	0 12	0 1
Spring lamb, lb.	0 29	0 3
Yearling lamb, lb.	0 18	0 2
Sheep, whole, lb.	0 12	0 1

Above prices subject to daily flu ations of the market.

Fish Prices Hold

FISH.—All lines are well represe under a seasonable demand and uncha ed quotations.

FRESH SMELTS

Do., Gorgian Bay 0 1

sh Herring	0 10	0 11
ounders, lb.	0 10	0 11
esh Trout, lb.	0 16	0 17
ll Salmon	0 09	0 10
addock	0 10	0 11
ring Salmon	....	0 25
ackerel	0 11	0 12
FROZEN FISH		
alibut, medium	0 22	0 23
Do., Qualla	0 09	0 12
ounders	0 09	0 12
ke, round	0 06	0 07
Do., headless and dressed	....	0 08
mon, Cohoe	....	....
Do., Red Spring	0 23	0 24
n Herring	0 07½	0 08
ill	0 10	0 11
SMOKED FISH		
addies, lb.	0 10	0 12
lets, lb.	....	0 17
ppers, box	2 25	2 75
aters	....	2 00
PICKLED FISH		
mon Snacks, lb.	....	0 24
brador Herrings, kegs, 100 lbs.	....	6 25
Do., bbls., 200 lbs.	....	11 75
Do., pails, 20 lbs.	....	2 00
lland Herrings, Milchers	....	1 15
Do., Mixed	....	1 00

Lard Market Strengthens

LARD.—The lard market has develop- a strong tone with prices advanced cent. One pound prints are quoted 16 cents and on he tierce basis 13 ts per pound.

RD—

-lb. prints	....	0 16
-lb. tierces, 400 lbs.	....	0 13

n 60-lb. tubs, ½ cent higher than ces, pails ¾ cent higher than tierces, 1-lb. prints, 2c.

Shortening Higher

HORTENING.—The market is firmer quotations slightly higher. One nd prints are quoted at 14½ to 15½ on the tierce basis at 11 to 11¾ s per pound.

ORTENING—

lb. prints	....	0 14
ierces, 400 lbs.	0 11	0 11¾

oked Hams Move Upward

ROVISIONS.—The market has strong- endencies due to the higher prices he hog market. Hams are up around e cents per pound on all sizes. Bacon lso higher. Dry salt meats and mess are unchanged while pickled rolls one dollar per barrel higher.

is—

all, 6 to 12 lbs.	0 36	0 37
edium, 12 to 20 lbs.	....	0 36
rge, 20 25 lbs. ea.. lb.	0 31	0 34
avy, 35 lbs. and upwards	....	0 30
s—		
neless, per lb.	....	0 47
lled, per lb.	....	0 51
ameal	0 40	0 42
n—		
eakfast, ordinary, per lb.	0 32	0 41
Do., special trim	0 45	0 48
ll, per lb.	....	0 26
ttage rolls	....	0 30
ltshire, smoked sides, lb.	....	0 27
Do., three-quarter cut	....	0 32
Do., middle	....	0 34
Salt Meats		
nd clear bacon, av. 50-70 lbs.	..	0 19
bs.	....	0 18
Do., av. 80-90 lbs.	....	0 16
Clear bellies, 15-30 lbs.	....	0 19
Fat backs, 10-12 lbs.	....	0 14

Out of pickle prices range about 2c per pound below coresponding cuts above.

Barrel Pork—

Mess Pork	....	32 00
Mess Pork	....	29 00
Short cut backs, 200 lbs.	....	37 00

Picked rolls, bbl., 200 lbs.—

Lightweight	....	41 00
Heavy	....	39 00

Above prices subject to daily fluctuations of the market.

Poultry Unchanged

POULTRY.—The market is quiet with light receipts and little demand.

Fowl, under 4 lbs.	0 18	0 20
Ducklings	0 40	0 45

Prices Paid by Dealers

	Live	Dssd.
Turkeys	0 40	0 45
Chickens, spring	0 45	0 55
Roosters	0 15	0 20
Fowl, over 5 lbs.	0 23	0 23
Fowl, 4 to 5 lbs.	0 20	0 20
Fowl, under 4 lbs.	0 23	0 23
Ducklings	0 35	0 35
Guinea hens, pair	1 25	1 50

Prices quoted to retail trade: Dressed

Turkeys	0 50	0 55
Hens, heavy	....	0 28
Do., light	....	0 25
Chickens, spring	0 55	0 65
Ducklings	0 45	0 45

WINNIPEG MARKETS

WINNIPEG, June 22.—The hog market is erratic with no change in the butter or cheese situation. There is a good demand for eggs at unchanged prices. Cooked meats are in good demand with no change in quotations. Lard advanced 2 cents per pound. An advance in shortening is expected. Fish is selling freely.

No Change in Butter

BUTTER.—There is no change in quotations on butter. No. 1 creamery is quoted at 33 cents per pound. Good supplies are arriving and are selling freely.

BUTTER—

Creamery, best table grade		0 33
Dairy, best table grade	0 24	0 26
Margarine	....	0 24

Cheese Unchanged

CHEESE.—Large quantities of cheese are arriving but it is moving very slowly. Quotations remain unchanged.

Ont., large, lb.	....	0 20
Ont., twins, lb.	....	0 20½
Ont., triplets, lb.	....	0 21
Stilton cheese, large, lb.	24	0 30

Egg Market Erratic

EGGS.—Large quantities of eggs are being shipped East as Eastern shippers are paying more than the Western. Eggs are selling from 27 cents per dozen to 37 cents. The demand is extremely good.

Cooked Meats Active

COOKED MEATS.—There is an active demand for all lines of cooked meats and prices remain unchanged.

Poultry Unchanged

POULTRY.—Storage stocks of poultry are reported low, and a better demand is being noted. Very few live poultry are arriving.

D.P. Chickens, 3½ lb. & under	....	0 36
Do., 3½ lbs. and over	....	0 39
D.P. Fowl, 3½ lbs. and under	....	0 32
Do., 3½ lbs. and over	....	0 34
Turkeys, mixed weights	0 48	0 50

Hog Market Unsettled

FRESH MEATS.—The hog market is appearing erratic of late and selects are ranging in price from $10.50 to $11.00. Cattle receipts are light and choice killing steers are ranging from $7.50 to $8.00 with very few being offered. The fair to good quality are selling from $6.00 to $7.00 and the remainder from $5.00 to $5.50. The few heavy steers that are offered met prices around $6.50. Veal calvs are firm, best quality selling from $10.00 to $11.00 with fair to good qquality at $6.50 to $9.00.

Selected, live, cwt.	....	11 00
Heavies	....	10 00
Light	....	11 50
Sows	7 00	9 00

Fresh Pork—

Legs of pork, up to 35 lbs. lb.	....	0 21
Spare ribs	....	0 13
Loins of pork, lb.	0 24	0 26
Fresh hams, lb.	....	....
Picnics, lb.	....	0 18
Shoulders	....	0 14

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 15	0 20
Front quarters, lb.	0 09	0 11
Whole carcass, good grade, lb.	0 12	0 16

Mutton—

Choice, lb.	....	0 17
Choice long hinds (leg and loin)	....	0 26
Choice Stews	....	0 12½

Lambs—

Choice, 30-45 lbs.	....	0 25

Veal—

Good veal, 40 to 80 lbs., hind quarters	....	0 18

Bacon Sells Freely

PROVISIONS.—The demand for ham and bacon is showing a marked improvement with no change in quotations.

Lard Prices Advance

LARD.—Lard advanced two cents per pound and is now quoted at 15 cents per pound in tierces of 400 pounds. Shortening shows no change, but an advance i expected very shortly.

Pure lard, No. 1 quality, lb.	....	0 15

CUT UPSIDE DOWN

Canadian Grocer regrets that in issue of June 17, there was an error in the Dominion Slicer Corporation's announcement. The cut of the slicer was shown inverted.

The Wild Carnival of High Prices is Over

The Printers' Unions of Toronto pay their dues and take their orders from their head office in the United States.

Some time ago they got instructions from their head office in Indianapolis, Ind., to demand shorter hours and more wages, and if these orders were not acceded to, to strike.

The Toronto Publishers and Employing Printers refused to grant these demands. So on June 1st, the Printers struck.

There is no use in the Toronto Printers, or any other body of men, blindly failing to realize that the wild carnival of High Prices is over.

If the members of the Printers' Union go out to buy boots to-day, they do not expect to pay more than they did a year ago.

They demand, and get, cheaper boots.

They are not willing to pay more for clothes, or foodstuffs, or any other commodity.

They expect to pay, and do pay, less.

And the public is not tolerant of any scheme or arrangement which is going to make its printing cost more. It is lower prices they are looking for. Why should printing costs advance, when prices of everything else are going down? That is why the Publishers and Employing Printers are resolutely and unalterably opposed to the granting of shorter hours and more pay, because it, of necessity, means dearer printing, and the public will not buy dearer printing.

That is why we are resisting and refusing to obey the mandate from the United States that the Local Printers demand more wages and shorter hours.

The Purchasing Agents' Association of Toronto at their meeting, held June 8th, 1921, passed the following resolution:

> "We endorse the attitude of the Toronto Typothetae in their efforts to prevent increased cost of printing and deplore the action of some Employing Printers in granting the Unions' demands, which, necessarily will result in an increased cost of production, when at this period economic conditions demand that production costs be lowered rather than increased."

The MacLean Publishing Company are fighting these unreasonable demands not only in the interests of their own business (and this includes the employees who are on strike) but in the interests of business conditions generally.

Good times and healthy business conditions cannot return unless we all do our part to get through the readjustment period in a sane and reasonable way.

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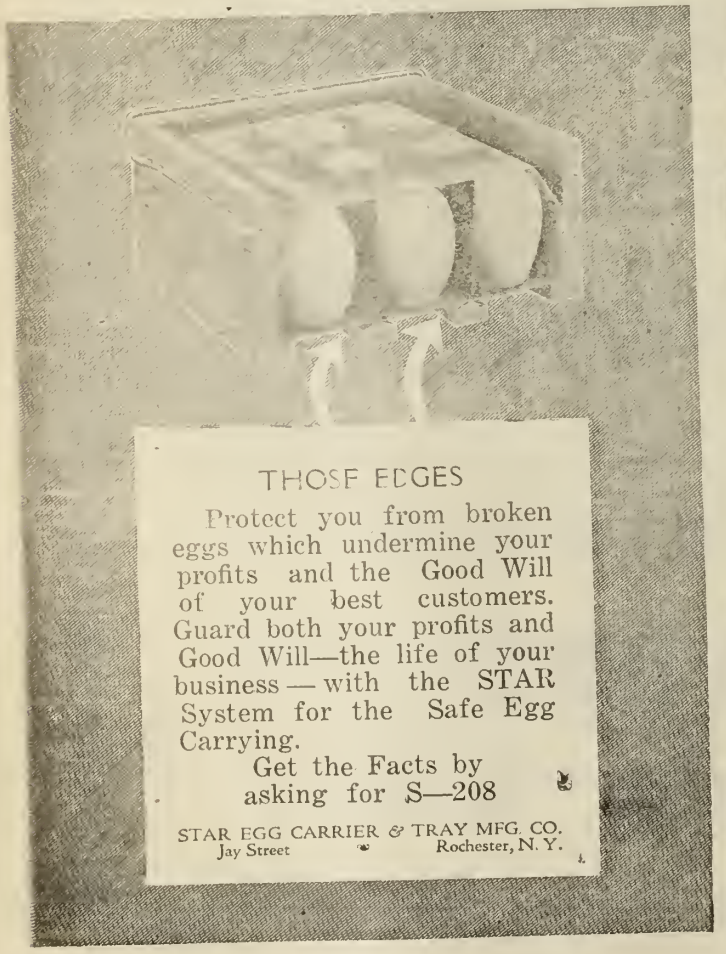

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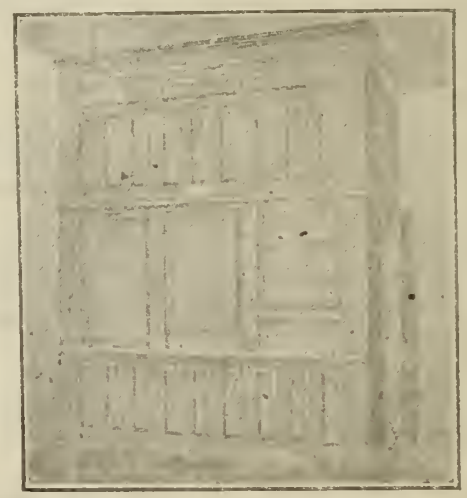

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Herring in Tomato Sauce

Clams

You can stake your reputation on these high standard sea food products and rest assured that they will win supreme customer-satisfaction.

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Buy direct from the factory. Freight prepaid. Minimum quantity, 2 gross.

$38.40 less 20 p.c. and 5 p.c. - $29.18 Sell at 15c. per cake - $43.20

on Sask., Alta. and B. C. add 60c. per gross and retail at 50c. per box of 3 cakes. Ask for price list on other lines.

ALBERT SOAPS, Limited, 168 McCord St. Montreal, Que.

The Popular Summer Sellers

MARSH'S BEVERAGES

You can depend on good profits and steady repeat sales if you fill your customers soft drink requirements with Marsh's Grape Juice, you can sell it at popular prices and secure larger sale and profits.

Marsh's Grape Juice
Unfermented Port
Black Cherry Wine
Raspberry Vinegar
Marsh's Pure Apple Cider

The Marsh Grape Juice Company
Niagara Falls, Ont.

Agents for Ontario, Quebec and Maritime Provinces:
The MacLaren Wright, Ltd.
Toronto and Montreal

Agents for British Columbia:
F. G. EVANS CO. Ltd.
Toronto and Montreal

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & Co.
Hamilton and Winnipeg

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Spring and Summer Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited, Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST. W., MONTREAL

Think About Your Oil Room

Think of the many minutes you lose in a day, handling gasoline and oil, minutes you could save by the use of up-to-date equipment.

Has each sale made actually paid you a profit, or have the profits gone glimmering, because of overmeasure, oil spilled or lost through leakage and evaporation and too much time spent in handling?

A

BOWSER
ESTABLISHED 1885

OIL STORAGE OUTFIT

will put your oil business on a clean profitable basis. It is leak and evaporation proof, accurate, convenient, absolutely clean and attractive and a great time saver. It will sell more oil with less effort. No loss of any kind. No odor.

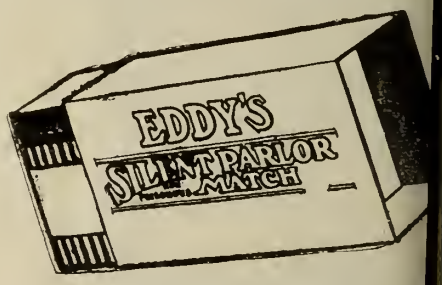
LET US SEND YOU LITERATURE PROVING OUR CLAIMS

S. F. BOWSER CO., LIMITED

66-68 Fraser Ave. - - - TORONTO, ONT.

Sales Offices in All Centres *Representatives Everywhere*

Selling Products Your Customers Know



EDDY'S Matches and EDDY'S Indurated Fibreware are known to everybody, everywhere in Canada.

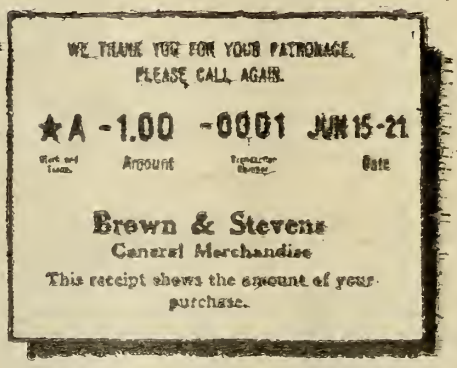
With most people, to think of Matches is to think of EDDY'S. The Eddy name to them is a symbol of that Match quality which some seventy years of match-making experience has made possible.

EDDY'S Indurated Fibreware Utensils are equally popular—and deservedly so. Lighter than wood and more durable than metal, they are ideal for household or farm use. Leak-proof, bulge-proof, rust-proof.

EDDY'S PRODUCTS are made in Canada, by Canadians, for Canadians.

The E. B. Eddy Co., Limited, Hull, Canada

A receipt printed and issued by a National Cash Register


WE THANK YOU FOR YOUR PATRONAGE.
PLEASE CALL AGAIN.
★A -1.00 -0001 JUN 15-21
Brown & Stevens
General Merchandise
This receipt shows the amount of your purchase.

The register prints a record of the sale on the receipt. The star shows it was a cash sale. "A" is the clerk's initial. The amount is $1.00. It was the first sale on June 15, 1921. The register also prints an advertisement of the merchant's store on the front and back of the receipt.

Benefits the customer :

The plainly printed figures of the amount on the receipt show that she has not been overcharged. She likes to buy in a store of this kind.

Helps the clerk :

It proves that he registered the right amount. The added and printed records inside the register give the clerk credit for the sale.

Protects the Merchant :

He knows that to get the proper amount printed on the receipt, correct added and printed records must be made inside the register.

A National Cash Register is the only machine that prints and issues this kind of a receipt.

We make cash registers for every line of business

NATIONAL CASH REGISTER CO.

OF CANADA LIMITED

MANUFACTURERS!!

Do you want excellent storage and first-class distribution in OTTAWA and District

Our large Ottawa warehouse on the C. P. R. is larger than our usual stock demands. We are willing to carry goods in storage for a manufacturer, deliver or ship from Ottawa stock, and possibly take care of sales for Ottawa and and District. If interested, get in touch with us at once.

J. B. HUNT

Manufacturer of High Grade Flour and Feed

BROAD ST., OTTAWA, ONT.

AGENCIES

We are open to accept sole agencies for first class lines in connection with General Wholesale Groceries. We cover Nova Scotia. Our affiliated friends have branches in all parts of the world.

HOWARDS' LIMITED

Wholesale Grocers Import and Export

Dobrees' Wharves.... Dartmouth.... Nova Scotia.

Affiliated with Messrs. Samuel Dobree & Sons, London. England

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

F. Manley, 147 Bannatyne Ave. East, Winnipeg

Sankey and Mason, 839 Beatty Street Vancouver

When Writing to Advertisers Kindly Mention this Paper

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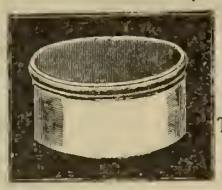
BUYERS' MARKET GUIDE
Latest Editorial Market News



STONEWARE JARS

New Stoneware Catalogue just out, prices effective April 1st. Yours for the asking.

The TORONTO POTTERY CO, Limited
608-9 Temple Bldg.
Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET

TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co, Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank St.

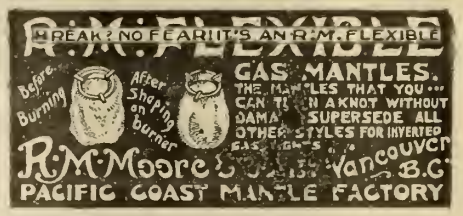
BARRELS
From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

Your Wants
are many here below. Use the Want Ad. page and get rid of a few of them.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

COCOANUT STOCKS IN SCANT SUPPLY

A New York despatch on the cocoanut market says: The market for Ceylon desiccated cocoanut is about the same as it was a week ago. Spot stocks of macaroon and medium shred are very small, with the prices firm, and a fairly good demand in evidence. Chip and thread are quiet and unchanged on spot. Futures for all cuts are unchanged to any extent for the week. Nearby afloat parcels are pretty well cleaned up and all indications seem to point to a continued spot scarcity in both macaroon and medium shred for some time to come.


R.M. FLEXIBLE
BREAK? NO FEAR IT'S AN R.M. FLEXIBLE
Before Burning
After Shaping on Burner
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE SUPERSEDE ALL OTHER STYLES FOR INVERTED
R.M. Moore
Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

TANGLEFOOT
PRODUCTS
STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH-ANT POWDER.
THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

SIGN WRITING
Do your own Card Writing
Write for our Catalogue which will tell you what you need. Best goods at Closets Prices.
ARTIST'S SUPPLY CO.
77 York St., Toronto
Mention this paper when writing

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

POSITION WANTED IN WHOLESALE OR RETAIL store by man who has had good experience in retail store. Good reference. Apply to Box 40, Canadian Grocer, 153 Unievrsity Ave., Toronto, Ont.

Wanted—traveller with strong connection in Maritime Provinces, wants at once good grocery line on commission. Specialty or otherwise. Box 46, Canadian Grocer, 153 University Ave. Toronto, Ontario.

SAY YOU SAW IT IN CANADIAN GROCER. IT WILL HELP TO IDENTIFY YOU.

OPPORTUNITIES ARE OFFERED EVERY ISSUE ON THIS PAGE

Watch Them!

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

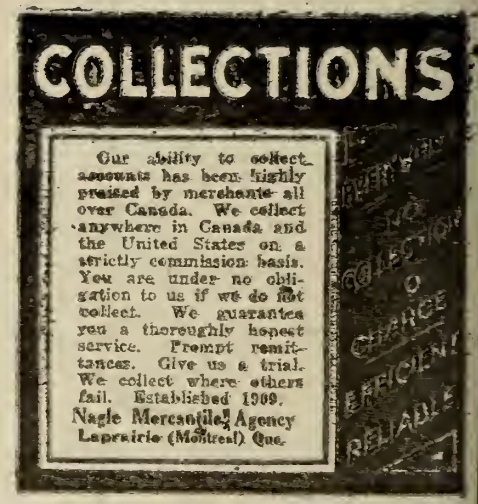
Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

Wanted—Second hand meat slicer, must be in perfect condition, state make, cash price. H. B. Sharp, Delhi.

Old established grocery business for sale; highest class trade. Sales averaged $900 a week last year. Stock at prevailing prices. Christie, brown biscuit Case, Walker Bin Fixtures, Dayton Scale, Van Berkel meat slicer, etc., at valuation. Owner retiring. Fine chance. Apply to Box 52, Canadian Grocer, 153 University Ave., Toronto, Ont.

For Sale—One National Cash Register Nine Key, Single drawer, Oak Finish, Registering $99.99, operates by hand. In use four months. Cost $600.00 sell for $450.00. Box 50, Canadian Grocer. 153 University Ave., Toronto, Ontario.


COLLECTIONS
Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.
Nagle Mercantile Agency
Laprairie (Montreal) Que.
QUICK
COLLECTION
CHARGE
EFFICIENT
RELIABLE

Send For Your Copy To-day

Because of an unusually well balanced and complete editorial service The Financial Post of Canada is carefully read of Canada's foremost business executives—financial directors—salesmanagers and investors. It contains business and financial information valuable to any forward-looking business men.

One evening spent with it in the quiet of your home will answer all your questions about The Financial Post.

The Financial Post

143 University Avenue, Toronto

When Writing Advertisers Please Mention This Paper

Get a case of Coca-Cola Today

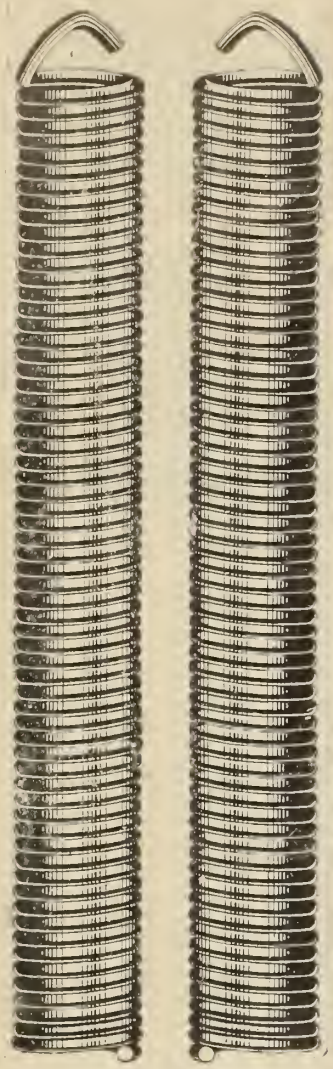
Just order a case to start with. Hang up a Coca-Cola sign (supplied you free) in your store and watch that case empty itself. Then decide for yourself. This quick, easy-selling proposition is making good money for other dealers. Why not for you? It's worth connecting with permanently.

Yes—it's easy to sell Coca-Cola in bottles. The profit is good.

THE COCA-COLA CO.
WINNIPEG
TORONTO

12T

Will you have it when they call?



DAYTON

Like the most delicate instruments of science--the Dayton Scale embodies the spring control principle

The speedometer, the micrometer and many of the most delicate and sensitive scientific instruments are operated upon the spring principle.

Upon this same established and scientifically approved principle of construction, Dayton Scales are equipped for the service they give in a million stores.

Dayton weights and Dayton price computations take nothing for granted. Dayton mechanism combines sturdiness and sensitiveness. While it responds with hairsbreadth precision at every operation, it is not approached in strength or durability, by any other scale on the market.

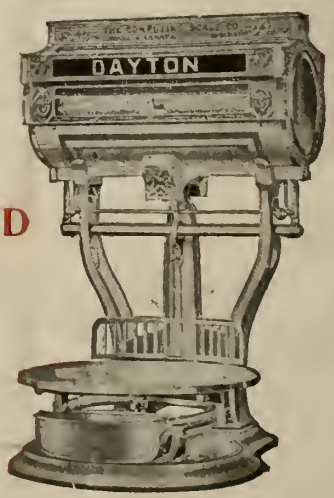
The superiority of the spring control principle in scale-building was demonstrated years ago by the unerring accuracy and lasting qualities of the Dayton. Patent office records tell the story of how envious competitors who sought for years to discredit the spring principle, at length "came to it," themselves—thus acknowledging publicly its superiority by striving to imitate it.

Public confidence in a tested and reliable product backs the judgment of satisfied users. The Dayton every day serves the customers of a million stores with Square Weights.

International SPEED ACCURACY ECONOMY Business Machines

THE BUSINESS THAT STAYS IS THE BUSINESS THAT PAYS

Your business will succeed only as it serves—and remember—The Business That Stays is the Business That Pays. The Dayton Scale is a builder of Business That Stays. It is medium of goodwill and confidence between the merchant and customer.



INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON, Vice-President and General Manager, Head Office and Factory — Royce & Campbell Avenue, Toronto.
For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. Johns, N. B.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

"TRADE MARK ISSUE"

CANADIAN GROCER

Members of The Association Business Papers — Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXXV. PUBLICATION OFFICE ; COLLINGWOOD, ONT., JULY 1, 1921 No. 26

Editorial, Circulation and Advertising Office :— Toronto.

EVERY GRAIN PURE CANE

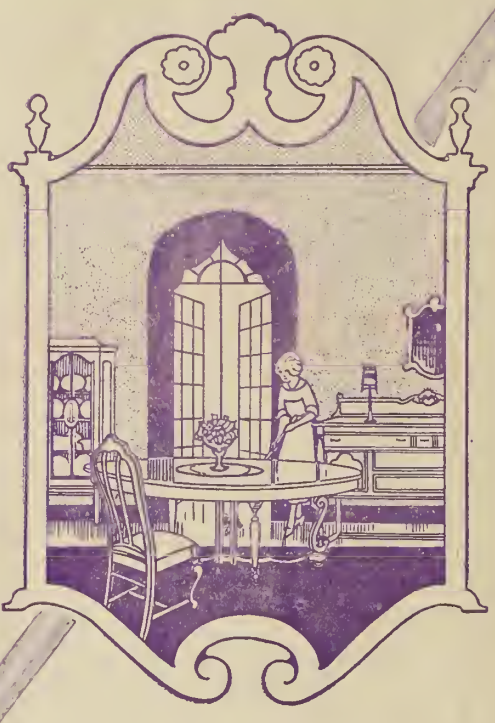
THE SUGAR NOW-A-DAYS

Acadia Sugar Refining Co. Ltd.

MONTREAL HALIFAX

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation

O-Cedar Polish Mop



O-CEDAR POLISH

In bottles, 30c. and 60c.---in tins, $1.50 to $3.50

O-CEDAR POLISH MOP

Small size--$1.25; Large size--$2.00

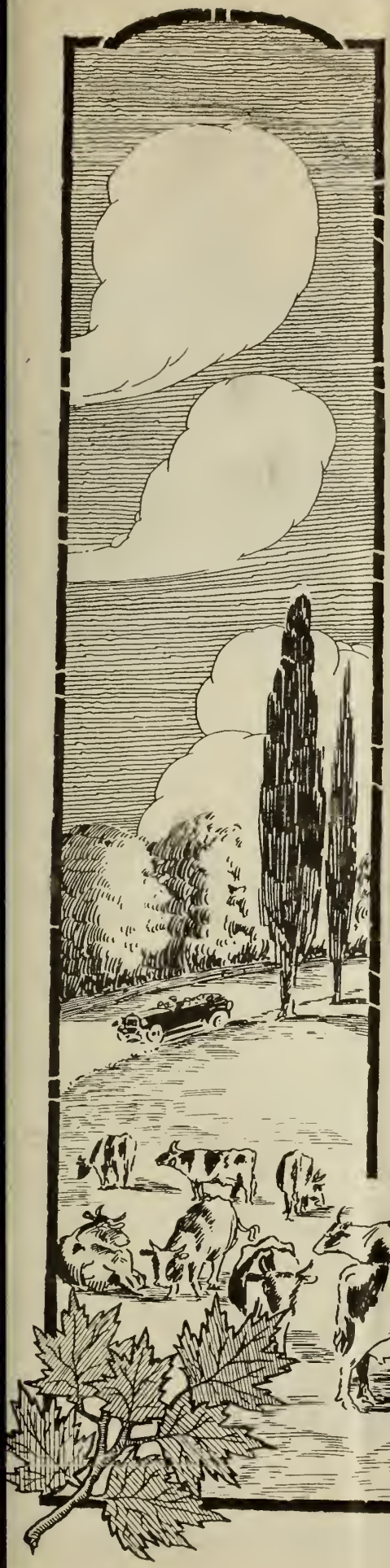
Each year this Mop is introduced into hundreds of homes that formerly "got along somehow" without it.

Each year more merchants awake to the possibilities there are in O-Cedar Polish and the O- Cedar Polish Mop.

Quick to repay real selling effort, O-Cedar Products will surely speed up turn-over and increase profits for the merchant who features them in his store and in his window displays.

CHANNELL LIMITED

TORONTO



Borden's ST. CHARLES Brand Milk

"With the Cream Left in."

Now is the Time to Feature it in your displays

More women each day are learning that BORDEN'S ST. CHARLES' MILK, (the milk with the cream left in) is an absolute necessity and that its use, especially during hot weather, is most economical.

It's great convenience for campers, picnickers and at summer resorts or of general household use has made it most profitable and active selling summer line and worthy to be featured most prominently in all your summer displays.

It will pay you to include BORDEN'S EAGLE BRAND Condensed Milk in every display.

The Borden Co. Limited
Montreal and Vancouver

BORDEN'S PRODUCTS
Eagle Brand Milk St. Charles Milk
Malted Milk
Reindeer Coffee Reindeer Cocoa

Nearly All

Your customers
Mr. Grocer
are users of
Pork & Beans
and the large
majority of them
prefer

CLARK'S
PORK & BEANS

THE REASON IS SIMPLE

They know when buying CLARK'S that they are getting the very highest quality combined with perfection in flavor and cooking. The cost is also a factor and the CLARK prices are moderate.

SELL CLARK'S AND GIVE YOUR CUSTOMERS
More Quality in the Beans - More Beans for the Money

W. CLARK, Limited - MONTREAL

"KKOVAH"

OUR POLICY

All products bearing the registered name "KKOVAH" are guaranteed made from the finest and purest ingredients it is possible to procure; we have always maintained the highest standard of quality and shall at all times strictly adhere to that POLICY.

During the thirty years we have been engaged in manufacturing "KKOVAH" products we have built up our reputation entirely on quality, and we are not so unbusinesslike as to risk reputation for the sake of a little extra profit.

That has all along been our POLICY and we are content in the knowledge that this POLICY has obtained for us many thousands of TRADE friends, and millions of friends amongst the general public of Canada and the British Isles.

May we suggest that it will be a wise **POLICY** on your part to always recommend **"KKOVAH"** goods as being representative of what is highest in quality, yet reasonable in price.

All our goods in Canada are distributed by that well known selling organization

LANGLEY, HARRIS & COMPANY, Limited

Winnipeg Toronto Montreal

MANUFACTURED BY

Sutcliffe & Bingham, Limited

Manchester, Eng. Toronto, Ont.

The Quality Brand you can always depend on

KING OSCAR SARDINES

The KING OSCAR trade-mark stands for the finest flavored highest grade sardines on the market. They are packed in pure olive oil from the best selected brislings caught in the cool waters of Norway.

Meet the increased summer demand for sardines by supplying your customers with KING OSCAR BRAND.

IT PAYS TO FEATURE KING OSCAR BRAND

Canadian Agents:

John W. Bickle & Greening

Hamilton, Ontario

Here is a Brand New Ice Cream Cone

You See These Rims

These RIMS act as a sort of support to the cones, which keeps them loose from each other.

No matter how many there may be stacked togther, it is impossible for them to get jammed into each other, as it is the case with all other makes of cones in the market today.

These are also so constructed that they are much easier to pull out and handled, that there is no chipping at the edges and consequently no breakage.

Another Thing

When the Ice Cream melts at the bottom of the average cone there always remains a sort of leathery or peculiar taste to the cone.

It is not so with the

ST. LAWRENCE CAKE CONE

Manufactured from the best wheat flour.

WE GUARANTEE THE QUALITY

Beautifully designed and baked in a rich light brown color. Crisp, yet strong and palateable to the taste,—agenuine cake cone.

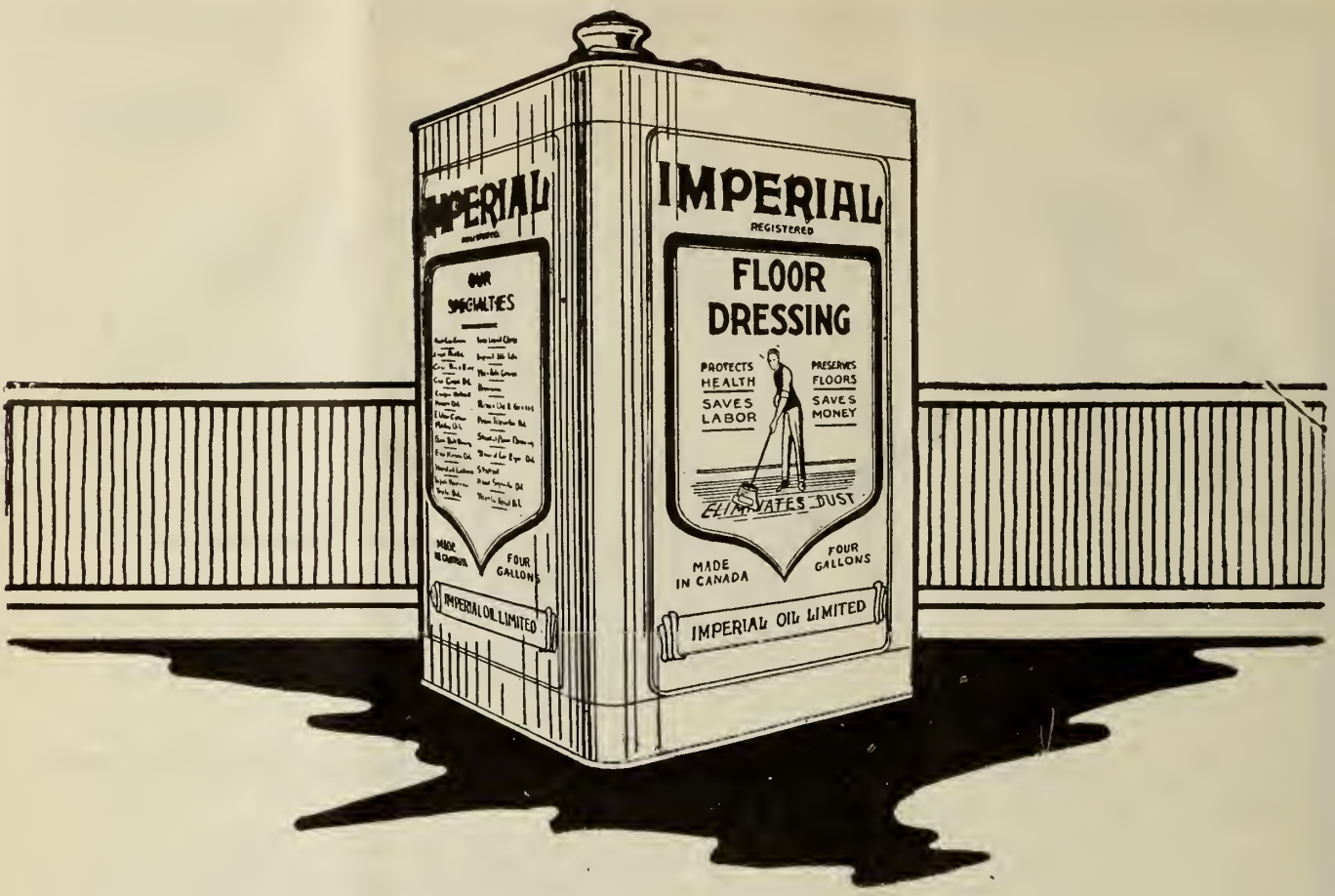
Patent Applied For

ST. LAWRENCE BAKING CO., LTD.

MARTIN M. SICHEL, President

Office : 23 St. Francis Xavier St. — Factory : 255 St. Paul St., West

MONTREAL



Keeps Dust Down--

IMPERIAL
FLOOR DRESSING

Imperial Floor Dressing comes in one and four-gallon lithographed sealed cans, and in half-barrels and barrels. Ask the Imperial Oil salesman for prices and a demonstration.

Dirt is bound to accumulate in busy stores. But it can be kept from settling on your stock and shelves in the form of dust if you use Imperial Floor Dressing.

Customers will be attracted by the absence of dust in your store, by the neat appearance of your merchandise, by your "spick and span" displays and bright show cases.

One application of Imperial Floor Dressing cleans and preserves floors and prevents dust from rising. One gallon will treat upwards of 700 square feet and does not need renewing for weeks.

Imperial Floor Dressing is non-evaporating and non-gumming. It catches and holds the dust on the floor where it can easily be swept up and disposed of. It is the most sanitary and satisfactory dressing you can buy—or sell—for floors, linoleum or oil cloth.

Its effective use in your own place of business creates a big market for floor dressing among your customers. Talk to the Imperial Oil salesman about it.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

BRANCHES IN ALL CITIES

ORDER BY NAME

The BEST GOODS are the BEST TRADE BUILDERS

for this reason--- say

STICKNEY & POOR'S PRODUCTS

to your Jobber

Mr. Grocer:—

You can build up a profitable "repeat" sale on every product of the Stickney & Poor line. Because of the standard quality, strength and uniformity of these products, your customers will call for them again and again.

So stock Stickney & Poor Products and display them prominantly on your shelves.

Your co-operating Servant,

MUSTARDPOT.

STICKNEY & POOR SPICE COMPANY
1815 Century Old - Century-honored 1921
HALIFAX
Mustards - Spices - Seasonings

EUREKA

REFRIGERATORS

are so built that a constant, positive circulation of cold, dry air is maintained. This feature fully covered by patents.

Your customers will appreciate the care you give to keep your perishables sweet and wholesome.
Don't repeat last summer's waste.
Get a Eureka.

Write for our new catalogue.

Eureka Refrigerator Co., Limited
Head Office: Owen Sound
Branches: Toronto, Montreal, Hamilton

A Virile, Robust Fighting Fish

The Pinks packed under "Kiltie" BRAND are caught in the cool depths around the Queen Charlotte Islands

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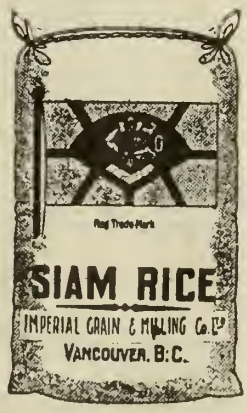
Imperial Grain and Milling Co., Limited

VANCOUVER, B.C.



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WHOLESALE GROCERY BROKERS and MANUFACTURERS' AGENTS
Take advantage of our Service
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Service coupled with Reliability brings Results
We want your business. Write us.

Say you saw it in Canadian Grocer; It will help to identify you.

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Finest Quality

A White Gummed Paper That Will Satisfy Your Trade

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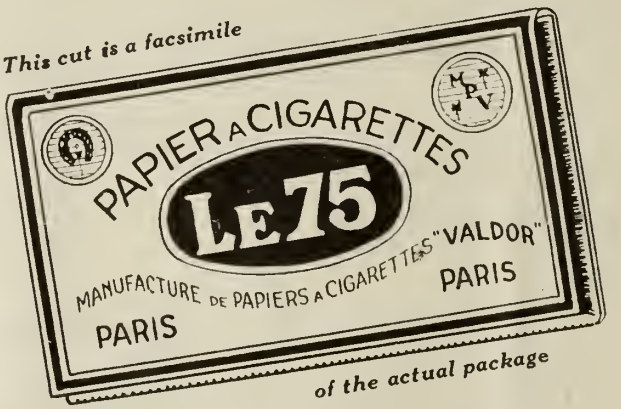

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100 Leaves to Book
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50 Books to Box

Order to-day from your jobber

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DONALD H. BAIN CO.

Wholesale Commission Merchants, Brokers and Importers

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YOUR WANTS are many here below. Use the Want Ad. page and get rid of a few of them.

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H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory — Manitoba, Saskatchewan and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

The Largest in Western Canada

We are the largest Storage, Distributing and Forwarding House in the Western field. Total Storage space ninety-six thousand square feet of Bonded or Free Storage. Heated warehouse. Excellent Track facilities. The Western House for SERVICE.

Williams Storage Co.
WINNIPEG
and
Winnipeg Warehousing Co.

The CROWN *Trade-Mark*

on a bag of white beans is a guarantee of their uniform size and choice quality

Only the very finest hand-picked Canadian White Beans go into bags marked

CROWN BRAND

For your own protection insist upon having this line of known quality.

BRAND

G. T. MICKLE - Ridgetown, Ont.

THE BEST IN 1750 STILL LEADING

PURNELL'S Pure Malt VINEGAR

IN CASK OR BOTTLE

Purnell & Panter, Ltd., Bristol, England

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WESTERN CANADA

Marketing Products in a "Big Way"

The house of "Scott-Bathgate" holds an 18 year old reputation for producing big results in the rich Western Provinces. — a reputation that you should investigate bofore you assign your product.

We'll place your product on the market for you in the same successful manner as we have done for Christie's Biscuits, Robertson's Confectionery and Hungerford and Smith's Fountain Supplies. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

W. H. ESCOTT CO.

LIMITED

Wholesale Grocery Brokers---Manufacturers' Agents---Commission Merchants

Manufacturers of Food Products and Specialties of merit seeking increased distribution in Western Canada, are invited to investigate our constructive

SALES FORCE

Your account entrusted to us receives the personal attention of experienced and efficient heads.

We make ourselves your **Business Right Arm** in our territory.

We are more than Brokers, we are Business Builders.

WRITE US TO-DAY

HEAD OFFICE

WINNIPEG, MAN.

Branches with Resident Sales Managers at

Regina, Sask. **Saskatoon, Sask.**
Calgary, Alta. **Edmonton, Alta.**
Fort William, Ont.

Thompson's Sealed Salted Peanuts

Packed in drum-shaped packages to retail at 5c. Forty packages to a carton. 30 cartons to a case.

Order from your jobber To-day

"Nifty Brand" whole blanched Jumbos, in 5 lb. tins, with envelopes. Packed in Canada by

A. E. THOMPSON

Box 2015 WINNIPEG

G. B. THOMPSON & CO., *Western Distributors, Winnipeg*

Eastern Representative: Walter S. Bayley, 20 Front St. E., Toronto, Ont.

Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

CHADWICK and WRIGHT
WHOLESALE GROCERY BROKERS
28 Duke St. TORONTO.
Concentrated representation within the Province of Ontario

Frost, Moorman & Co.
BELLEVILLE, ONT.
Grocery Specialty Brokers
Agencies Wanted
Satisfactory Representation Guaranteed

Merchandise Brokers — Manufacturers' Agents
WE COVER CANADA
LOGGIE, SONS & Co.
32 Front TORONTO — St. West CANADA

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
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Halifax, N.S.; Winnipeg, Man.

JOHN J. O'DONNELL COMPANY
Commission Brokers, Manufacturers' Agents
REPRESENTING
J. H. Wethey, Limited; Imperial Grain and Milling Co., Limited, Vancouver; Harry Hall & Co., Vancouver, and others
Correspondence Solicited Agencies Wanted
LAING BUILDING, WINDSOR, ONT.

J. R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits—Food Products
27 Wellington Street East
TORONTO, CANADA

Let T. ASHMORE KIDD
Broker
KINGSTON, ONTARIO
Superintend the successful merchandising of your lines in Kingston and district.

WANTED
One or two good agencies in Food Products Give particulars in first letter. References furnished.
LAING & WATERS
28 Wellington St. E., Toronto

HAMBLIN-BRERETON CO., Limited
GROCERY and CONFECTIONERY
AGENTS and IMPORTERS
Toronto and Kitchener, Ont.
Winnipeg and Calgary

WE COVER OTTAWA DISTRICT
Let us demonstrate what we can do for your product in this rich territory. We are especially equiped to produce the results you are looking for
E. N. & W. E. SOPER
Manufacturers' Agents & Commission Brokers
63 Sparks St., Ottawa

GALT'S
QUALITY
TEAS and COFFEES
"Satisfaction or Money Back"

When Was Your Coffee Roasted?

Likely the same day it was shipped, if Galt sent it. Most coffee sold in Canada is stale before it is sold. You can't build up a really good business on stale coffee. Why not try the Galt way. Order 25 lbs. at the price you now pay and if it isn't miles ahead of any you have ever had, send it back collect.

D. A. GALT
107 FRONT ST. E. TORONTO

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

When writing Advertisers kindly mention this paper

GEO. D. LACHAINE
Manufacturers' Agent and Commission Broker
Representing:
The Dominion Molasses Co., Ltd., Halifax, N.S.
H. R. Silver Ltd., Halifax, N.S.
Jos. Dufresne, Biscuits, Chocolates and Confectionery, Joliette, P.Q.
Over 30 years in Business. Best References and Connections.
18 Dalhousie Street, QUEBEC.

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 Place Royale, Montreal
Established 1876
Telephone Main 1581

VICTOR A. LEMIEUX
Labrador Lobster in 1 (one) pound tin, guaranteed best quality on the market,
Write for Quotations.
Wholesale Dealer
631 CORISTINE BLDG., MONTREAL

MAPLE SUGAR AND SYRUP
We can supply you with best quality in any quantity at right prices. Communicate with us.
Canada Produce Company, Limited
337 St. Paul East Montreal

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE
GROCERY BROKERS

Importateurs & Exportateurs	Importers & Exporters
Pois et Feves	Peas and Beans
Produits Alimentaires	Food Products

ST. NICHOLAS BUILDING, MONTREAL

MAPLE SUGAR

I solicit your orders for pure Maple Sugar. 35 years experience as wholesale dealer. Open for agencies of all kinds.

Agent for Messrs E. B. Eddy Co., Ltd., Hull; Gunns Ltd., Toronto; St.-Lawrence Starch Co., and several others.

Hardware Expert. Correspondence solicited if interested.

Warehouse capacity, 10,000 feet floor space. Best spot in town on Main Street.

JOS. EMOND
2 & 4 rue St.-Joseph, Quebec, P. Q.

Be Sure You Ask Your Jobber for

Dominion Spring Clothes Pins

Manufactured by
The J. H. Hanson Co., Ltd.
MONTREAL

MAPLEINE

gives delicious maple flavor to cake, frostings and fillings, pies, puddings, desserts, ice cream and candies.

Suggest Mapleine when selling sugar and dessert-making materials and you will increase Mapleine sales.

Order of your jobber or
F. E. ROBSON & CO.,
7 Wellington St. W., Toronto

MANUFACTURERS!!

Do you want excellent storage and first-class distribution in OTTAWA and District

Our large Ottawa warehouse on the C. P. R. is larger than our usual stock demands. We are willing to carry goods in storage for a manufacturer, deliver or ship from Ottawa stock, and possibly take care of sales for Ottawa and and District.
If interested, get in touch with us at once.

J. B. HUNT
Manufacturer of High Grade Flour and Feed
BROAD ST., OTTAWA, ONT.

The
EGG-O
Trade Mark Means

— guaranteed sales
— satisfied customers
— increased profits

The Egg-O Baking Powder Company, Ltd.
HAMILTON · CANADA

ERUSTO

THE NEW DISCOVERY FOR REMOVING RUST AND IODINE STAINS

From all kinds of silks, cottons, woollens, colored goods, etc., without injury to the most delicate fabric.

ERUSTO is a long felt want in every household. Here is your chance to make many an extra dollar by supplying your trade with this wonderful discovery. Guaranteed to do work instantly and satisfactorily.

We require representatives in every province — "write us"

National Specialty Company

95 Canning Street, Montreal

SIFTO
SALT
SIFTO SALT IT FLOWS
BEST FOR TABLE USE
Two Salt brands that speed up your Salt Sales. They're well advertised and hundreds more housewives every month are coming to learn that SIFTO is "the Salt that flows," a delight to the table. And that Century Salt—pure and dazzling and economical—is the best all round household salt. Stock them both.
CENTURY TABLE SALT
THE DOMINION SALT CO. LIMITED SARNIA, ONTARIO
CENTURY SALT BEST FOR GENERAL USE

If your jobber cannot supply you, we invite your inquiry, when price lists and full information will be sent you. DOMINION SALT CO., LIMITED SARNIA, Canada. Manufacturers and shippers.

If You Can Add

just one single quality line to your stock this month it will increase your prestige will it not?

If you can give that pernicity customer macaroni that she will really enjoy it will help your standing with her. Now won't it.

The Columbia Macaroni Co., Ltd.

Lethbridge, Alberta

Do you need a good man?

Are you looking for a suitable partner, a wide-awake clerk, or an aggressive salesman?

It costs you three cents a word to talk to these men through a CANADIAN GROCER Want Ad. Just three cents a word to reach your man quickly!

Rates: 3c word first insertion, 2c word for each subsequent insertion ; 5c extra for Box No. per insertion.

SEND ALONG YOUR AD. TO-DAY.

The Canadian Grocer

143-153 University Ave., Toronto

Make Time Work for You, Too!

Time's a grocer's right hand man. How he or his clerk's employ it often means success or failure. You generally can tell the grocer who knows this by his well dressed windows, counters and shelves.

He and his clerks take time to do these things. But they couldn't do it, if he was stocking anything but packages goods. He saves the time over old methods of handling bulks, tea and other things, and turns the hours thus saved to increasing his sale by display and other advertising, and sells his stock quickly.

Are you one of these Merchants?

Customers are quick to recognize the quality of the goods he sells by the trade mark on the packages. They know how good a tea he is selling in RED ROSE TEA. The sale was made before the customer came in.

If you're not one of these merchants, wouldn't you like to be? You can get a good start to-day with a case of RED ROSE TEA in packages. Why not mail us an order?

T. H. ESTABROOKS CO., LIMITED

St. John Montreal Toronto Winnipeg Calgary Edmonton

Buried in Burning Coal for 18 Hours!

A recent report from one of our largest chartered banks says:

> "During fire, Safe fell from upper floor into cellar, into 15 tons of burning coal, and remained there 18 hours. Everything came out intact."

Duration of fire, intensity of heat or distance of fall need not be considered, when you have your valuables in a Taylor Safe.

Write us for quotations on our Fire-Proof Safes and our Steel Cabinets for fyling.

J. & J. Taylor
Limited
Toronto Safe Works
Toronto - Ontario

Branches: Montreal Winnipeg, Vancouver

Triangle Sanitary

Waxed Papers

A Quality line, which Quality Wholesale Grocers will want to handle. Our Prices are competative and Service unexcelled. Enquiries Solicited.

CANADIAN NASHUA PAPER CO.
LIMITED
Peterborough = ONT.

When Writing to Advertisers Kindly Mention this Paper

There's a National Reputation Behind

KEEN'S OXFORD BLUE

For over fifty years **Keen's Oxford Blue** has been a favorite with Canadian housewives and its high-standard, uniform quality has built up a national reputation that makes it half sold before you place it on your counter. Write for this striking "sales speeding" display card. It will move your stock a little faster.

Canadian Agents
MAGOR, SON & COMPANY, LIMITED
191 St. Paul St. W., Montreal, Que. 30 Church St., Toronto

PRIDE OF CANADA
Pure Maple Syrup

Will please your most particular customers.
Guaranteed Absolutely Pure.
Have a good Stock on hand for the Spring and Summer Trade.

REPRESENTATIVES: W. L. Mackenzie & Co., Limited. Winnipeg, Regina, Saskatoon, Calgary and Edmonton; Oppenheimer Bros., Limited, Vancouver, B. C.; S. H. P. Mackenzie & Co., 33 Yonge St., Toronto, Can. J. W. Gorham & Co., Halifax, N.S.

MAPLE TREE PRODUCERS ASSOCIATION LIMITED
OFFICES: 58 WELLINGTON ST. W., MON TREAL

Let Us Quote You on Our
HIGH GRADE BROOMS

Long life and great strength are built into every one of our brooms

STANLEY	BEAVER	CANUCK
5 string, fancy corn, all selected stock, polished handle.	5 string, good quality house broom, popular weight. Stands up to every test.	4 string, from cheaper stock, well made, and worth the price.

We also make a number of other lines, including Toy Brooms and Whisks.

Waterloo Broom & Brush Company, Limited
Telephone 286 Waterloo, Ontario

Special attention to mail orders

TEA LEAD
(Best Incorrodible)

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

Island Lead Mills, Ltd.

Tel. Address: "Laminated," London. LIMEHOUSE, LONDON, E., England
A.B.C. Codes used, 4th & 5th Editions.

Canadian Agents: J. HUNTER WHITE, ST. JOHN, N.B.
CECIL T. GORDON, MONTREAL.
HUGH LAMBE & CO., TORONTO.

CANADIAN GROCER

VOL. XXXV. COLLINGWOOD, JULY 1, 1921 No. 26

"Business Better than 1919" says Retail Grocer

A certain class of trade, he states, is getting tired of the cash and carry idea, and is returning to the service stores—keeping stocks low, but volume of turnover is good.

(By Staff Correspondent)

Edmonton (Special.—"A crop failure around Edmonton has never been known," said a wholesale grocery buyer to Canadian Grocer representative. Mr. Morrison, of Morrison's grocery, 10440 White avenue, South Edmonton, bears this out.

"Business is better than 1919," says Mr. Morrison. Our stock is low now, but our volume of turnover is high although the amount of money represented is lower. We are doing good business."

Store is Well Equipped

This store has good equipment such as found in the leading grocery stores in every city. There are glass fronted bins in the hardwood counters, and this the full length of the store. On the other side of the store is a magnificent oak and mirror fixture that also extends the full depth of the store. This fixture was built originally for a candy store, and it permits of bright and artistic grocery display.

Forsaking Cash and Carry

Mr. Morrison thinks that a certain class of trade is beginning to forsake the cash and carry store. "Whether they are getting tired of toting their own groceries or whether their shopping bags are getting worn out, I don't know, but many are coming back for the service we give," he said.

A strong believer in modern labor and money saving appliances, this merchant uses one of the approved credit accounting systems. He has computing scales, meat slicer, etc.

A refrigerator showcase, with rack and tray for a lump of ice keeps the butter and milk in pink of condition. Canadian Grocer brings the trade news here each week.

Showing the attractive interior of Morrison's Grocery in Edmonton, Alta.

A Meat, Slicer Increases His Sales Fifty Per Cent., Says This Grocer

R. R. Bothwell Allendale, Ont., finds a very gratifying gain in his turnover of bacon and ham, following the installation of a meat-slicer—is more economical and more profitable.

"THAT meat slicer has increased our sales fifty per cent." R. R. Bothwell Allendale, Ont. told a representative of Canadian Grocer recently. Mr. Bothwell believes that the only way to make a success of selling meats in the grcery business is to have a slicer. Of course he only sells bacon and cooked meats, but sales of them show such a gratifying increase over the period before the slicer was installed, that Mr. Bothwell declares that the gain in trade of this kind soon covered the cost of the slicer. "The service that a slicer renders possible," Mr. Bothwell stated, "makes it practically essential in a grocery store. People will go where they can have their cooked ham and bacon, sliced to their own particular liking. It is service of this kind that means so much in the way of developing sales".

Mr. Bothwell finds too that with a slicer, he is able to sell bacon and ham more profitably, as the slicer to a very large extent eliminates waste. Mr. Bothwell is able to slice the side of bacon or ham much more economically, and working small pieces in with the larger ones, there is little or no waste whatever.

TOLD HIM FIRST

Tom: "Rejected you, did she? My boy, you've got to be clever in the proposing game. You should have told her you were unworthy of her."

Ned (lugubriously): "I was going to, but she told it to me first.'—Boston Transcript.

The Trade Mark Represents a Guarantee

Stands for the sacredness and reputation of a name—is a guarantee to the merchant from the manufacturer—the law in respect to trade marks and how it protects them.

Who steals my purse steals trash.
'Tis something, nothing; 'twas mine, 'tis his,
And has been slave to thousands.
But he that filches from me my good name
Robs me of that which not enriches him,
And makes me poor indeed.

—Shakespeare.

WHETHER or not it was the inspiration of Shakespear's poetic conception of the sacredness and value of a name that prompted the first man to originate and, for his own protection register a trade mark represents, in many cases, the labor and the final achievement of years on which a manufacturer or wholesaler is willing to accept the verdict of a critical public. The trade mark stands sponsor for a name; a name is a reputation, and if the reputation be gone the name is no more a thing on which reliance and faith may be placed. The trade mark is the guarantee of the firm so using it that it is prepared to stand behind that name through good and ill report, that any damaging charge made against that name will be defended in the courts of the land to the fullest extent. To tamper with the name is to tamper with something sacred, with something that represents the entire future of a business; for this reason many interesting cases have developed in the courts with regard to trade marks.

The Merchant and the Trade Mark

The trade mark to the merchant is his guarantee to the consumer that the merchandise which he sells bears the stamp of quality and carries with it the assurance of the manufacturer that it is what it is represented to be. According to history, many of the old-time merchants were noted for sharp dealing. Some of them bartered, cheated, and even swindled customers by substituting something which they claimed was just as good, but which in many cases was a very inferior article, until by advertising, the merchant and the public became familiar with trade marks and to know the quality and quantity for which they stood. When, therefore, a manufacturer through advertising educated the public to the value of his product, he had built up a name for himself which he transcribed into a trade mark. Not only the holder of the trade mark, but the distributor of his goods reaps the benefit of the trade mark. Through systematic advertising, it becomes so well known that it is impossible to deceive the ultimate consumer if he or she is looking for the trade mark on the goods being purchased. The use and the advertising of the trade mark, therefore, becomes an asset in the hands of the merchant in the sale of his merchandise, not alone because of the guarantee accompanying it but also because it is now considered that trade marks are the standard for good quality.

Protection of Trade Marks

The law takes a very stern view of the encroachment on an established trade mark. In cases where a name has been associated with a well known product for a great number of years and the merchant and public have become accustomed by advertising to associate the name with a certain article, the court will protect the use of the name and restrain by injunction any infringement of that right.

The real question which the court to try in a case of alleged infringement of a trade mark whether what the defendant has done is calculated to deceive or whether there is so much imitation that goods bearing the one mark may readily be mistaken for goods bearing the other and whether a more careful inspection than an ordinary purchaser would be likely to give is necessary to distinguish the mark and appearance of the former goods from those of the latter.

When an action is commenced having for its object the restraint of an alleged unfair competition in trade carried on by means of an employment of another of a trade mark identical or nearly identical with the plaintiff's there must be established in order for the action to be successful the existence of the trade mark, the plaintiff's right to exclusive use therein and the fact of an imitation and the absence of license or acquiescence on the part of the plaintiff.

Where it can be shown that a dealer has imitated an article in his store and offers it for sale as the genuine article, even though he has only made a single sale, that is sufficient ground for an injunction and the dealer will be restrained from making any further sales.

If the defendant uses a distinct and obvious trade mark on his goods which he is alleged to be passing off as the plaintiff's and if he states plainly and in clear type that these goods are manufactured by himself, there is a very strong indication that the defendant has no intention of deceiving the public and it is doubtful in such a case if the court would restrain him.

When the defendant has not used the registered trade mark but something to be considered similar to it, the plaintiff has to satisfy the court that the use of this is calculated to deceive. But when the defendant has taken the material and essential part of the plaintiff's trade mark, the burden is upon the defendant then to disprove the probability of deception and not upon the plaintiff.

If the plaintiff cannot prove that the public are deceived or that there is a reasonable probability of deception, he has no right to interfere with the use of the name of others. All the court can do is to say that no trader can adopt a trade mark so resembling that of a rival that the ordinary purchasers purchasing with ordinary precaution will be misled.

Purchaser Must Not Be Misled

If a purchaser looking at an article offered to him would naturally be led from the mark impressed on it to suppose it to be the production of a rival manufacturer and would purchase it in that belief, then the court considers the use of such a mark to be fraudulent. In fact, it has been held that if the goods of a manufacturer have from the mark or device he has used become known in the market by a particular name, the adoption of a rival trader of any mark which will cause his goods to bear the same name in the market may be as much a violation of the right of that rival as an actual copy of the device itself.

FLOATING AQUARIA KEEP FISH ALIVE ON WAY TO MARKET

In Norway and Holland huge tank scows, which are in effect floating aquaria, have long been used to fetch fishes from the fishing grounds to market. Thus they reach the latter alive and in fine condition.

The idea has been newly adopted for use on this side of the ocean, and several such scows have been built for traffic between Canadian waters and the northern seacoast cities of the United States. They are built of wood, their hulls, which are long and narrow, having a number of compartments to hold the fish. The compartments are perforated with holes in order that the sea water may flow freely through them. Watertight bulkheads at bow and stern keep the craft afloat.

Some of the fishes inevitably die or sicken in the course of so long a voyage, and these are scooped out with long-handled nets and thrown away. The scows are sailing craft, but it is planned to equip them with gasoline engines for faster travel. One of them 24 days out from Quebec reached New York the other day wth a cargo of 1,000 tons of eels, caught in chicken-wire traps in the St. Lawrence River, which were delivered alive and wriggling at the Fulton fish market in the American city.

Some Trade Marks Recall Interesting Events

A study of a few manufacturers' trade marks reveals informative facts in connection with their origin.—Sometimes trade marks have been chosen at random, while others are definitely associated with the goods they represent, or in some instances with historic events.

THE value of a trade-mark has considerably increased in the past few years. Previous experience of the buyer and general advertising together, with the backing of the retail merchant has, to a great extent, been responsible for this fact. To-day a man goes to bed on a "trade marked" mattress. He wakes in the morning to the strident notes of "Big Ben" drops his feet into trade marked slippers and takes his bath with trade marked soap. He lathers his face with a "Shaving Stick" with a name on it, shaves himself with a "Gillett" or an "Auto Strap". He dons his clothing, much of which carries a trade mark sometimes even to the handkerchief he puts in his breast pocket. He makes his breakfast from branded foods that he has been taught to buy on the recommendation of his grocer and foods that he found by experience to be good and which he continues to purchase. He lights a trade marked cigar and rolls to the office in his "Cadillac" or "McLaughlin".

Origin is Interesting

Although practically every line of foodstuff, clothing, furniture, etc. carries a trade mark, they are taken more or less for granted and little is known of their origin, their ups and downs and of the careers of the men they make and sometimes break. The history of the origin of trade marks is interesting. Sometimes they are choosen at random; sometimes they are definitly associated with the goods they represent or composed of the letters of the firm manufacturing the article. These names have grown considerably in recent years and manufacturers have capitalized them at millions of dollars, because it is believed that the public knowledge of the same is a strong selling argument.

How "Kkovah" Was Formed

About thirty years ago Sutcliffe & Bingham, Limited of Manchester, England, commenced to manufacture Egg Custard, Egg Powder, Lemon Cheese,

Lemon Curd, etc. In deciding on a trade mark for their products they selected the word "ova"—which means egg"—adding the two letters K in front and tacking H at the end thus building up the word "KKOVAH". This word KKOVAH has been used by the firm in connection with most of their products principally Kkovah Health salt, Kkovak Custard, Kkovah Lemonade Powders, etc.

The Why of "Cow" Brand

Cow Brand Soda was first manufactured in New York City in 1846 by John Dwight who, it is claimed was the first manufacturer of Bicarbonate of Soda in America. Up to the time of the centennial, which took place in Philadelphia in 1867, Mr. Dwight had not adopted a registered trade name, the soda being known simply as Dwight's Baking Soda.

On visiting the centennial his attention was called to a famous Jersey cow, two years old, which had taken the Gold Medal and prizes for milk and butter. Mr. Dwight was looking for a trade mark for his baking soda as a leavening power for bread, cakes, etc., the idea occured to him that it would be appropiate to use the picture of this cow, whose name was Lady Maud. He, therefore had an artist make an oil painting of Lady Maud and from that time on his soda has been known as "Cow Brand".

Cow Brand Soda was first sold in Canada by The Hudson Bay Company, who in the early days imported it from the United States. In the Spring of 1897 the Canadian business was started with headquarters in Montreal, where Church & Dwight Limted, the present proprietors have their factory.

Civil War and a Bottle of Mustard

Just as the late world war was responsible for the building up of a hugh volume of business on a certain brand of cigarettes that previously had a small consumption, so also was the American Civil War responsible for the birth of a trade mark for the little bag of tobacco that is familiar to all who prefer to "roll their own."

Shortly after Lee surrendered to Grant, negotiations were going on with Sherman near Durham Station, in North Carolina, where James R. Green made smoking tobacco in a small factory. Placed by the fortunes of war between two armies during the armistice, Green's tobacco rapidly made friends and when the armies disbanded, they carried away with them the memory of the enjoyable hours spent with the pipe, near Durham, and orders kept coming in such increasing volume that soon the little factory had to be enlarged. Seated one day in a restaurant, Green was explaining to a friend his sudden prosperity when the friend remarked that he would lose his trade if he did not brand his goods. The friend was asked to suggest a name and looking across the table he noticed a mustard jar upon the label of which appeared the picture of a bull. "The association of Bull and Durham seems rather a good idea", said the friend, and forthwith the trade mark "Bull Durham" came to life. It was registered on May 2, 1866

Cleanliness of the Dutch

Prehistoric periods found the eastern slopes of the Rocky mountains racked by volcanic eruptions and as a result various sections of Western Nebraska are covered with a fine white volcanic dust. Geologists have found by examination of this strange dust that it must have been a boiling mass of whitish rock, so hot and active that rising in a form-like state, it then burst forth in the form of a fine white powder, which at this late date may still be found in thin ledges and pockets more or less mixed with sand and clay. The Cudahy Packing Co. discovered that this powder had cleansing power and secured control of a pure mine of this product. It lies in a pocket where it must have gathered in the ages past under exceptional conditions and is available in a great depth and in unknown quantities.

In adopting a distinguishing mark of trade for this product, the Cudahy Company took into consideration the fact that the Dutch people are known for their cleanliness. They therefore created a trade mark showing a Dutch matron with a stick in hand "chasing dirt". The stick, fuguratively speaking, stands for these arch enemies of dirt, the broomstick and scrubbing brush and thus "Old Dutch Cleanser" came to be a familiar name to merchant and customer.

One day a number of years ago a man was travelling on the Sixth Avenue Railroad in New York City and a sign across the aisle started him counting the number of different lines he manufactured. He checked them off on his fingers, and found that they totalled 59 kinds. His thoughts rambled on carelessly and such expessions as 59 kinds

and 59 sorts wandered through his mind. Suddenly he found himself repeating "57 Varieties" over and over again to himself. He liked the sound of it and although he actually manufactured 59 varieties, it had a certain jingle that seemed to catch the ear. The guard called his station but the man did not hear. At last he found himself far beyond his destination and he was out on the platform in an instant. He wended his way to a lithographer, made certain arrangements and the trade soon began to hear about "Heinz 57 Varieties."

What "Egg-O" Signifies

The artist's idea when designing the Egg-O Baking Powder trade-mark was that beaten eggs being universally recognized as a valuable leavening agent in cake baking, a design showing the can of baking powder rising, as it were, from within an egg, encircled by wheat—symbolizing flour, would be a happy combination, impressing on the public mind Egg-O' function in relation to eggs and flour. The exclamaton "O" hyphenated to the egg is supposed to be one of joy and satisfaction that the housewite utters after she has tried the baking powder, while the widely advertised double action of "Egg-O" finds expression in the duplicate design centred in the larger on, meaning leavening power within leavening power.

The "Gold Dust" Twins

About forty years ago there appeared on the market a washing powder made from vegetable matter branded "Gold Dust." Upon the label of the packages was depicated two little negroes sitting in a tub. Three years later the little negroes were registered as a trade mark. About twenty years ago The N. K. Fairbank Co., Ltd., commenced to advertise "Gold Dust" showing the twins in action and soon their clever cleaning stunts were to be seen in the business papers, in the pages of newspapers, on billboards, and in street car advertising.

These are just a few of the stories of trade marks that are familiar to the grocery trade throughout Canada and that are known to the trade from the Atlantic to the Pacific including all the far North fur trading posts as well as Newfoundland.

A Clerk's Idea That Meant Increasd Sales

"The sweetness of low prices never compensates for the bitterness of poor quality," is the clerks' slogan in the J. McTaggart & Son store at Vancouver, B.C.—how a clerk worked out a display of biscuits that was a money getter.

"THE sweetness of low prices never compensates for the bitterness of poor quality."

This is a slogan that our clerks have come to thoroughly believe in," stated E. R. McTaggart of J. McTaggart & Son, Vancouver, B. C. to Canadian Grocer. "In selling goods over the counter or over the telephone, the quality phase of the subject is always put foremost. We believe that poor goods are never cheap and the buying public is finding the truth of that each day. We believe it good policy to encourage clerks to sell goods over and above what is requested by the customer and we have found that, the fact that we make a special drive on quality has been of material assistance to our sales people."

Put More Confidence in Clerks

That it is a good policy to place more confidence in the clerks, assisting them in every possible manner by making certain clerks responsible for certain departments, asking their opinion in regards to the buying or otherwise showing the clerks that they are something more than a mechanical part of the business machine, is evidenced by the experience of merchants who are getting good results and their turnover is greatly augmented.

This Idea Was a Money Maker

"The most outstanding and lucrative idea conceived by one of our staff and the best from many angles that I have seen, resulted in a tremendous increase in sales on biscuits", continued Mr. McTaggart. "Our Mr. Gordon suggested that if biscuits were properly displayed that is, kept clean and free from dust it might be profitable to boost them, This entire department was therefore given over to Mr. Gordon to handle in his own way and according to his own judgement. He buys the biscuits and oversees the selling. Hs idea is to devote one window to featuring biscuits. He has them kept under glass, free from flies and dust and they always look attractive. I can say without hesitation that since Mr. Gordon has taken complete charge of the biscuit department that sales have practically quadrupled. When people buy things to eat they want them clean . Mr. Gordon features that point, sometimes the window is full of biscuits with a card on which is printed, nothing but the one word "Cleanliness". The biscuits sell themselves displayed in this manner.

Train Clerks as to Costs

One merchant in western Ontario says it is as important to train clerks in the cost of goods as it is in making them thoroughly acquainted wth the selling price. Their system of keeping a record of the costs is somewhat unique, but nevertheless accurate. They have a thumb indexed book in which every purchased is entered. For instance under the letter "S" is entered purchases of sugar, showing the date bought, quantity, from whom purchased and the price. Under the letter "D" all varieties of dried fruits; under "C" canned goods, etc. These entries are made by the bookkeeper at the same time invoices are entered in the purchasing ledger, so that the book is kept up to date every day.

This book is open to all clerks and they are encouraged to use it freely and become familar with the cost of the goods they are selling. This merchant claims that by so doing, the clerks are encouraged to stay with the business, take more interest and are less inclined to waste. But the biggest point, this merchants claims is that the knowing the cost price, is more inclined to sell the article that shows the greatest profit.

B. C. FRUIT WILL SUPPLY WESTERN CANADA

Winnipeg, June.—According to advices received in Winnipeg from the British Columbia Traffic and Credit association there will be a plentiful supply of B.C. fruit this year for the needs of Western Canada at reasonable prices.

"Indications are that the crop will be fairly heavy," the report says. "It will probably equal the crop of 1911, which was the largest crop up to that time. There was a heavy bloom this spring, but the June drop now in progress is greater than anticipated. Some orchards only have a moderate crop left."

"New Goods Column"

Berger's Rice Starch, a culinary line that has been off this market for nearly seven years on account of the war and conditions in France, is once more listed among the culinary starches for sale on this market. It is packed in cases of 28 one pound packages or 56 half pound packages. This is one of the many French lines that have barred from this market on account of trade conditions in Europe during the war and the period of re-establishment.

Creating Friendly Rivalry Among the Clerks

The plan as adopted by one grocery firm succeeds in increasing sales—a statement is furnished by each clerk showing sales on corresponding days in the previous year, and an effort is then made to show an advance—must be reliable clerks

A friendly competition among clerks in a grocery store or in fact any retail establishment is good business, and tends to increase sales in a way that otherwise might not get the same results. The method employed by a large grocery in an Ontario town reveals an interesting scheme in the way of promoting friendly rivalry among the staff.

Each Clerk Has Check Sheet

This employer gives a check sheet to each clerk every Monday morning, that gives an account for each day for the following week, of the amount of sales made on the corresponding days of the previous year. In some instances the business done in the preceding twelvemonth, had been done by another clerk who had left the firm, and of course this fact was an incentive for a new employee to try and beat out the record of his predecessor. A clerk too always tries to beat his own record of a year ago.

This procedure day after day, found the staff at the end of each day comparing notes with each other, thus creating a friendly competition all the time, and giving the employees an interest in the business that made them feel they were something more than just clerks. Referring particularly to these check sheets, it might be stated that they do not show the total amount of business done in the whole store, for that day, but the actual sales made by each clerk or his predecessor. At the end of the week the manager reported how far the business for the six days, was ahead of the corresponding period in the year before.

Must Be Reliable

Such was the training and experience of Mr. Clemence of Jones & Clemence, Stayner, Ont. Mr. Clemence served as a clerk for several years before going into business for himself, and the system of dealing with clerks in the store in which he was employed, is that outlined at the beginning of this article. In Mr. Clemence's opinion a clerk, with whom the confidences of the firm, in regard to profits and such like, are shared, must be thoroughly reliable. In most instances he thinks it is best for the merchants to take his clerks into his confidence, but again an unreliable clerk might do a lot of harm by discussing outside the store the matter of profits on various articles. Jones & Clemence tell their clerks everything there is to know about goods, and seek their assistance in the purchasing. A clerk should familiarize himself or herself as the case might be with a thorough knowledge of the stock. By so doing they can render valuable aid in buying. Mr. Clemence states that he and his partner are away from the store considerably, and on this account, it is a fine thing to have clerks so reliable and so trained that they can take full charge.

A Profitable Combination

Jones & Clemence conduct a bakery too in connection with their grocery store, and Mr. Jones devotes most of his time to this work. Mr. Clemence told a representative of Canadian Grocer that a bakery in connection with a grocery in a small town, was a profitable combination. Getting the people buying bread, they are very often likely to buy other goods. Having a bakery meant selling more bread, and also selling it at a profit.

Serving Summer Residents

Catering to a colony of summer residents along Wasaga Beach, and in the vicinity of Stayner and Collingwood, is a feature of the grocery trade of Jones & Clemence. Mr. Clemence told the Canadian Grocer representative that his firm made a special effort to give these summer customers the best of service. Giving first-class service has been the principal factor in stimulating trade of this kind, and the same people come year after year. Pleasing them meant of course continued patronage. At the beginning of the season these cottagers write to Jones & Clemence, giving the inital order and when they arrive at their cottages the groceries ordered are there, thus saving them a good deal of trouble and bother, at the time when they are busy moving and settling.

How to Store Dried Fruits in Summer

(By S. G. Bendon, Montreal)

Now that the hot weather is upon us there are many people who have surplus stocks of dried fruits, and have no cold storage facilities and are wondering which is the best method of packing them during the summer months.

Raisins need more care than other dried fruits on account of the sugar content of this fruit which is 76 per cent. sugar in Californias and about 82 per cent. in Spanish raisins. The best method of keeping them is in a cool dry cellar with the windows of the cellar open and heavily screened so that the cool air is continually blowing through into the cellar.

Pack Them From Ground Up

It is a fatal mistake to place dried fruits in an upstairs store room, as the heat ascends. Do not pack dried fruits one on top of another, but pack them from the ground as follows:—Between each case allow a space about three or four inches; pack the next pile over this air space in pyramid style. In this way the air circulation comes right through the boxes and keeps the fruits in a moist condition and will not dry up as they would if packed one case on top of another. This little idea may mean the saving of thousands of dollars to those who are carrying surplus stocks of dried fruits through the Summer months.

The Care of Prunes

Prunes do not need exactly the same care as raisins, due to the fact that they do not contain the same amount of sugar content, but prevention is better than cure. They too should be kept in the same way. This method also applies to peaches and apricots and other dried fruits. It is well to see that the windows in the cellar are open and a little cost of heavy wire screen would more than stand the cost of the loss that you would sustain if packed one upon another in an upper room.

If the cellar is very damp it would not be advisable to put them there, but put them in your coolest place in the store or warehouse, for if a cellar is damp, it will cause the fruit to go mouldy. Excessive dampness like excessive heat is very bad for fruits.

Will Absorb Moisture

You no doubt are aware that the water is taken away from the fruits while drying and it is natural that the fruit will absorb moisture, but if too much moisture is absorbed this has a tendency to cause a greenish mould. In raisins this is formed by heavy whitish sugar appearance, this being the sugar in the raisins that has risen through the skin. This does not show on seedless raisins but through improper storing the seedless raisins will become wormy in packages. Many of you no doubt have noticed this. Sometimes worms appear in seeded raisins, too, but this does not take effect unless the raisins are one year old.

If there is any information that you care to ask further, I will be very pleased to answer same through the medium of the Canadian Grocer.

Influence of Pleasant Surroundings and the Result

A. J. Nicholas, Port Stanley, Ont., says that it is hard to overestimate the importance of pleasing surroundings, and the effect they have on sales—a well equipped store sells goods.

A well equipped store will sell goods all the time according to the opinion of A. J. Nicholas at Port Stanley, Ont. The Nicholas store caters to a summer population largerly, and trade here in the summer months is on a very large scale. The store is all done in white, and immediately on entering the same, one is impressed with the cleanliness and systematic arrangement of the place. The floors of this store are oiled and swept four times each day, and the stock always looks fresh. Equipment that tends to facilitate service is installed. Display front counters, computing scales, display cases, and a refrigerator counter for the meats department, constitute the fixtures in this store.

Influence of Surroundings

"It is hard to overestimate the importance of pleasing surroundings and the influence that they have on sales," remarked Mr. Nicholas to Canadian Grocer. With the exception of the modern bin counter the fixtures are all a spotless white, the best possible color for summer, while mirrors set at intervals along the wall add a still further touch of brightness to the store. Another item that might well be considered is the orderliness of the goods displayed. That is something that every grocer can achieve and it is a big selling item.

Selling Cooked Meats

In the summer season this store makes a feature of its cooked meat trade. That this trade may be kept constantly before the customers, a glass-faced refrigerator is one of the central arrangements of the store. It is kept scrupulously clean and attractively arranged, and the handsome meat cutting machine is another element in building this trade. A candy case is also an important element, as it should be to a summer trade. Fruit is handled in individual baskets.

Mr. Nicholas is this year making the experiment of selling bananas by the pound. It is his first attempt at disposing of bananas in this way, and he believes that it is going to work satisfactorily. At first the people did not take kindly to the idea, but when told that it really was the most economic method and that some people were not getting all the big ones and other all the small ones, they are gradually becoming convinced that selling by the pound is the best method.

Sells For Cash Only

A few years ago this firm managed a cash system in their store, and it has worked out splendidly. It worked very satisfactorily with the town trade right from the first, but it did not take so well with the summer vacationists. But Mr. Nicholas was quite confident that for them the system was best, and they had confidence enough to carry it through for their whole trade. "To do otherwise," said Mr. Nicholas, "would have been to show favors to these casual customers that we would not show to our regular trade, and that would have certainly told against us in the end." Despite the rather unusual nature of the innovation as applied to the summer trade, the scheme proved an unqualified successs. Some customers were lost. There are always customers who will not pay cash, and they are often very good customers. But the partners stuck by their guns and would not vary their policy of requiring the same conditions of everyone. They figured up this lost business and the profit that would have accrued from it and compared it with the amount written off at the close of the previous year for bad debts. This comparison showed that the item of bad debts amounted to more than the item of lost profit, so that despite the fact that the lost customers were both profitable and reliable, there seemed to be no doubt but the system has justified itself.

How Saskatoon Grocer Used Suggestion to Convince Trade of Price Declines

E. H. Crimp, merchant in Saskatoon, used comparative price lists in his advertisement, as suggested by Canadian Grocer, and says that it caused considerable comment and put customers in better buying mood.

GROCERIES FRUIT

E. H. CRIMP

CASWELL HILL POST OFFICE

PHONE 2887

SERVICE QUALITY

Corner Avenue D and 27th Street W. *SASKATOON, SASK.*

1-9-2-0

OUR PRICES ARE DOWN—

Look what you can buy today in our Store for $30 00. Compared with what you could buy one year ago.

1 Sack Sugar	$26.00
1 Bushel Potatoes	4.00
	$30.00

1-9-2-1

LOOK THIS LIST OVER

1 pail Jam, Strawberry	90c
1 pail Maralade	95c
2 Corn Flakes	25c
3 lb. Rice	25c
1 lb. B. R. Tea	60c
1 doz. Eggs	25c
5 lb. Prunes	75c
5 cans Tomatoes	90c
3 lb. pail Lard	75c
1 Tube Oats	30c
5 cans Peas	90c
5 cans Corn	90c
1 Sask Sugar	13.00
1 Sack Flour	5.75
1 lb Butter	40c
1 Bushel Potatoes	80c
3 lb. White Beans	25c
1 lb. Soap Flakes	30c
4 Bars Sun Soap	25c
1 Starch	15c
1 doz. Oranges	30c
3 cans Salmon	25c
2 Raisen	55c
1 lb. Cheese	30c
	$30 00

Illustrating part of a circular recently sent out by E. H. Crimp, Saskatoon, Sask. And upon which Mr. Crimp says "it caused considerable comment and put customers in a better buying mood."

That many retail merchants are getting gratifying results, in increased sales, by using the suggestion in May 20 issue of Canadian Grocer to convince customers of the price declines which appeared, is evidenced by the letters recently received. Mr. Crimp's letter to Canadian Grocer speaks for itself:

"I do considerable advertising by mail in my immediate neighborhood. Following the suggestion in Canadian Grocer of May 20 under the heading "Convincing Customers of Price Declines" I sent out the enclosed circular, which needless to say caused considerable comment and put customers in a better buying mood.

I thank you for the many helpful suggestions I have received in the past from your paper. It has taught me many things about how to run a Grocery business and trust you will carry on the good work."

Appreciates Policy of Wholesalers

Grocers' section of the Saskatchewan R. M. A. express admiration of the way Saskatchewan wholesalers refuse to sell boarding houses, institutions, and restaurants.

By Staff Correspondent Canadian Grocer.

Saskatoon, June 20.—Following the general session of the whole of the Sask. Retail Merchants' Association, the grocers were called together for a trade section meeting on Wednesday, June 15. and a busy meeting it was right from the start. Several wholesalers were present, as all wholesalers had been especialy invited. The packers, though, who had received the same request, were not present at all, which fact was commented upon.

Praise For Sask. Wholesaler

In Regina a joint meeting of wholesalers and retailers was held a few months ago, and reached an agreement on many points that had been contentious. The retailers, one and all expressed their admiration and respect tor the ethical manner in which the Saskatchewan wholesaler has played the game. The packers are blamed most bitterly for many reported breaches of the ethics of good business in Saskatchewan as defined by the joint committees of the retailers and the wholesalers. The wholesalers are not selling to any consumers except their own married employees. They are not selling to boarding houses. At this point one merchant complained bitterly that one of the packers calls several times a week to solicit business from a boarding house in his town, which boards six persons.

Do Not Sell Institutions

The wholesalers in Saskatchewan do not sell institutions and clubs. The retailers and wholesalers together prepared a list of those contractors entitled to buy at wholesale, and this is working out entirely satisfactorily. Restaurants are being urged by packers, it is claimed, to rig up a shelf, put in a few groceries and call themselves retailers. The wholesalers refuse to be parties to any such deception. It was asked that retailers other than grocers be not permitted to buy provisions for their own use from wholesale grocers.

Wholesalers must not sell to those merely operating warehouses, and peddling to houses.

It was stated by the wholesalers that the large restaurants, who were refusing goods at wholesale in Saskatchewan, sent to Winnipeg, Calgary, Vancouver and even Chicago and buy what they want.

Mr. McMicken, the Provincial President, who occupied the chair, said that the provincial boards of the R.M.A. will have to co-operate and see that their own local jobbers are not doing anything unethical and detrimental to the interest of the retailers as a whole.

Exception To One Clause

Calgary wholesalers, represented by Mr. Miller, of Campbell, Wilson, Miller, took exception to one clause, considering that the retailers were attempting to stop them supplying provincial jails, asylums, etc. The merchants stated that their resolution did not state so—but only applied to small municipal institutions and not Dominion departments and institutions. The incoming executive was appointed a committee to act with the wholesalers towards still better mutual understanding and confidence. The packers will be dropped from the members' buying list unless they show a disposition to discuss fair dealing with the retailers.

Saskatchewan Egg Act

Probably the longest and most acrimonious debate waged over the Saskatchewan Act of inspection of eggs.

The merchants from all parts of the province are sending eggs to the various city wholesalers and as the market declines, the percentages of rots and cracks deducted from their returns are increasing. All the merchants feel that they are being cheated. They have decided to cooperate with the Departmental offices in making test inspection.

The new officers of the grocers' section are: Chairman—T. M. McEwen, Kindersley; 1st vice chairman—E. H. Crimp, Saskatoon; 2nd vice-chairman—C. Bruser, Humbolt; Secty.-Treas.—R. J. Ries, St. Gregor.

THE GOOD WILL OF YOUR CLERK

(Reprint from Armour & Co.' Better Business Bulletin)

Clerks have one sure way of showing the goodwill they bear towards you and your store—the way they deal with the customer.

Stand off at the end of the counter some day and watch one of your men sell. You can tell, instantly, if he is interested in his work, interested in the customer's needs—and posted on the goods he's tryng to sell.

You can tell by his very attitude whether he thinks he is working for a good man, who runs a good store under the right sort of fair-dealing policy. You can tell by the way he talks the goods whether he believes in their value.

Is he enthusiastic, polite, attentive?

Does he sell just as carefully as it it were his store?

It won't take you long to tell whether that clerk really does like his job.

If you have educated him up to your store politics, if you have enthused him over the service and values you have to offer, he will show it in a hundred little ways. Goodwill by the clerk is easily spotted.

But if you have neglected his store education—if you have tailed to sell him on the idea that yours is not a one-man business—if you have failed to prove to him that you appreciate intelligence, you can quickly tell this in his listless work.

It's a store crime for any man to try and run along in a 50 per cent. way. The hundred percenters in the grocery business have instilled enthusiasm in their men—backed it by personal interest in each clerk, and have watched sales grow as a result.

You've always got to allow for "the human equation"—and mistakes will be made in the best of store families. So watch your clerks, correct their errors in the right way, elevate their ideas of right selling and service—and you'll arrive at a stage of store efficiency you might not have thought possible.

The goodwill of the clerk is as important as the goodwill of the customer. One builds the other.

When the "boss" and his clerks team-work together, enthusiastically and intelligently, customers are rarely slighted.

And that in turn means you can feel absolutely sure of Mrs. Best Customer getting just as good treatment trom each one of your clerks as she would of you waited upon her yourself.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS

ESTABLISHED 1886

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THE QUESTION OF TURNOVER

THE question of turnover is ever an important one to the average merchant, and never was it more important than in these last few months. The retailer who is turning his stock over as quickly as possible, and not buying in too great quantities, is weathering the period of declining markets, with the least of worries. At this time, it is not only necessary to watch this matter of turnover, but the merchant, who is aiming to be successful must pay a good deal of attention to it, at all times. One retailer in discussing turnover with a representative of Canadian Grocer, stated that he turned over his stock over eighteen times a year. His policy, he said, was to purchase goods only in such quantities so that he could get the rapid turnover, and not have very much tied up in any one line. For instance if a salesman came in to sell him something that he knew was comparatively a slow mover, telling him that some merchant up the street had purchased twenty-five cases of the same, he would tell the salesman to put him down for only one case. "I can always repeat the order", he remarked, "and my money is not tied up in one or two lines. I endeavor to gauge the size of the order, from the rapidity with which each line turns. An article like sugar I would naturally buy in greater quantities, than a slow moving line. But on the whole I endeavor to turn my goods over one and a half times each month, and I feel that this is one of the best habits that a store can get into."

It is up to every grocer, and retail merchants generally to watch his stock, with the idea in mind of selling it in the shortest possible time. It is better to buy often, than to have stock lying on one's shelves unsold. It is never well to have stock so low, that sales might be lost as a result, but careful watching will see to it that this does not occur.

* * *

BUSINESS PAPERS HIGHLY VALUED

THE British letter rate to Canada has been doubled, being now 4c. instead of 2c. There was a proposal to increase the postal rates on business and trade and technical newspapers sent to Canada but the Government after looking into the matter not to do so and when an announcement to that effect was made in the British House of Commons on June 9th it was, according to cables appearing in Canadian newspapers, greeted with tremendous applause. The Postmaster-General pointed out that even the leading daily newspapers in Great Britain opposed any increase of rates on technical and trade newspapers because it would hamper British spirit and enterprise overseas as compared with the United States and Germany and would retard the recovery of British export trade.

Sir Geo. Foster said that the British Trade Commission, of which he was a member, had found chiefly on the evidence submitted to them in Australia, that the reason German manufacturers had secured such a powerful and increasing hold on the Australian market was their persistency in salesmanship. Sir George did not get the whole story or, if he did, he failed to apply it. That salesmanship was spoken and written. The way for German salesmen was prepared to advance. Their advertising in the business newspapers—printed in English sometimes—preceded their salesmen for two or three years and it came to the desks of their customers weekly or monthly to supplement the calls of their salesmen—to work for them while their salesmen were not there.

* * *

A SIGNIFICANT MOVE

THE Canadian Wholesale Grocers' Association have resolved to eliminate as much as possible the price cutting programme that has held away in the grocery business for at least the last six months. This has not only affected sugar, soap and canned goods, but has spread into many other lines to such an extent, that the retailer has been at sea to know how the actual market price stood. In many cases he has been led astray by fancying that prices on certain lines were dropping faster than was really the case. As a result confidence in the market was destroyed. The retailer can do much to aid in stablishing the markets and restoring the confidence of the trade. Price cutting in any market, retail or wholesale is disastrous. The merchant must have his fair profit in order to do business and competition, particularly in the grocery business, cannot afford to be on the basis of prices but rather quality and service in addition to replacement value. Everyone in the grocery business must realize this if they would see more stable conditions. A little study of conditions from time to time will be time well spent. If the wholesaler cuts prices, the retailer will be forced to do so too and so general does the practice become in a little time that nobody gains anything and everybody loses something. The confidence of the public is largely lost too.

* * *

EDITORIALS IN BRIEF

Most of the merchants who complain about hard times are men who could not make a success of their stores in the best times the country ever saw.

* * *

Success with a store is not a matter of some one or a few great stunts. It is a matter of every day plugging to make your store popular.

* * *

It is not all of merchandising success to get rid of a lot of goods or to fill the store with customers. Important as these thngs are, the net profit is the real indication of success.

Why His Gross Profit Was Not $18,000

A merchant who had done a business of $60,000 in the year was disappointed when he found that his mark-up of thirty per cent. did not yield the net profit that he had anticipated—another discussion on the computing of margins.

UNCLE SAM AS DELIVERY BOY

A few weeks ago I related how a merchant had done $60,000 business on a "mark-up" of 30 per cent only to find the net he expected at the year end was not there; and how analysis would show readily enough that a mark-up of 30 per cent was vastly different from 30 per cent on sales. Now I have an inquiry as follows:

"Would you be kind enough to show me why, taking the figures you quote, this merchant's gross profit would not be $18,000? At the bottom of it all what difference does it make which way you figure as long as you come out with the same amount? If I buy an article for $1.00 and sell it for $1.25 I am making 25 per cent on my cost and 20 per cent on seeling price and either way I figuer I have the same amount of money in hand at the end of the transaction."

All o fwhich is indubitably true. But our care must be to get "facts before acts." We must ascertain first what are the actual conditions in business now, then seek to correct evils therein by the shortest, most logical methods. We find, then, as a primary condition, that every merchant who knows his expense, or who even suspects what they are, thinks of them in relation not to his costs but to his sales. In fact, he cannot help it; and if you would know why, try to figure out your expenses in relation to the cost of your various articles and you will see what an impracticably interminable job it is, how liable to errors, how almost impossible to check out accurately.

Now, therefore, this friend of mine who may sell an article for $1.25 for which he paid $1.00 will have an expense of, say. 20 per cent. Let him tell what his expense is and then ask him what it is figured on. He may stutter about a while, but in the end you will find it is figured not on the dollar paid but on the $1.25 for which the goods are sold. All right; 20 per cent on $1.25 is 25 cents, so he has nothing left by way of net profit on that transaction, though he expected to have 5 cents left! That is what happened to the man who worked on the "mark-up" theory.

Why He Did Not Have $18,000

To see why this man did not have $18,000 margin—which I prefer to "gross profit" as much more accurate—test it this way: To $10.00 add 30 per cent and you will have $13.00. The spread here is thus found to be $3.00. The merchant's expenses were 15 per cent, on sales, so we must find what margin he has on sales to get both figures on the same basis. Therefore we must take the $3.00 margin and divide it by $13.00 to get its porportion to the $13.00 sales. Thus:

```
    23
   ---
13 ) 30
     26
   ---
     40
     39
   ---
      1
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So we find that 30 per cent on cost is 23 per cent plus on sales, and 23 per cent on $60,000 is $13,800, not $18,000. That is why this man did not have $18,000—and that he did not have it was one of the greatest surprises of his young life!

It is nearly twenty years since I began to wirte about this matter of margin computation. To figure on sales was then a novelty to most retailers on this scale, although it was an old story in Great Britain, the country of ancient business science. To-day everybody who develops along the way of business accountancy figures this way and no other. It is the way of all successful men, big and little. And is it wise to follow the example of successful men rather than that of poor, stuttering weak sisters who never are much, if any more than solvent? It is the way adopted and endorsed, and sonsistently followed out by government. So to-day it should seem to be so as well established as the truism—also exceedingly difficult to explain, by the way—that two plus two makes four; and I am for passing up further discussion on it. I'd like to assume that the man who does not know this rudiment should go to the primary grades and not take up time of those who know it so well that they resent having their reading cluttered up with t—those who want something informative, forward looking, in what they read.

Don't you think it's about tme for the class graduate above the primary?

Bu Who Will Abolish "Around & About"

But there remains another serious reason why this man did not have the $18,000 he looked for. That is, he figured his mark-up "around" 30 per cent. This means that he had in his mind 30 per cent, probably, but if the figure resulting happened to be an odd on, he he just made it "even money," and never stopped to figure what that "evening-up" process really meant to him.

Let us glance at it this way: Suppose you buy something at $1.75 the dozen and aim to make 30 per cent on it. The rule for computing margin to arrive at the correct sale figure to include any desired margin is Take the margin you wish to make from 100 and divide the cost by the remainder. Now, as we desire to make 30 per cent, we take that from 100, leaving 70, and we proceed to divide $1.75 by 70. Then we know that 7 is as good as 70 for this purpose—simpler, in fact—so we use 7, thus:

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   250
  ---
7 ) 175
    14
  ---
    35
    35
  ---
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Seven goes into 17 twice and leaves 3 over. We bing down the5 and have 35, into which 7 goes 5 times. Then we add the 0 to bring the figure up to the $2.50 that we can see at a glance will result.

Now, we cannot sell anything for $2.50 the dozen that we sell by the can because we cannot divide $2.50 by 12. So we have the easy-going guesser in business, who says he oesn't like to "split nickles", and he sells for 20 cents the can. Thus he gets $2.40 instead of the $2.50 he started out to get, and that figures just a fraction over 27 per cent—a difference of nearly 3 per cent in a business wherein the net profit has averaged close to 3 per cent for many years! Or you may say that 3 pr cent on $60,000 turnover, is $1800 a year. It is such "little matters" that make up the difference between success and failure—between thinking you having something and actually having it.

You may have a prudent neighbor who, when differences arise, takes the benefit of the doubt to himself. This man disregards the "split nickle" difficulty and boldly prices his article at 21 cents the can. He thus gets not only $2.50 but $2.52; and that seeming trifle yields him 30.55 per cent plus, or more than ½ per cent extra. And one half per cent on $60,000 is $300. Little things? O, yes: they count up!

Habit of Getting the Minute Fractions

Valuables

Follow this further: Sales in the grocery store average not far from 33 1-3 cents each. Thus it takes three distinct transaction to get one dollar

(Continued on 35)

CURRENT NEWS OF THE WEEK

Canadian Grocer Will Appreciate Items of News from Readers for This Page

Ontario

The William Davies Co. has opened a new store in Kingston, Ont.

Miss Norah Beyer has commenced business in a new store at 897 King Street East, Hamilton, Ont.

W. H. Ross, formerly of Gravenhurst, has recently opened a grocery store in Chesley.

J. Wolfe, late of Pembroke, Ont., has opened a new grocery store at 516 Rideau Street, Ottawa, Ont. He will give special attention to butter and eggs.

B. A. Barkley, Newington, Ont., has opened a grocery in the premises formerly occupied by C. P. Bowman & Co. A full line of groceries, fruits and confectionery is carried.

W. Wildrong, who for the past three years has conducted a cash and carry grocery store in the Cray block, Hespeler, Ont., has disposed of his business to Barney Eaton, who has taken possession.

Dillman's grocery at Little Britain near Lindsay, Ont., was burglarized on Sunday and 300 pounds of sugar were stolen, as well as five caddies of tobacco. Digman and Gourd's store was also entered and a similar quantity of goods stolen. The thieves, it is stated, travelled in a motor car.

Business men's associations representing the east, central and west sections of Danforth avenue, Toronto united during the last week of June, in a gala week. On the Tuesday evening a giant parade was held consisting of more than 1,200 vehicles. About 25,000 spectators, all away along Danforth avenue, witnessed the procession, which was longer itself than the avenue. Several fine prizes were given for the best decorated floats.

Western

The Revelstoke Co-operative society has opened a grocery store. Josph Peel is the manager of the store.

The merchants of Assiniboia, Sask., have decided to close their stores every Wednesday afternoon at one o'clock, durind the period from July first until August 15th.

The elevator of the Maple Leaf Milling company at Duval, Sask., was completely destroyed by fire recently and several freight cars burned to their steel frames. The cause is unknown.

The Albion cannery, situated at the mouth of the Fraser River, opposite Steveston, B.C., belonging to the British Columbia Packers' Association, was carried away by a flood recently. Men were working in the cannery at the time carrying equipment and nets out of the building as there were indica-

C. H. HOWELL one of the Vice-Presidents of the recently organized Kraft-MacLaren Cheese Co., Ltd., of Canada.

tions that it would collapse, a day or two before, when some of the piles were washed out. Nobody was caught in the debris, and nearly everything in the way of equipment was saved. Sixty feet of the river bank washed out in less than 10 minutes and the piles on which the cannery stood were swept away with the earth.

Bovril Limited has opened a branch office at 108 Princess Street, Winnpeg. The office is under the management of W. M. Harrison, who has for several years been looking after the Bovril interests in Western Canada.

D. C. King, Orange Sales Agent for the California Fruit Growers' Exchange, is making a trip to Europe. He left Los Angeles on June 16th and sailed from New York on June 15th. His trip will include visits to markets such as London, Liverpool, Rotterdam, Antwerp, Glasgow and Paris for the purpose of acquiring personal information as to the future of citrus fruits in these and various other large European centres of population.

"Shipments so far to Europe," said Mr. King, "have been only in the experimental stage. But the first trial cargoes that we sent to London and Rotterdam met with a good demand, and the request for more shipments to follow, so that we have felt the necessity for making a first-hand comprehensive survey of the European situation."

BISCUIT MANUFACTURER PASSES AWAY SUDDENLY

Kingston, June 23.—William J. Crothers, head of the long-established wholesale biscuit and confectionery firm of W. J. Crothers & Co., Ltd., Wellington street, died suddenly at his home on Earl street Wednesday evening, June 22nd, of apoplexy. He had returned only a few days ago from a trip to Atlantic City, N.J. He was 78 years of age, and a brother of Hon. Thos. W. Crothers, St. Thomas. A year ago he celebrated the fiftieth anniversary of his marriage. His wife, three sons and two daughters survive.

A NEW CHOCOLATE MANUFACTURING COMPANY

The Lorraine Chocolate Corporation 296 Richmond Street, W., have purchased this property, formerly occupied by the Luxfer Prism Co. The company has installed the latest improved chocolate making machinery and will manufacture chocolate coatings, ten different lines of five and ten cent nut bars, half pound cakes of eating chocolate, half pound and one pound cakes of domestic or of cooking chocolate and a special five pound cake of eating chocolate. The cost of the plant is $300,00. The bars are put up in distinctive and attractive labels.

Harold F. Ritchie is the president of the company, J. W. Palmer is the general manager and C. M. Henning is the secretary. Fred. Pyne son of the late Hon. Dr. Pyne, is office manager of the company.

OTTAWA MERCHANTS WILL FURNISH ROOM IN HOSPITAL

OTTAWA, Ont., June 27.—The Ottawa Retail Grocers' Association will furnish one room at a cost of $350 for the new Salvation Army Hospital being erected in the city. This was decided at the regular meeting of the association held June 23rd.

Mr. Moreland reported that arrangements for the Pure Food Show were going along nicely.

That a wholesale house was supplying schools and similar institutions with goods in small quantities was a complaint laid before the members and this will be investigated.

Certain Fruits May Be Displayed On The Sidewalk

Kitchener, June 7, 1921

Editor, Canadian Grocer,

Will you kindly give us your opinion on the following. Our local Board of Health passed an order that Kitchener grocers cannot display or show any oranges, bananas, peaches, lettuce, potatoes, onions or fruits or vegetables of any kind outside of our place of business. We have some under glass, with the exception of potatoes, onions or other coarse vegetables. This order will hinder the sale of these goods, as fruits have to be shown to be sold, especially when peaches, cherries, plums and other fruits arrive. Have they the power according to law to pass and impose this order?

Will you kindly give us this information as soon as possible? We did not receive Canadian Grocer last week. No doubt the strike in your city caused the delay. We hope for a speedy settlement. We have received this paper for twenty years, and the subscription of the same was the best investement we ever made. Thanking you,

Yours truly,
SCHELL BROS.

June 20, 1921

Messrs. Schell Bros.,
Kitchener, Ont.

Dear Sirs,—

According to regulations of the Ontario Board of Health, vegetables and fruits that require peeling or cooking before consuming such as roots, bananas, oranges, peaches, etc., can be displayed for sale in front of merchants' places of business providing they do not occupy more than eighteen inches of space on the sidewalk. Other vegetables and fruits, such as berries, lettuce, etc., that are eaten in the raw state without peeling and therefore subject to contamination of the street that would render them injurious to health can be displayed in front of a merchant's place of business providing they are covered with glass and do not occupy more than eighteen inches of space on the sidewalk.

As far as we can find out, municipal councils have no power to change this regulation as it comes from the Provincial Board and there is no regulation to prohibit merchants from displaying their merchandise in front of their place of business providing the above regulations are carried out.

It appears to us that if your city council has made a by-law prohibiting you from displaying merchandise on the street that the wisest course to pursue would be for a deputation of grocers to wait upon the council, stating that you are abiding with the regulations of the Ontario Board of Health and point out that sales are greatly reduced when goods cannot be displayed at the front.

Trusting this information is what you require and always glad to be of service to you, we remain,

Yours very truly,
CANADIAN GROCER,
Editor.

Grocers Should Have Proper Training

Editor Canadian Grocer,

Sir:—Much has been written of late as to the fitness of tradesmen for the calling of which they advertise they are experts and know absolutely nothing of the trade. Take the doctor or chemist. We all know how careful they must be to pass examinations which take long to prepare for, and our very existence at times depends on their skill and judgment. Then the various trades, electricians, engineers, shoemakers, tailors and many others all have to undergo a long course of training which requires study and skill, and why should not the same conditions apply to the man who puts a sign on his window and calls himself a grocer?

Selection of a Grocer

To my mind we cannot be too careful in the selection of our "grocer" and to find out the man who knows all about the articles he is selling. What can be more certain and satisfying to the housewife than to be able to confide in the provider of her daily food and to feel sure that with dealing with such an one she is getting only the best that can be bought, by someone who thoroughly understands what he is buying.

Usually we find men (who could never concentrate on anything in the way of learning a trade) taking a small store in a side street, with a box of oranges and lemons, onions, celery and potatoes, a soda fountain, coal oil, charcaol and mineral waters, fresh Western beef and tobacco and styles himself a grocer. Further, why should he be allowed to use this name, for he knows no more about the articles he is selling than the articles know him. There is no greater danger than dealing with various sorts of canned fruits, fish, vegetables and meats when nothing is known about their condition when first put into stock, but which becomes unfit for consumption when improperly cared for.

Better Name "Jumble Dealers"

The proper designation for all such traders in my mind would be "jumble dealers" and the word "grocer" ought not to be allowed over the store of any man who has not a proper training in the handling of the food which is to be distributed to the public.

I have had a long experience as a grocer, having served an apprenticeship without any wages until I reached the age of nineteen years, and I feel proud of the knowledge I possess of the various grocery lines, their place of origin, their growth and production and the manufacture of other lines. As an employer of a large grocery staff I regret the lack of knowledge I have found on the part of many so-called grocery clerks, many of who could never be anything but drudges in the business since they take no real interest in it as a trade.

Grocers ought to combine to show their strength and make sure that only men who have thoroughly learned the business be allowed to designate themselves as grocers.

Montreal Subscriber.

Merchants In Amherst, N. S., Form An Association

Amherst, N. S., June 13.—At a meeting of the retail merchants the Wednesday afternoon half holiday for the months of June, July, August and September was adopted by a large majority. Most of the stores commenced the practice, but a number remained open owing to the closing not having been sufficiently advertised previous to this time.

The merchants also petitioned that during Jan., Feb. and March, the stores close at 5.30 p.m. instead of 8.30 p.m. on Tuesday.

That Christmas evening shopping begin not more than ten business days before Christmas, and that the regular hours for closing again come into effect on the first business day atfer Christmas.

That the stores remain closed on the following holidays, New Years, Good Friday, Victoria Day (May 24), Dominion Day (July 1st), Labor Day, Thanksgiving and Christmas ; and that the privilege is given the merchants to keep their places a business open until 10 p.m. the night before any of the above holidays. Christmas Eve as desired.

That during the months of June, July, August and September, the stores be closed Wednesday at 12 o'clock noon, and remain so during the day.

That during the half-holidays in June, July, August and September the Restaurants and Refreshment Stores be not allowed to sell groceries.

Retail Merchants Association

Another important decision arrived at was, the formation of a local branch of the Retail Merchants Associated, to be affiliated with the Dominion Retail Merchants Association. The officers of the local branch were appointed as follows:

President—Randolph Adams.

Vice-Pres.—C. L. Martin.

Secretary—A. L. Wright.

Treasurer—C. B. Chapman.

Petitions are being circulated and it is expected that the association will have a large local membership.

Saskatoon Can Boast of No "Groceterias" Within Its Borders

Eighty-five grocers give ample service to this city of the West, and the people are used to such good service that they do not look with favor on any new idea.

Saskatoon, June 20.—There is at least one city in Canada that does not know the word "Groceteria." That city is Saskatoon. Eighty-five grocers give ample service to this thriving northern city and competition keeps them all on their tip toes—but—not as in other cities—where besides halt the merchants on their toes—the other half are on their uppers.

People Want the Service

Probably G. Reid, grocery manager of the big department store, J. F. Cairns, Ltd., said it when he remarked, "The people of Saskatoon have been so used to the service that the grocers here give—and the prices have at all times been fair—that they do not look with favor on any idea of less service for a small saving. Quite 50 per cent. of our customers run monthly accounts with us. Their business is perfectly satisfactory to us,—and our goods and service seem to meet with their approval. We deliver three times a day—and I may say, that even in this much advertised land of snow, we never take our auto trucks off the road all the year round."

Accepted the Mark-Down

As soon as a definite price decline came into evidence, this concern took their mark-down and kept business rolling. Mr. Reid declares it is the only policy. Now stocks are low, but a splendid variety still assures every customer that she will get at Cairns' what she prefers. It is of interest to grocers to note this fact—the grocery section of this store has to bar the major portion of the delivery expense for the whole store. This would seem to preclude the possibility of using the grocery department as a "come-on" for the other departments; a practice which is much suspected when the departmental store operates a grocery department. Extra space is accorded the grocery department in the Tuesday newspaper space. This extra grocery effort on Tuesday successfully removed some of the average Saturday peak load. Any offers made for Tuesday only to city folks, are extended a week for the benefit of country mail order buyers.

Will Welcome Sale By Weight

In Saskatoon potatoes are sold by the bushel, yet and eggs by the dozen although many merchants will welcome the general adoption of the sale by weight. Bananas are sold by weight, with much advantage all round.

The Department's Location

While the grocery department of the Cairns' Departmental Store is in the basement, that of the MacMillan Departmental store, also in Saskatoon, is located on the third floor. This undoubtedly draws all grocery buyers through the store, but makes a heavy tax at times on elevator service. In Woodward's, Vancouver, when the roceteria system is in use, the department is in the basement, and in this case, elevator service, while possible, is not given.

CANNING INSPECTOR IN WESTERN CANADA

C. S. McGillivray, Chief Canning Inspector, Department of Agriculture, Ottawa, left last week for a trip through Western Canada to the coast. Mr. McGillivray hopes to meet the wholesale grocery trade throughout the west in connection with any troubles any of them have encountered in regard to the grading of canned vegetables, the matter of correct labels, etc., etc. Wholesale grocers who are in doubt about the various regulations in regard to canned vegetables and fruits should get in touch with him. On his way west he will be in Saskatoon, Edmonton, Vancouver and Victoria, and he will come back by way of Nelson, Cranbrook, Lethbridge, Medicine Hat, Moose Jaw, Calgary, Regina, Winnipeg.

Mr. McGillivray was among those who addressed the Canadian Wholesale Grocers' Convention in Quebec City last week.

PAPER BOX MAKERS HOLD CONVENTION IN HAMILTON

Hamilton, June.—The sixth annual convention of the Canadian Paper Box Manufacturers' Association, was held in the Royal Connaught Hotel on June 23 and June 24. C. M. Moisan of the Standard Paper Box Co. of Montreal was elected president; C. W. Brown, St. John, N.B., vice-president; S. J. Frame, Toronto, secretary-treasurer; and J. B. Lawrason, Toronto, B. Sproule, Toronto, and George Hancock, of Galt, the board of directors. The next convention will be held in Montreal.

What the Proofreader Did

"Where's that infernal proofreader?" shouted an irate man with blood in each eye.

"He certainly would be right hard to find now," said the editor uneasily. "What's he done this time?"

"In my advertisement for my valveless motor he turned the second v to a u!"

Canadian Syndicate For Distribution Of Maple Products

A movement is on foot to form a Canadian Syndicate to develop and distribute Canadian Maple products. It is proposed to erect cement tanks in the ground at various convenient points throughout the maple belt in Quebec province much on the lines of the Grain Elevator System, throughout the wheat area. Tanks will be of sufficient capacity to accommodate estimated average crop, and to have partitions to take charge of the 3 grades, for according to Government Bulletin No., 2B it is estimated that about 600 of the Canadian crop ranks as grade 3, 300 grade 2, and 100 grade 1. The promoters claim that the expense to the farmer for temporary containers, heavy freight charges and losses through breakage and leakage during transportation will be largely eliminated if this proposition goes through, by the use of tank cars that are to be used to convey the various grades of syrup to a central station as wanted, where same will be processed and packed in such form and quantities as may be demanded by the various markets and users of both foreign and domestic.

DANISH BUTTER IS COMING TO VANCOUVER

Vancouver.—A large cargo of butter is on its way from Denmark to Vancouver via the Panama Canal. It is shipped by the Royal Packet line which provides special refrigerating service and it is claimed that, owing to the very low wages being paid in Denmark, in spite of the fact that Denmark has to import much of the feed for her dary cows, it will be possible to lay this butter down in Vancouver to compete with butter from the Prairie provinces.

TRAVELLERS' HAVE CHANGE OF B. C. PURE FOOD SHOW

Vancouver, B.C., June.—The United Commercial Travellers were in charge of the Made-in-B.C. week of the Pure Food Show during the week of June 20-25. To induce Vancouver people to take a special interest in the display of British Columbia goods the travellers planned many novel features, one or more of which were staged every night, in conjunction with the dances.

The big feature of the week was the drawings, the first prize being a free trip for two persons to Prince Rupert and return. The second prize was a two weeks' holiday for two persons, all expenses paid, to Anderson Lake Lodge at D'Arcy on the P. G. E. Ry., one of the beauty spots of the Coast. There were special prizes each night featuring British Columbia resources, including a ton of coal, a crate of strawberries, case of canned goods and a hamper of groceries.

WEEKLY GROCERY MARKET REPORTS

Statements from Buying Centres

MONTREAL, June 29.—The feature of the produce market is the improved condition of the butter and egg market. In fact nearly all lines show strength. There is a keener demand for both butter and eggs for export. Butter has advanced in price and eggs are up to 40 cents per dozen since the supply is not as large and the demand is quite as good. Cheese is also stronger in virtue of the more active export market. The hog market retains the strength of the past two weeks with an indication of still higher prices. Dressed hogs, smoked meats and cooked hams are higher in price. Beef is weak with a surplice supply of front quarters and low prices are listed. There is no change in the fish market. Lard is still strong with a better demand.

QUEBEC MARKETS

Shortage of Tomatoes

CANNED GOODS.—To all appearances there is a shortage of canned tomatoes on the local market. Some of the dealers who have fair stocks on hand are taking advantage of the market and advancing the price to $1.65 per doz. for 2½'s. This shortage is reported for Montreal and district and so far is only known to be existant in this market. There seems to be reason to expect prices on canned tomatoes to go higher. Other lines of canned goods are unchanged in price.

Montreal.

CANNED VEGETABLES

Asparagus (Amer.) mammoth green tips	....	4 40
Asparagus, imported (2½s)	....	6 00
Beans, golden wax	2 10	2 15
Do., Refugee	2 10	2 15
Corn, 2s	1 50	1 60
Carrots (sliced), 2s	1 45	1 75
Corn (on cob), gallons	7 00	7 50
Spinach, 3s	2 85	29 0
Squash, 2½-lb., doz.	....	1 50
Succotash, 2 lb., doz.	....	1 80
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do. (wine gals.)	8 00	10 00
Sauerkraut, 2½ lb. tins	....	1 60
Tomatoes, 1s	....	1 65
Do., 2s	....	1 40
Do., 2½s	1 65	1 70
Do., gallons	5 70	5 75
Pumpkins, 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 00
Peas, Standard	1 80	1 90
Do., early June	....	2 00
Do., extra fine, 2s	....	3 00
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Choice, 2 lb.	....	1 87½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½ lb. tins	....	4 75
Apples, 2½s, doz.	1 40	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 75	5 00
Currants, black, 2s, doz.	4 00	4 05
Do., gals., doz.	....	16 00
Cherries, red, pitted, heavy syrup, doz., 1-lb.		10
Do., 2½ lb.	....	5 00
Do., 2-lb.	....	4 00
Do., white, pitted	4 50	4 75
Gooseberries, 2s, heavy syrup doz.	....	2 75
Peaches, heavy syrup—		
2-lb.	....	3 90
2½-lb.	5 00	5 25
1-lb.	....	2 90
Pears, 1s	....	3 20
Do., 2-lb.	....	4 10
Greengage Plums, hy. syrup	2 65	2 75
Lombard Plums, heavy syrup, 2-lb.	....	2 25
Do., light syrup	....	2 00
Pineapples (grated and sliced), 2½ lb.	....	4 20
Do., 2-lb.	....	3 20
Do., 1-lb.	....	2 00
Red Raspberries	4 25	4 35
Strawberries	4 00	4 10
New Pack Strawberries—		
Standard No. 2, per doz.	....	4 60
Choice grade	....	4 70
Fancy Preserved	....	5 50
Rhubarb, preserved	....	2 80
Do., gallon	....	5 75
Canadian Pineapple (sliced)	....	4 80
New Blueberries, 2 lbs.	....	2 25
Do., 1 gal.	....	12 00

Cereal Prices Unchanged

Montreal.

CEREALS.—There is no change in the cereal market. The demand at this season of the year is small and some dealers have reduced the price quoted below list quotations in order to clear out stocks on hand. The millers' quotations, however, stand firm.

Oatmeal, gran., fine standard	....	3 60
Rolled Oats, 90 lbs.	....	3 15
Pearl Hominy	....	3 25
Cornmeal, Gold Dust Brand	....	3 25
Graham Flour, 98 lbs.	....	7 65
New Buckwheat Flour	....	6 75
Pot Barley	....	4 25
Pearl Barley	....	5 25
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 10
Green Peas, dried	....	0 17
Ground Oil Cake, per bag	....	3 00
Split Peas, per bag	....	5 00

Coffee Prices Steady

Montreal.

COFFEE.—The coffee market is steady and wholesale prices are unchanged. Brazil coffees show a stronger tendency, but market prices are firm.

Cotton Twines Reduced

Montreal.

COTTON TWINE.—Cotton twines are reduced in price. Four ply balls are selling at 35 cents, a reduction of 5 cents per lb., 3 ply balls are selling at 32 cents, 3 ply cones at 31 cents, 3 ply tubes at 31 cents, and 4 ply cones at 33 cents. This is a reduction ranging from 3 to 6 cents per lb.

Lower Prices On Candles

Montreal.

CANDLES.—Parafin candles are reduced 1 cent per lb. this week. 6's are quoted at 15 cents and 12's at 15½ cents. Parowax is down 3 cents a lb. and quoted at 12 cents.

Some Raisins Higher

DRIED FRUITS.—There is little change in the dried fruit market apart from a higher price quoted on Smyrna raisins. The season for dried apples is drawing to a close and is noticeable in the quality of stock. Although prices are quiet the demand is good and business in this line is brisk.

Apricots, fancy	....	0 33
Do., choice	....	0 27
Do., slabs	....	0 22
Apples (evaporated)	0 12½	0 15
Peaches (fancy)	....	0 23
Do., choice, lb.	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Choice	....	0 26
Ex. fancy	....	0 30
Lemon, new pack	0 46	0 47
New Pack—		
Orange	0 48	0 49
Citron	....	0 76
Choice, bulk, 25-lb. boxes, lb.	....	0 22
Peels (cut mixed), doz.	....	3 25
Raisins (seeded)—		
Valencias	....	0 23
Muscatels, 2 Crown	....	0 22½
Do., 3 Crown	....	0 23
Do., 4 Crown	....	0 23½
Turkish Sultana, 5 Crown	0 27	0 30
Fancy seeded (bulk)	0 26	0 28
Do., 16-oz.	0 25	0 27
Cal. Seedless cartons, 12 oz.	0 21	0 23
Do., 16 ounces	....	0 27¼
Cal. Seedless, in bulk	0 18¼	0 19 ½
Cluster, 20 1-lb. pack	....	6 75
Currants, loose	....	0 15
Do., Greek	0 13	0 15
Dates, Excelsior (36-10s), pkg.	....	5 25

Fard, 12-lb. boxes		3 25
Packages only	0 19	0 20
Dromedary (36-10 oz.)		0 19
Loose	0 11	0 14
Figs (layer), 10-lb. boxes, 2s, lb.	0 32	0 36
Do., 2¼s, lb.		0 40
Do., 2½s, lb.		0 43
Do., 2¾, lb.		0 45
Figs, white 70 4-oz. boxes)		5 40
Do., Spanish (cooking), 22-lb. boxes each		0 11
Do., Turkish, 3 crown, lb.		0 22
Do., 5 crown, lb.		0 28
Do., 7 crown, lb.		0 30
Do., 10-lb. box		2 75
Do., mats		3 00
Do., 22-lb. box		1 90
Do. (12 10-oz. boxes)		2 20
Prunes (25-lb. boxes)—		
20–30s		0 25
30–40s		0 19
40–50s		0 17
50-60s		0 13½
60-70s		0 12½
70—80s		0 11½
80—90s		0 10½
90—100s		0 09½

Higher Prices For Peanuts

NUTS.—The feature of the nut market is the higher price quoted on peanuts on account of the keen demand for supplies. Walnuts retain their strength, but Brazil nuts are lower. Although the market for almonds has been strong with higher prices, some stocks are being offered at lower prices which show a decline of two cents per pound. There is a good demand for all lines of nuts.

Almonds, Tarragona, per lb.	0 20	0 24
Do., shelled		0 54
Valencia Shelled Almonds		0 44
Chestnuts (Italian)		0 18
Cocoanut (shredded, bulk)	0 33	0 36
Filberts (Sicily), per lb.	0 17	0 18
Brazil nuts (new)		0 15
Do., Barcelona		0 15½
Peanuts, Jumbo		0 18
Do., shelled, No. 1 Spanish	0 18	0 20
Do., Java, No. 1		0 11½
Do., salted, red	0 21	0 23
Do., shelled, No.-Virginia	0 16½	0 18
Peanuts (salted)—		
Fancy, wholes, per lb.		0 38
Fancy splits, per lb.		0 35
Pecans, new Jumbo, per lb.		0 75
Do., large, No. 2, polished	0 29	0 30
Pecans, shelled	1 00	1 50
Walnuts, Grenoble, in shell		0 29
Marbot Walnuts	0 24	0 28
Do., new Naples		0 26
Do., shelled, Manchurian		0 68
Do., Bordeaux	0 63	0 68
Do., Chilean, bags, per lb.		0 40
Do., Spanish, shelled		0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Tomatoes Lower In Price

VEGETABLES.—There is very little change in the vegetable market. New potatoes are lower in price with a good demand. Cabbages are dearer, but cucumbers and tomatoes are lower in price. Old potatoes are selling at a very low price and a list price can hardly be given on account of the range of prices quoted. The vegetable market is busy with a good trade in all lines and good supplies arriving.

New cabbage	6 00	
Celery, Florida, per crate	4 00	4 75
Do., California	11 00	
Carrots, per bag	0 75	1 00
Cucumbers, per hamper		5 00
Garlic, lb.		0 50
Horseradish, lb.		0 60
Leeks, doz.		4 00
Lettuce		
Parsley		
Mint		0 60
Mushrooms, lb.		1 00
Oyster plant, per doz.		1 50
Parsnips, bag		1 00
Peppers, green, doz.		0 50
Potatoes, Mtrl. (90-lb. bag)	0 90	1 00
New potatoes, bbls., 190 lbs.		5 25
Do., sweet, hamper		5 50
New potatoes, per bbl.	5 00	7 00
Spinach, box		
Spanish Onions, per case	5 00	5 50
Turnips, per bag	0 75	1 00
Red Onions, cwt.		3 00
Texas Onions, per crate		3 50
Yellow Onions, cwt.		3 25
Tomatoes, Missippi flats		2 75
New Potatoes, No. 1, per bbl.		5 25
Do., No. 2, per bbl.		4 50

Strawberries Lower

FRUIT.—The fruit market shows very little change apart from the additional list of imported fruits, such as peaches, plums and cherries. The list of prices show a downward tendency for peaches. Apples, oranges and grapefruit are unchanged in price. Strawberries are plentiful and lower in price. The market for fresh fruit is active with a good demand in all lines.

FRUIT—

APPLES—		
Boxes, 175s, 216s		4 50
Bananas (as to grade), bunch	7 00	8 00
Grapefruit, Jamaican, 64, 80, 96		5 75
Do., Porto Rico		5 00
Lemons, 300-360s		9 00
Cal Navel Oranges, 126-250s	6 00	7 25
Do., Florida, 150–216s		6 00
Do., Blood Oranges, ½ boxes		3 75
Tangerines		4 25
Strawberries, per pint		0 18
Pineapples, 24s, 30s, 36s, crate		8 00
Watermelons, each		1 10
California Cherries, per box		5 50
Georgia Peaches, crate		5 00
California Peaches		3 25
Cantaloupes		6 00
California Plums		3 00

Package Goods Unchanged

PACKAGE GOODS.—There is very little change this week in package goods. Kraft Elkhorn cheese is slightly reduced in price. Verger's Rice Starch is on this market agan in 1 lb. and ½ lb. cartons. Pure Gold Jellies are reduced 10 cents per dozen this week to $1.25. Package lines listed are unchanged.

Breakfast food, case 18		3 50
Cocoanut, 2oz. pkgs., doz.		0 78½
Do., 20-lb. cartons, lb.		0 36
Corn Flakes, 3 doz. case	3 40	3 55 3 75
Cornmeal, yellow, 24s		3 00
Do., 36s		4 16
Oat Flakes, 20s		4 80
Rolled oats, 20s		5 00
Do., 18s		2 00
Oatmeal, fine cut, 20 pkgs.		6 75
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		3 25
Hominy, pearl or gran., 2 doz.		3 00
Health Bran (20 pkg.), case		2 85
Pancake Flour, case		3 60
Do,, self-rising, doz.		1 50
Wheat Food, 18-1½s		3 25
Wheat Flakes, case of 2 doz.		2 95
Porridge Wheat, 36s, case		6 40
Do., 20s, case		6 50
Self-rising Flour (3-lb. pkg.), doz.		2 75
Do. (6-lb. pack.), doz.		5 40
Do., Buckwheat flour, per doz.		1 50
Corn Starch (preparde)		0 10⅛
Potato Flour		0 12½
Starch (laundry)		0 08⅛
Flour, Tapioca	0 15	0 16
Shredded Krumbles, 36s		4 35
Shredded Wheat		4 95
Cooked Bran, 12s		2 25
Euamel Laundry Starch, 40 pkgs. case		
Celluloid Starcs, 45 pkgs., case		4 20
Package Cornmeal		3 00
Malt B'kfast Food (36 pkgs.)		9 50
Quaker 2-Minute Oat Food		1 80
Puffed Rice Pancake Flour		2 90
Egg Noddles, case 24		2 25
Macaroni		2 25
Quaker Quakies		3 40

Rice Market Improved

RICE.—The rice market shows even stronger tendencies this week with an advance on Rangoon Rice quoted for delivery in July. B. is up 40 cents per 100 pounds to $4.65 and C. C. is up 35 cents, quoted at $4.35. The tendency in the rice market is upwards owing to a keener demand for supplies and an apparent shortage. The moratorium in Cuba has been raised and as a result a bigger market is open for rice and a call for supplies for that counttry will strengthen the rice market.

RICE—

Carolina, extra fancy		0 07
Do. (fancy)		0 06
Honduras, fancy		0 05
Rangoon CC, pre cwt.		3 90
Do., B, per cwt.		4 15
Texas rice		0 04½
Siam		0 06
Tapioca, per lb. (seed)	0 08	0 09½
Do. (pearl)	0 08	0 09½
Do. (flake)	0 08	0 09½
Honduras		0 07
Siam		0 14½

NOTE—The rice market is subject to frequent change and the price basis is quite nominal.

Teas Unchanged

TEAS.—There is very little change in the tea market. Japan teas are quoted a little lower on the primary market and reports state that large supplies of Japan teas are still in the hands of the growers. The tendency is towards lower prices. Ceylon and Indian teas are fairly steady, but this market too has a weak tendency on account of the reluctancy on the part of the buyers. There is a lack of confidence in the tea market which results in a congestion of supplies and prevents a stablization of the market. Quotations on teas remain unchanged.

Ceylon and Indians—

Pekoes	0 22	0 26
Broken Pekoes	0 32	0 40
Broken Orange Pekoes	0 48	0 55

Javas—		
Broken Orange Pekoes	0 48	0 55
Broken Pekoes	0 35	0 40
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
JAPAN TEAS (new crop)		0 77

Above retail prices range of quotations to the retail trade.

JAPAN TEAS (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 75
Finest grades	0 75	0 90
Javas—		
Pekoes	0 35	0 40
Orange Pekoes	0 37	0 45
Broken Orange Pekoes	0 37	0 45

Inferior grades of broken teas may be had from jobbers on request at favorable prices.

Spice Market Quiet

Montreal.

SPICES.—There has been no change in the spice market through the week. The trade is quiet in this line and the tendency is steady.

Cassia (pure)	0 27	0 30
Cocoanut, pails, 20 lbs. unsweetened, lb.		0 46
Do., sweetened, lb.		0 36
Chicory (Canadian), lb.		0 14
Cinammon—		
Rolls		0 35
Pure, ground		0 40
Cloves (ground)		0 56
Cream of tartar (French pure)	0 65	0 70
Do. American high test	0 75	0 80
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, pure, 1-lb. tins	0 60	0 65
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 40
Do., 80, lb.		0 38
Do., 100, lb		0 35
Do., ground, 1-lb. tins		0 45
Pepper, black		0 25
Do., white		0 33
Do., Cayenne	0 32	0 34
Pickling spice	0 25	0 28
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Paprika		0 50
Turmeric	0 28	0 30
Tartaric acid, per lb. (crystars or powdered)	0 95	1 00
Cardamon seed, per lb., bulk, nominal		2 00
Carraway (nominal)	0 25	0 30
Mustard seed, bulk	0 35	0 40
Celery seed, bulk (nominal)	0 70	0 75
Pimento, whole	0 15	0 20

Another Drop In Sugar

SUGAR.—As a result of the weaker market for raw sugar and lower prices on granulated in the United States, Canadian refiners have dropped their price 50 cents per hundred during the week, making a total decline of $1.75 per hundred in the last two weeks. The price now quoted on granulated sugar in Montreal is $8.75 per hundred. Owing to the weakness of the market and the declining price sales of sugar have not been large lately. There is a feeling of uncertainty in this market and buyers are only purchasing for immediate requirements.

Granulated Sugar, per cwt.	8 75
Do., barrels	8 75
Granulated gunnies, 20/5	9 15
Do., gunnies, 10a10	9 25
Do., cases, 20/5-lb. cartons	9 35
Do., cases, 50/2-lb. cartons	9 40
Yellow, light, per cwt.	8 35
Do., medium, per cwt.	8 35
Do., dark, per cwt.	8 15

Corn Syrups Firm

Montreal.

MOLASSES.—There is no change this week in either molasses or corn syrup. The molasses market has been weak while corn syrup standing firm at prices quoted.

CORN SYRUP—	
Barrels, about 700 lbs.	2 06½
Half barrels, about 350 lbs.	0 06¾
Quarter barrels, about 175 lbs.	0 07¼
2 gals., 25-lb. pails each	2 25
3 gal., 38½ lb. pails, each	3 25
5 gal., 65-lb. pails, each	5 20
2-lb. tins, per case	4 00
5-lb. tins, per case	5 30
10-lb. tins, per case	5 00

Barbadoes Molasses—	Price for Isld.	of Montreal
Puncheons		0 66
Barrels		0 68
Half barrels		0 68
Puncheons, outside city		0 63
Fancy Molasses (in tins)—		
16-oz. tins, 2 doz. case, per doz.		2 40
2-lb. tins, 2 doz. in case, case	4 40	7 25
3-lb. tins, 2 doz. in case, case	5 75	10 75
5-lb. tins, 1 doz. in case, case		8 95
10-lb. tins, ½ doz. in case, case		8 60

ONTARIO MARKETS

TORONTO, June 29.— With the exception of sugar there are few price changes recorded this week. Refined sugar was again reduced with the raw market continuing in a weak unsettled condition. Opening prices on new crop prunes and apricots have been named by some of the independant packers. Currants, teas, coffees, and nuts are holding at firm figures. Canned tomatoes and peas appear to be scarce with a liklihood of a short pack this season. Cereals are in a firm position with higher prices on flaked wheat. Rices in primary markets are strong under heavy European export business. There still appears to be considerable price cutting among wholesalers but there is a slight undertone for improvement.

Corn Beef Reduced

Toronto.

CANNED GOODS.—There appears to be a scarcity of canned touatoes and peas. Both these lines are apparently cleaned up and with the canners curtailing their pack there is likely to be a shortage this coming season. Then again, the reports of the pea crop are none too encouraging, but in this regard there is nothing definite to be learned until the crop is actually harvested. Gallon cans apples are selling freely at the moment at $4.75 to $5.00 per dozen. Clarks corn beef is reduced as follows: No. 1 tins are now $3.45 per dozen; No. 6 tins, $25 per dozen. Roast beef No. 1 tins $3.45 per dozen. Jutland sardines are offered at $7.75 per case.

Salmon—		
Sockeye, 1s, doz.	5 60	5 80
Do., ½s, doz.	3 00	3 20
Alaska, reds, 1s, doz.	4 25	4 50
Do., ½s,		2 50
Cohoe, 1s, doz.		3 60
Do., ½s, doz.		2 00
Pinks, 1s doz.	1 45	2 00
Lobsters, ½-lb., doz.	3 25	3 50
Do., ¼-lb. tins	2 25	2 40
Whale Steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 80	
Canned Vegetables—		
Tomatoes, 2½s, doz.	1 60	1 85
Peas, standard, doz.	1 65	1 70
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 20
Asparagus tips, doz.		5 50
Do., butts, doz.		6 60
Canadian corn	1 45	1 60
Pumpkins, 2½s, doz.	1 45	1 50
Spinach, 2s, doz.		1 60
Pineapples, sliced, 2s, doz.	4 00	4 90
Do., shredded, 2s, doz.	4 75	5 25
Rhubarb, p'served, 2s, doz.	2 07½	2 10
Do., preserved, 2½s, doz.	2 65	4 52½
Do., standard, 10s, doz.		5 00
Apples, gal., doz.	4 75	5 00
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz.		3 50
Plums, Lombard, 2s, doz.	3 10	3 25
Do., Green Gage	3 25	3 40
Cherries, pitted, H.S.		4 25
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H.S.	4 50	5 00
Raspberries, 2s.	4 50	5 00
Jams—		
Apricots, 4s, each		0 90
Blk. Currants, 16 oz., doz.		4 60
Do. 4s, each		0 94
Gooseberry, 4s, each		0 89
Do., 16 oz., doz.		4 10
Peach, 4s, each		3 75
Do., 16 oz., doz.		0 83
Red Currants, 16 oz., doz.		4 40
Do., 4s, each		0 94
Raspberries, 16 oz., doz.		4 60
Do., 4s. each		0 94
Strawberries, 16 oz., doz.		4 60

Flaked Wheat Higher

Toronto.

CEREALS.—The market is ruling fairly firm in view of the higher and stronger market for corn, oats and wheat. Quotations are holding generally steady with an advance of 25 cents per barrel registered on flaked wheat, making the price $7.00. Rolled oats are firmer at $3.20 to $3.30 per bag.

Rolled oats, 90s	3 20	3 30
Rolled wheat, 100 lb. bbls		7 00
	F.o.b. Toronto	
Barley, pearl, 98s		5 50

Barley, pot, 98s		4 75
Barley Flour, 98s		6 25
Buckwheat Flour, 98s		6 00
Cornmeal, Golden, 98s		2 75
Oatmal, 98s		4 50
Corn Flour, 98s		3 75
Rye Flours, 98s		6 00
Rolled oats, 90s.		3 20
Rolled wheat, 100 lb. bbls.		6 75
Cracked Wheat, bag		5 00
Breakfast Food, No. 1		6 00
Do., No. 2		6 00
Rice Flour, 100 lbs.		10 00
Linseed meal, 98s		6 50
Flaxseed, 98s		7 00
Peas, split, 98s		5 75
Marrowfat green peas	0 05¼	0 06
Graham flour, 98s		4 75
Whole Wheat Flour		4 85
Wheat Kernels, 8s		6 [illegible]
Farina, 98s		6 35

New Prune Prices Named

Toronto.

DRIED FRUITS.—Some independent packers have named opening prices on prunes. These prices are slightly lower at the coast, but with the duty, freight exchange and the four per cent. import Sales Tax, the prices figure out to practically on the same basis as present quotations on spot stocks. Quotations are also out on new crop apricots; these are considerably lower than last year's opening in spite of the fact that the crop is estimated at 40 per cent. less than normal. Quotations on new crop raisins are named at around 15 cents per pound, at the coast, but like prunes and apricots, the importation changes are very high, around five cents per pound, which will make the price around 20 cents providing the opening prices are maintained. There is every possibility of these prices dropping before the crop is ready for the market. There is also the likelihood of lower freight rates. There are no changes in spot quotations, but wholesalers are rapidly cleaning up their stocks.

Candied Peels—		
Lemon		0 42
Orange		0 44
Citron		0 72
Currants—		
Greek, Filiatras, cases		0 17
Do., Amalias		0 17
Do., Patras		0 17
Do., Vostizza		0 23½
Dates—		
Excelsior, pkgs., 3 doz. in case		5 50
Dromedary, 3 doz. to case		7 00
Fard, per box ap. 12 lbs.		3 25
Hallowee dates, per lb.		0 11
Figs—		
Smyrna layers, 4 Crn., lb.	0 30	0 32
Do., layers, 6 crn., lb.	0 36	0 38
Natural pulled, in bags		0 10½
Prunes—		
30-40s, 25s		0 20
40-50s, 25s		0 16
50-60s, 25s		0 13
60-70s, 25s		0 10
70-80s, 25s		0 09½
80-90s, 25s		0 09
90-100s, 25s		0 08
Peaches—		
Standard, 25-lb. box, pld.	0 26½	0 28
Choice, 25-lb. box, peeled	0 27	0 30
Fancy, 25-lb. boxes	0 19	0 30
Apricots—		
		0 46
Choice		0 42
Standard		0 34
Raisins—		
California, bleached, lb.		0 27½
Seedless, 15-oz. packets		0 29
Seeded, 15-oz. packets		0 28½
Crn. Muscatels, No. 1, 25s		0 26
Turkish Sultanas, pkgs.		0 27
Thompsons, Seedless		0 28½
Valencia		0 23
Evaporated apples	0 14	0 15

Fruit Market Active

FRUIT.—The market is fairly active on all lines with prices generally tending easier. Strawberries are commencing to show signs of the end of the season, prices ranged from 12 to 17 cents per box depending on the quality and size of fruit. Gooseberries are arriving at 75 cents per basket for 6s and $1.50 for 11s. Sweet cherries are offered at $1.50 to $2.00 for 6s and $2.50 to $3.00 for 11s. Sour cherries are selling at 75 cents for 6s and $1.25 to $1.50 for 11s. Blueberries are arriving at $3.00 to $3.25 per basket.

Oranges, Valencias, 100s, 126s	5 50	6 00
Do., 200s, 216s, 250s	6 50	7 50
Grapefruit, Cubans		6 00
Bananas, Port Limons		0 09½
Lemons, Cal.		
Do., Verdillis	7 00	8 00
Apples—		
Winesaps, per box		4 00
Watermelons, each		1 25
Peaches, 6 baskets to crate		5 25
Canteloupes, Standard, 45s		6 00
Do., Flat, 15s		2 50
Cal. Plums, per box		4 00
Cal. Apricots, per box		3 00
Gooseberries, 11s, per bkt.		1 50
Do., 6s, per bkt.		0 75
Cherries, sweet, 6s	1 50	2 00
Do., sweet, 11s	2 50	3 00
Do., Sour, 6s		0 75
Do., Sour, 11s	1 25	1 50

Shelled Nuts Hold Firm

Toronto.

NUTS.—There is little change in the nut situation. Almonds and walnuts continue in a strong position with shelled Bordeaux walnuts again advanced in France. Brazils are also showing more firmness with some wholesalers buying fairly heavy claiming that Brazils are good buying at present prices in anticipation for advanced prices in the fall.

Almonds, Tarragonas, lb.	0 22	0 23
Walnuts, Bordeaux, lb.		
Walnuts, Grenobles, lb.	0 23	0 24
Do., Marbot	0 22	0 23
Do., California	0 39	0 40
Filberts, lb.	0 15	0 16
Pecans, lb.	0 28	0 30
Cocoanuts, Jamaica, sack		7 50
Cocoanut, unsweetened, lb.		0 30
Do., sweetened, lb.		0 35
Do., shred.		0 25
eanuts, Spanish, lb.	0 21	0 25
Brazil nuts, large, lb.	0 20	0 22
Mix uts. large, lb.	0 32	0 34
Mix uts. bags 50 lbs.		0 32
Sh		
[illegible]	0 42	0 47
Filberts, lb.		0 35
Walnuts, Bordeaux, lb.	0 73	0 75
Do., Manchurian	0 60	0 65
Do., broken	0 45	0 50
Peanuts, Spanish, lb.		0 10
Brazil nuts, lb.		0 75
Pecans, lb.		1 40

Package Cereals Steady

PACKAGE GOODS.—There are no price changes in this market. The situation is considered steady. There appears to be considrable price cutting among wholesalers although manufacturers are firmly maintaining their lists.

PACKAGE GOODS

Rolled Oats, 20s, rd., case		5 00
Do., 20s, square, case		5 00
Do., 18s, case		2 00
Do., Aluminum Prem., 20s		6 40
Corn Flakes, 36s, case	3 35	3 75
Porridge Wheat, 36s, regular case		6 00
Do., 20s, family, case		6 80
Cooker Pkg. Peas, 36s cs		2 85
Cornstarch, No. 1, lb. crtns.		0 10⅝
Do., No. 2, lb. cartons		0 09⅛
Laundry Starch		0 08⅛
Do., in 1 lb. cartons		0 08⅞
Do., in 6-lb. wood boxes		0 08⅞
Do., in 6-lb. tin canisters		0 12⅝
Celluloid Starch, case		4 15
Potato Flour, case 20 1-lb. pkgs.		2 50
Do., case 24 12-oz. pkgs.		2 30
Fine oatmeal, 20s		5 75
Cornmeal, 24s		3 00
Farina, 24s		3 25
Barley, 24s		2 75
Wheat Flakes, 24s		5 00
Wheat kernels, 24s		4 50
Self-rising p'cake flour, 24s		3 00
Buckwheat flour, 24s		3 50
Two-minute Oat Food, 24s		1 80
Puffed Wheat, case		4 40
Puffed Rice, case		5 70
Health Bran, case		2 85
F.S. Hominy, gran., case		3 00
Do., pearl, case		3 00
Scotch Pearl Barley, case		2 70
Self-rising Pancake Flour, 30 to case		4 20
Do., Buckwheat Flour, 30 to case		4 20
Self-rising Pancake Flour, 36 to case		7 15
Do., Buckwheat Flour, 18 to case		3 65
Do., Pancake Flour, 18 to case		3 65
Puffed Rice Pancake Flour, 24s		2 90

Rice Market Strong

RICES.—The market continues to hold a strong position at primary points. This condition is due to the strong buying by European brokers. One New York firm recently filled an order for 500 tons and several orders for 100 ton lots. Most of the buying is for France, Germany, Belgium and Holland. Eastern rice is also strong and scarce. There are no changes in quotations on spot, but there is a decided lacking of irregular prices from wholesalers which was noticed some weeks ago.

Honduras, broken, per lb.	0 07½	0 08
Blue Rose, lb.	0 06½	0 07
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 11	0 12
Do., Mujin, No. 1	0 10	0 11
Do., Pakling	0 09	0 10
Rangoon	0 07	0 07½
White Sago	0 07	0 07½
Tapioca, per lb.	0 07½	0 08

Syrups Steady and Quiet

SYRUPS.—This market is quiet with quotations holding steady.

Corn Syrups—		
Bbls., about 700 lbs., y'low	0 06½	
Half barrels, ¼c over bbls.; ¼ bbls., ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	4 60	
Cases, 5-lb. tins, white, 1 doz. in case	5 90	
Cases, 10-lb. tins, white, ½ doz. in case	5 60	
Cases, 2-lb. tins, yellow, 2 doz. in case	4 00	
Cases, 5-lb. tins, yellow 1 doz. in case	5 30	
Cases, 10-lb. tins, yellow, doz. in case	5 00	
C ne Syrups—		
Barrels & half barrels, lb.	....	
½ barrels, ¼c over bbls.; ¼ bbls., ½c over.		
Cases, 2-lb. tins, 2 doz. in case	6 00	6 50
Molasses—		
Fcy., Barbadoes, bbls., gal.	1 65	
Choice Barbadoes, barrels	1 35	
New Orleans, bbls., gal.	0 46	0 56
Do., half blls., gal.	0 46	0 48
Tins, 2-lb., table grade, case 2 doz., Barbadoes	7 75	
Tins, 3-lb., table grade, case 2 doz., Barbadoes	10 75	
Tins, 5-lb., 1 doz. to case, Barbadoes	8 95	
Tins, 10-lb., ½ doz. to case, Barbadoes	8 60	
Tins, No. 2, baking grade, case 2 doz.	4 20	
Tins, No. 3, baking grade, case of 2 doz.	5 50	
Tins, No. 5, baking grade, case of 1 doz.	4 60	
Tins, No. 10, baking grade, case of 1½ doz.	4 25	
West Indies, 1½s, 4Ss	4 60	6 95

Spice Market Quiet

SPICES.—There is little activity in this market. Stocks, however, are not large, but prices are ruling fairly steady.

Allspice	0 19	0 22
Cassia	....	0 26
Cinnamon	....	0 41
Cloves	0 55	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 45
Mustard, pure	....	0 50
Pastry	....	0 28
Pickling spices	....	0 19
Mace	0 55	0 65
Peppers, black	0 19	0 20
Do., white	0 29	0 30
Paprika, lb.	0 60	0 70
Chillies, lb.	....	0 60
Nutmegs, selects, whole, 100s	....	0 35
Do., 80s	....	0 45
Do., ground	....	0 35
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 18
Caraway seed, whole	....	0 30
Cumeric	....	0 30
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	....	0 40
American, high-test, bulk	....	0 40
2-oz. packages, doz.	....	1 25
4-oz. packages, doz.	....	2 00
8-oz. packages, doz.	....	3 50

The above quotations are for the best quality. Cheaper grades can be purchased for less.

Sugar Again Drops

SUGAR.—A further drop of 50 cents per hundred was announced on Friday last. This makes a reduction of $1.75 during the past two weeks and brings the Toronto price to $9.09 and $8.75 Montreal basis. Most of the refiners still remain closed, but it is felt with the lower prices and the cleaning up of second hand parcels that they will soon resume operations. The demand continues to be purely on the hand to mouth basis.

St. Lawrence, extra gran., cwt.	9 09
Atlantic, extra granulated	9 09
Acadia Sugar Refinery, extra gran.	9 09
Dom. Sugar Refinery, extra gran.	9 09
Canada Sugar Refinery, gran.	9 09

Differentials: Granulated, advance over basis; 50-lb. sacks, 25c; barrels, 5c; gunnies, 5/20s, 40c; gunnies, 10/10s, 50c; cartons, 20/5s, 60c; cartons, 50/2s, 75c.

Differentials on yellow sugars: Under basis. No. 1 40c; No. 2 50c; No. 3 60c.

Teas Maintain Firmness

TEAS.—Indias and Ceylons continue to show firmness with the higher grades becoming more difficult to obtain at higher prices. Quotations on spot remain unchanged, but stocks cannot be replaced to sell at anywhere near the present quotations. A despatch from the London market says, "Tea auction supplies have been smaller. Indian grown when of good quality was well competed for, and firm to rather higher prices were paid for these, but bulk consisted of poor grades which were largely bought in, owing to the poor demand. Ceylon grown was of high class character, and naturally sold at advanced prices.

Ceylons and Indians—		
Pekoe Souchongs	0 35	0 50
Pekoes	0 32	0 60
Broken Pekoes	0 50	0 64
Broken Orange Pekoes	0 58	0 66
Javas—		
Broken Orange Pekoes	0 45	0 65
Broken Pekoes	0 45	0 50
Japans and Chinas—		
Early pickings, Japans	0 90	1 00
Do., seconds	0 55	0 55
Hyson, thirds	0 45	0 50
Do., pts.	0 58	0 67
Do., sifted	0 67	0 72

Above prices give range of quotations to the retail trade.

Canadian Beans Offered

VEGETABLES.—The first lot of Canadian wax beans arrived on the market and are meeting with a ready demand at $1.65 to $1.75 per 11 quart basket. Mississippi tomatoes flats are quoted at $2.35 per four basket crate with the Canadian hothouse variety lower at 35 cents per pound. Canadian cabbage are arriving freely at $4.50 to $5.00 per large crate. New potatoes are easier, No. 1 selling at $5.50 per barrel. Cucumbers are lower at $5.00 per hamper.

Cabbage	4 50	5 00
Potatoes, per bag	0 70	0 80
Potatoes, per bag	0 70	0 80
Head Lettuce, crate	1 50	2 00
Tomatoes, 4-bkt. crates	....	2 35
Do., Hothouse, lb.	....	0 35
New Beets, per dozen	....	0 65
New carrots, per doz.	....	0 65
Green Peas, 11 qt. basket	0 75	0 80
Wax & green beans, 11 qt. bkt.	1 65	1 75
Cucumbers, hamper	....	5 00
New Potatoes, bbl.	....	5 50

Flour Market Firm

FLOUR.—The market continues with a firm tone under a fair demand. Quotations are unchanged.

FLOUR—	
Patents firsts, in jute bags, barrel	10 50
Do., seconds, in jute bags, per barrel	10 00

Millfeeds Easy

MILLFEEDS.—Shorts and bran are easier at $26.25 per ton for the former and $24.25 for the latter. Middlings are firm at $33.25 per ton.

MILLFEEDS—	
Shorts, per ton	26 25
Bran, per ton	24 00
Choice Middings, ton	33 25

WINNIPEG MARKETS

WINNIPEG, June 29.— Quiet conditions prevail in the markets and prices throughout the list show few changes. The crop is coming along nicely but until the crop is assured merchants will continue to buy in small quantities. Canadian refiners have reduced their price on sugar but local wholesalers continue to sell at lower prices than refiners lists. There is a good demand for fresh vegetables and fruits. Lemons and strawberries have advanced in price. There is no change in canned goods prices. The nut market continues firm.

Coffee Market Unchanged

Winnipeg.

COFFEE.—Conditions in the spot coffee market are showing very little change. The demand is light and buyers are reluctant to anticipate future needs.

Rio, lb.	0 19½	0 20½
Mexican, lb.	0 45	0 49
Jamaica, lb.	0 28	0 30
Bogotas, lb.	0 45	0 48
Mocha (types)	0 49	0 51
Santos, Bourbon, lb.	0 28	0 30
Santos, lb.	0 26	0 29

Canned Pumpkin Scarce

CANNED GOODS.—Owing to the light pack last season canned pumpkin is in scant supply. Canned tomatoes, corn and peas are showing a firmer tone owing to the old pack being practically cleaned up. Th cheaper varieties of canned salmon are offered at attractive prices and the demand is showing a slight improvement. Sardines are selling

well at the present time. There is very little change in the canned fruit situation, cannd pineapples being in good demand.

Cereal Prices Steady

CEREALS.—There s no change in the cereal market. Prices are steady with a marked improvement in the demand for light breakfast foods.

PACKAGE CEREALS

Rolled oats, 20s, rond cartons	4 75	6 00
Do., 18s, case		2 40
Rolled oats, 20s, rd. cartons	4 75	5 00
Do., 36s, case, square pkts.		3 50
Do 18s, case		2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, case		3 40
Puffed Wheat, 3 doz. case, cs		4 45
Puffed Rice, 3 doz. case, case		5 75
Grape Nuts, 2 doz. case, case		3 80
Package Peas, 3 doz. case, cs		3 00
Cream of Wheat, 3 doz. cs., cs		9 15

BULK CEREALS

Rolled Oats, per bag		2 55
Do., 40s, per bag		1 35
Do., 20s, per bag		0 70
Do., 10-8s, per bale		3 40
Do., 15-6s, per bale		3 95
Oatmeal, 98s, gran., or stand. bag		3 40
Wheat Granules, 98s, per bag		6 50
Do., 16-6s, per bale		7 05
Peas, whole, green, 100-lb. bag, per bush.		4 50
Do split, yellow, 98s, bag		7 95
Do., split, yellow, 49s, bag		4 03
Cornmeal, 24s, per bag		0 75
Do., 10-10s, per bale		3 65
Buckwheat grits, whole, 98-lb. bags, per bag		8 75
Beans, 100-lb. bags, bushel		3 70
Lima Beans, 100-lb. bags, lb.		10½

Corn Syrup Quiet

SYRUPS.—There are no changes in quotations on syrups and molasses. The market is quiet under a light demand.

CANE SYRUP—	
No. 2s	6 85
No. 5s	7 90
No. 10s	7 35
No. 20s	7 15
CORN SYRUP—	
Cases, 2-lb. tins, white, 2 doz. in case	4 65
Cases, 5-lb. tins, white, 1 doz. in case	5 75
Cases, 10-lb. tins, white, ½ doz. in case	5 50
Cases, 20-lb. tins, white, ¼ doz in case	5 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 40
Cases, 5-lb. tins, yellow, 1 doz. in case	4 55
Cases, 10 lb. tins, yellow, doz. in case	4 30
Cases, 20-lb. tins, yellow, doz. in case	4 30
MAPLE SYRUP—	
Pure, 2½s tins cs. of 2 doz.	2,4 85
Pure, 5s, per case of 1 doz.	22 65
Pure, 10s, per case of ½ doz.	21 05
TABLE SYRUP—	
Maple flavor, 2½s, tins, per case of 2 doz.	13 75
Do., 2s, tins, per cs. of 1 doz.	12 00
Do., 1s, tins, case of ½ doz.	11 50
MOLASSES, BARBADOES—	
2-lb. tins, 2 doz. case	8 30
5-lb. tins, 1 doz. case	9 50
3-lb. tins, 2 doz. cse a	11 60
10-lb. tins, ½ doz. case	9 20

Molasses quotations subject to 5 per cent. discount.

MOLASSES, BLACKSTRAP—	
1½s, 4 doz. in case	5 25
2s, 4 doz. in case	5 00
2½s, 4 doz. in case	4 80
5s, 4 doz. in case	4 50
10s, 4 doz. in case	4 20

Apricots Scarce

DRIED FRUIT.—There is very little change in the dried fruit market. Apricots in prmary markets are scarce and are practically impossible to procure. Currants are showing a firmer tone. A little more interest is being shown by buyers for futures.

DRIED FRUIT

Evaporated Apples, per lb.		0 14¾
Currants, 90-lb., per lb.	0 18	0 19
Do., 8 oz. pkgs., 6 doz. case, lb.		0 16¾
Dates, Hallowee, bulk, lb.		0 11¼
Do., pkg., 3 doz. case, lb.		0 15⅞
Loganberries, 4 doz. cs., pk.		0 30
Peaches, standard, per lb.	0 20	0 21
Do., fancy, per lb.	0 24	0 24
Do., Cal., in ctns., ctn.		1 10
Do., unpitted, per lb.		0 10
Pears, extra choice, per lb.		0 25
Do., Cal., cartons, carton		1 25
Prunes—		
30-40s, 25s, per lb.		0 21
40-50s, 25s, per lb.		0 16¼
50-60s, 25s, per lb.		0 14
60-70s, 25s, per lb.		0 12¾
70-80s, 25s, per lb.		0 11½
80-90s, 25s, per lb.		0 10½
90-100s, 25s, per lb.		0 68
Raisins—		
Cal., pkg., seeded, 15 oz., fcy., 3 doz. case, pkg.		0 29
Choice seeded, 15 oz., 3 doz. to case, per pkg.		0 27
Fancy seeded, 11 oz., 4 doz. to case, per pkg.		0 23
Choice seeded, 11 oz., 4 doz. to case, per pkg.		0 22½
Cal., bulk, seeded, 25-lb. bx.		0 29
Do., pkt. seedless, 11 oz., 3 doz. to case, lb.		0 22
Do., bulk, seedless, 25-lb. boxes, per lb.		0 28
Apricots, choice, 25s. lb.		0 30
Do., 10s, lb.		0 31
Do., Standard, 25s, lb.		0 27
Do., fancy, 25s, lb.		0 35
Do., fancy, 10s, lb.		0 36

Rice Market Firmer

RICE.—Reports from the primary markets state that rice is showing a firmer tone due to the activity shown by European buyers. Although local quotations are unchanged higher prices are expected shortly.

RICE—		
No. 1 Japna, 100-lb. sacks lb.		0 08
Do., 50-lb. sacks, lb.		0 08½
Siam, 100-lb. bags		0 0[illegible]
Do., 50-lb. bags		0 06¼
Sago, sack lots, 130 to 150 lbs., per lb.		0 08¾
Do., in less quantities, lb.		0 09¼
Tapioca, pearl, per lb.	0 08	0 08½

Spice Market Steady

SPICE.—The movement of spices is slow but this is natural for tthis time of the year. Fluctuations in foreign exchange have an unsettling effect, but advices from the primary markets indicate stadiness. Locally no changes of consequence are to be noted.

Starch Steady

STARCH.—The demand for starch has shown an improvement and quotations remain unchanged.

Gooseberries on Market

FRUIT.—Large shipments of gooseberries are arriving daily and are selling freely at $2.50 per case. The strawberry crop has been slightly damaged by rains and has advanced and are quoted at $5.00 per case. Oranges remain firm at $7.00 per case. Lemons have shown an advance of 50 cents and are quoted at $10.50 per case. Bananas have shown a decline of one cent per pound and are meeting with a good demand at 11 cents per pound. California peaches at $3.50, plums at $4.00, apricots at $4.00 and cherries at $6.50 per case are meeting with a good demand.

TOMATOES LOWER

VEGETABLES.—Local vegetables are arriving on the market in good quantities and green onions, radishes, lettuce and spinach are selling freely. Tomatoes are lower and are selling freely at $2.75 per basket.

Tea Market Firmer

TEA.—Fine teas are reported scarce and very high and this is generally effecting the prices of the poorer grades. Locally however prices remain unchanged and teas are in light demand.

Sugar Prices Lower

SUGAR.—The raw sugar market, which has been very weak, is showing a steadier feeling. Canadian refiners have reduced their prics on refined sugar to $10.75 per hundred, but the majority of wholesalers are offering sugar at $10.25. Lower prices are expected very shortly by the trade.

Flour Market Unchanged

FLOUR.—The demand for flour has shown no change and buying continues on a hand to mouth basis.

Shelled Peanuts Firmer

NUTS.—There has been greater activity in the shelled peanut market and quotations have advanced slightly over last week. Bordeaux shelled walnuts remain firm. Shelled almonds show no matrial change. Due to the warm weather the demand is falling off. Pecans remain scarce and high while shelled Brazils show no change.

Jam Market Steady

JAMS.—Some new packed strawberry jam has arrived on the market and a noted improvement is being shown in the demand for same. Lower prices are not expected on jams this season, although sugar is lower, this is offset by the high cost of containers.

WEEKLY MARKET REPORTS BY WIRE

Statements from Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE

CALGARY, ALTA., June 28.—Sugar took another drop of 50 cents. A further decline is looked for. Egg receipts are falling off with quotations advanced to $9.50 to $10.25. Smoked meats generally are advanced two cents per pound. Mince meat in packages is down 40 cents per dozen. Some lines of canned meats are lower. Large Ontario cheese is quoted at 20 to 22½ cents. One brand of glycerine soap is reduced $1.50 per case of 50 cakes. Standard corn is quoted at $3.15 to $3.80 and peas at $3.60 to $4.00.

Beans, B.C., per hundred	4 75	5 50
Rolled oats	....	8 80
Rice, Siam	5 50	6 00
Japan, No. 1	7 50	8 00
Tapioca	6 75	7 25
Sago	6 75	7 25
Sugar, pure cane, gran., cwt.	....	11 52
Cheese, No. 1, Ont., large	0 20½	0 22½
Alberta cheese, twins	....	0 20
Do., large	0 20	0 21
Butter, creamery, lb.	....	0 35
Do. dairy, lb.	0 25	0 30
Lard, pure, 3s	10 50	11 10
Eggs, new laid, local, case	9 50	10 25
Tomatoes, 2½s	4 00	4 25
Corn, 2s, case	3 15	3 85
Peas, 2s, standard case	3 60	4 60
New early June peas, case	....	4 50
Strawberries, 2s, Ont., case	9 90	10 30
Raspberries, 2s, Ont., case	10 40	11 00
Gooseberries, 2s	....	11 30
Cherries, 2s, red, pitted	9 00	9 50
Apples, evaporated, 50s	0 14	0 15½
Do., 25s, lb.	0 14½	0 16½
Peaches, evaporated, lb.	0 22	0 22½
Do., canned, 2s	7 45	7 90
Prunes, 90-100s	0 08	0 08½
Do., 70-80s	0 08½	0 11
Do., 60-70s	0 12	0 12¾
Potatoes, local ton	25 00	0 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

Cornmeal, gran., bags	....	3 65
Do., ordinary	....	2 30
Rollde oats	....	8 80
Rice, Siam, per 100 lbs.	6 50	7 00
Tapioca, 100 lbs.	8 00	10 00
Molasses, gal.	....	0 63
Sugar—		
Sugar, standard, gran.	....	8 95
Do., No. 1, yellow	....	8 45
Cheese, Ont., twins	....	0 19
Eggs, fresh, doz.	....	0 40
Lard, pure, lb.	0 15	0 15½
Do., pure, lb.	....	0 17
Do., compound	0 13¼	0 13½
Tomatoes, 2½s, std., case	....	3 80
American clear pork	31 00	33 00
Beef, corned, 1s	....	3 45
Breakfast bacon	0 45	0 48
Butter, creamery, per lb.	0 30	0 33
Do., dairy	0 25	0 29
Do., tub	0 24	0 28
Potatoes, Nat., 90-lb. bag	....	1 10
Dried peaches, per lb.	....	0 22
Onions, Bermuda, case	....	2 50
Do., Jamaica	....	7 50
Corn, 2s, standard, case	....	3 30
Peas, standard, case	....	3 60
Apples, gal., N.B., doz.	....	5 00
Strawberries, 2s, Ont., case	....	....
Lemons, case	11 00	12 00
Oranges, California	6 50	8 00
Bananas, lb.	0 08	0 10
Grapefruit, case	8 50	9 50

Nova Scotia Markets

FROM HALIFAX, BY WIRE

HALIFAX, N.S., June28.—The feature of the markets this week is the big drop in sugar prices. Granulated is quoted at $8.95 and yellow at $8.45, a decrease of $1.75 per hundred. Molasses is quoted at 63 cents per gallon, a drop of seven cents. Jamaica grapefruit advanced 50 cents per case, making the price $7.50. Native potatoes dropped five cents, bringing the price to $1.10 per bag. Onions are down 25 cents, now quoted at $2.50 per case. The strawberry crop is light this year with prices keeping high at around 25 cents. Fresh eggs are selling at 40 cents per dozen, an advance of nine cents.

Flour, No. 1 patents, bbl.	11 00
Cornmeal, bags	2 75
Rolled oats, per bag	3 85
Rice, Siam, per 100 lbs.	0 06¾ 0 10
Tapioca, 100 lbs.	10 00
Sugar, standard, gran.	10 70
Do., No. 1, yellow	10 20
Molasses, gal.	0 70
Cheese, Ont., twins	0 18
Eggs, fresh, doz.	0 34
Lard, compound	0 14
Do., pure, lb.	0 16
American clear pork, bbl.	31 00
Tomatoes, 2½s, standard, doz.	1 90
Breakfast bacon	0 48
Hams, aver. 9-12 lbs.	0 38
Do., aver. 12-18 lbs.	0 38
Do., aver. 18-25 lbs.	0 37
Roll bacon	0 33
Butter, creamery, lb.	0 30
Do., dairy	0 25
Raspberries, 2s, Ont., doz.	4 00
Peaches, 2s, standard, doz.	3 00
Corn, 2s, standard, doz.	1 65
Peas, standard, doz.	1 80
Strawberries, 2s, Ont., doz.	4 00
Salmon, Red Spring, flats, cases	....
Do., Pinks	7 00
New Beets, per dozen	0 75
New carrots, hamper	3 50
New spinach, bushel	0 75
Do., Chums	6 00
Evaporatted apples, per lb.	0 15
Dried peaches, per lb.	0 26
Potatoes, Nat., 90-lb. bag	1 15
Onions, Bermuda, case	2 75
Beans, white	3 35
Do., yellow eye	7 50
Banans, lb.	0 10 0 11
Lemons, Cal.	12 00
Oranges, all sizes	7 50 8 00
Grapefruit, Florida, case	8 50
Do., Jamaica	7 00
Oats, per bushel	0 92
Do., Cohoes	11 00

WHY HIS GROSS PROFIT WAS NOT $18,000.

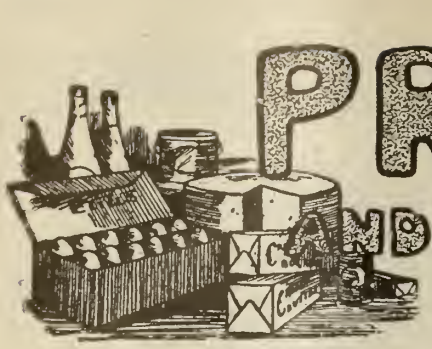
(Continued from 25)

into your till. This merchant, then, with sales of $60,000, had 180,000 transactions last year. Suppose that, because of figuring "around and about" or because he does not like to "split nickes", he loses half a cent of possible earnings on each sale. He is thereby out $900, in the year on this count alone.

This is why the man who figures down to the last fraction, and KNOWS why and how he does it, often makes money for no outwardly apparent reason. You may find the man who will not split nickles a few doors distant from the man who gets all he's entitled to, and more when the figures fall that way, but never less. The loose figuring man and he who figures accurately may both be good workers—equally busy from the collar down, you might say—but one makes money and the other just fails to make money.

It is free for all. You can take chances. It's a free country—yet. But the question is: Do you want to go into it on chance or on accurately scientific knowledge? It's entirely up to you.

In answer to an inquiry from a reader of Canadian Grocer in regard to the sales tax on package teas, itt might be stated that a tax of 1½ per cent. is levied on all sales from the wholesalers. Packers, too, in this instance are considered wholesalers, and furthermore this tax of 1½ per cent. must be shown on the invoice.



PRODUCE AND PROVISIONS

Trade Mark Safeguards The Export Future Of Danish Butter

About 275,000,000 pounds of butter are produced annually in Denmark and of this 240,000,000 pounds are exported yearly—must bear trade mark.

IN order to safeguard the export future of one of its most important products namely butter, the Danish Government now requires that all butter export shall bear the trade mark "Lur". This trade mark was originally owned by a private commerical organization, but it is now the sole property of the Danish Government.

3,700,000 Tons of Milk

The normal production of milk in that country has been placed at about 3,700,000 tons annually. There was a slight decrease in reproduction during the war, so the quantity is divided evenly throughout the year.

Of this quantity of milk about two per cent is used for the manufacture of cheese, about six per cent is consumed directly, and the remaining 92 per cent is used for making butter. About 275,000,000 pounds of butter are produced annually. Of this amount about 240,000,000 pounds are exported each year.

Must Bear Trade Mark

In order to be certain of foreign markets for this tremendous amount of butter each year, officials of the Danish Government realized that this product of their country must be such a superior quality class that the law was passed prohibiting the exporting of butter that did not bear the trade mark "Lur."

A Danish butter exporter, in order to place this trade mark on his product, must show that the butter he offers does not have a water content in excess of 16 per cent, that salt is the only preservative used, and that the butter has been made from milk and cream pasteurized at 176 degrees Fahrenheit, at least, in order to minimize any danger of tuberculosis.

Forfeits Right to Trade Mark

In addition to these requirements all dairies having the right to export butter, and use this trade mark are under obligation to submit periodically, samples of their product to a state controlled laboratory for tests. If the tests show that a dairy has produced butter of an inferior quality, that particular dairy loses the right to use the "Lur" trade mark, and that right cannot be regained until tests show that standard butter is again being produced.

Proper observance of the regulatons prescribed by the government for the use of this trade mark is also enforced by Government inspectors working at the dairies, storehouses and ports of shipment.

WHAT THE PROOFREADER DID

"Where's that infernal proofreader?" shouted an irate man with blood in each eye.

"He certainly would be right hard to find now," said the editor uneasily. "What's he done this time?"

"In the advertisement for my valveless motor he turned the second v into a u!"

CONVINCE YOUR CUSTOMERS

IN recent issues of Canadian Grocer, instances have been given, where merchants following the suggestion in this journal some weeks ago, by window displays, and in their advertisements have taken measures to convince their customers of the actual declines that have taken place in foodstuffs. Showing what can be purchased for a certain sum of money to-day, as compared with a year ago, has of ccurse been the main theme of window displays as well as of advertisements.

Retailers who followed a policy of this kind, in this time, have profited by so doing. It is up to every retailer to convince his buying public, that the dollar to-day is worth a good deal more than it was a year ago. The trouble has been that the public has persisted in refusing to believe this. With strange perversity it hesitates to spend money on a dropping market, while it would clean the shelves of every store, if there was an indication that prices were going up. One has only to review the history of the past few years to realize this.. War wages and war costs sent everything sky-high yet the public bought and bought. The drop in prices practically resulted in a buyers' strike.

In part this is the fault of retailers. The merchant knows that prices have come down, but he hasn't passed theinformation along. By a simple comparison of the prices of this time, 1920, with those of the same period in 1921, he could prove his contention in a moment, as some dealers already have done.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, June 29.— There are two outstanding features to the grocery market this week and for the most part other lines are steady. Sugar dropped another fifty cents per hundred. The weak condition of the raw market and the lower prices quoted in the United States is responsible for this break in the price. The rice market has been showing increased strength and conditions indicate further advances in price. Tomatoes, canned, appear to be short in this market and those holding stocks have advanced their price. Spices, cereals and dired fruits are quiet. Japan teas look as though they would go lower and India and Ceylons show no improvement. Coffee is steady and firm in price. New potatoes are lower, also tomatoes and cucumbers. There is a good demand for fresh vegetables. There is practically no change in the fruit market although there is a good call for all lines of fresh fruit. Strawberries are lower in price. Candles are reduced and lower price are quoted on cotton twines.

Higher Prices For Butter

Montreal.

BUTTER.—The strength which has characterized the local butter situation lately has been more pronounced within the past week and prices for pasteurized and the best creamery have scored a further advance of 2 cents per pound which is attributed to a keener demand for export. The receipts of butter locally continue to show an increase, but the demand has also increased. The trend of the market is towards higher prices. Fresh creamery prints are selling at 33 cents per pound and solids at 32 cents per pound.

Creamery prints, qual., new	0 33
Do., solids, quality, new	0 32

Barrelled Meats Unchanged

Montreal.

BARRELLED MEATS.—There is no change in the prices of barelled meats. Although the hog market is higher the demand for barrelled meats is not large enough to warrant an advance at present. On the other hand the meat market is weak and a weaker tendency follows in barrelled meats.

Barrel Pork—	
Canadian Short cut (bbl), 30–40	40 00
Clear fat backs (bbl.), 40–50 pieces	30 00
Heavy mess pork (bbl.)	31 00
Plate beef	23 00

Cheese Market Improved

CHEESE.—There is no change in cheese prices this week. The tendency of the market is strong with an improved demand for export. Prices on old cheese remain unchanged and the new cheese is steady.

Large, per lb.	0 18	0 19
Twins, per lb.	0 18	0 19
Triplets, per lb.	0 18	0 19
Stilton, per lb.		0 35
Fancy, old cheese, per lb.	0 34	0 35
Quebec	0 21	0 22

Cooked Hams Higher

Montreal.

COOKED MEATS.—The demand for cooked meats and the strength of the hog market have made this market strong with a tendency towards higher prices. Cooked hams have advanced 1 cent per pound during the week.

Jellied pork tongues		0 38
Jellied pressed beef, lb.		0 37
Ham and tongue, lb.		0 42
Veal		0 30
Hams, cooked	0 54	0 57
Pork pies (doz.)		0 80
Mince meat, lb.	0 17½	0 19
Sausage, pure pork		0 25
Bologna, lb.		0 14
Ox tongue, tins		0 59
Head cheese, 6-lb. tins, per lb.		0 16
Do., 25-lb. tin pails, lb.		0 15

Egg Prices Advance

EGGS.—A very firm feeling prevails in the egg market owing to smaller receipts, a decrease in production throughout the country and higher prices for export. There is also a big demand for local consumption. Prices quoted this week show an advance with a bigger margin betwen selected and No. 1 stock Selected eggs are selling at 40 cents per dozen.

EGGS—	
Fresh eggs, per doz.	0 40
No. 1, fresh	0 36

Low Prices on Beef

FRESH MEATS.—The hog market proved firm throughout the week and prices stand unchanged at the advanced quotations made one week ago. Selected light weight hogs, weighed off cars are selling at from 13½ to 14 cents per pound. The tendency of the market, however is towards a higher price on account of the demand for supplies. The demand for dressed hogs is very good with an advance in the price to 21 cents per pound. Other cuts of fresh pork are unchanged in price. The beef market is very weak with lower prices quoted on front quarters since the demand has been almost entirely for hind quarters. The over supply of front quarters on the market has caused a drop in the prices to as low as from 7 to 8 cents per pound. The beef market throughout is very weak.

FRESH MEATS

Hogs, live (selected off		
Hogs, live (s'cted off cars)	13 50	14 00
Abattoir killed, 65–90 lbs.		0 21
Fresh Pork—		
Legs of pork (foot on)	0 28½	0 29
Loins (trimmed)	0 29	0 30
Bone trimmings		
Trimmed shoulders	0 20	0 22
Untrimmed	0 16	0 18
Pork sausage (pure)		0 25

Fresh Beef— (Cows)		(Steers)
0 19	0 24 Hind quarters	0 21 0 26
0 08	0 11 Front quarters	0 09 0 13
0 27	0 30 ... Loins ...	0 33 0 36

Smoked Meats Higher

SMOKED MEATS.—As a result of the strength of the hog market prices on smoked meats are advanced this week. Smoked hams are up to 37 and 38 cents per pound and breakfast bacon is very firm in price with an advance expected.

BACON		
Breakfast, best	0 36	0 39
Smoked Breakfast	0 41	0 44
Cottage Rolls		0 33
Picnic Hams		0 23½
Wiltshire	0 34	0 39
MEDIUM SMOKED HAMS—		
Weight, 8–14, long cut	0 37	0 38
Do., 14–20		0 36
Do., 20–25		0 34
Over 35 lbs.		0 30
Do., 25–35		0 31

Lard Prices Firm

LARD.—The market for lard proved steady through the week, holding the strength that has characterized it for the last two weeks. There is a good demand for lard from both the city and country markets. Twenty pound pails are selling at 15½ cents per pound.

Tierces, 360 lbs.		0 14½
Tubs, 60 lbs.		0 15
Pails, 20 lbs.		0 15½
Bricks	0 17	0 18

Fish Prices Steady

FISH.—There is very little change in the fish market. The demand for fresh fish is good and the supply of Gaspe salmon is improved with a price of 25 cents per pound quoted. Other lines of fish are in good supply with prices unchanged.

Gaspe Salmon		0 25
FROZEN FISH		
Halibut, large and chicken	0 20	0 23
Haddock		0 07
Mackerel	0 15	0 16
Do., Western, medium	0 21	0 22
Steak od	0 07½	0 08½
Market Cod	0 06½	0 07
Sea Herrings	0 06	0 07
Salmon, dr., B.C.	0 20	0 21
Do., Cohoes, round	0 18	0 19
Do., Qualla, hd. and dd.		0 11
Doree	0 12	0 17
Smelts	0 15	0 20
Fresh Lake Fish		0 20

Gaspe Salmon		0 25
SALTED FISH		
Salted Trout, half barrel		12 00
Salted Salmon, barrel		27 00
Boneless Cod (20), per lb	0 19	0 20
SMOKED		
Chicken H'dies, 15-lb. box		0 07
Finnan Haddie	0 11	0 12
Fillets, 15-lb. box		0 17
Boneless Herring, per box		1 60
Smoked Herrings		0 21
Kippers, new, per box		2 75
Bloaters, new, per box		2 50
Smoked Salmon		0 35

ONTARIO MARKETS

TORONTO, June 29.—The produce and provision markets continue with a firm tone with tendencies for advance in most lines. Butter and cheese are in a strong position under stimulus of export buying and although prices are unchanged during the week there are strong tendencies for an advance. Lack of receipts is holding the egg market firm with a likelihood for higher prices. Pork cuts are quoted higher with the hog market showing an inclination for an easier condition. Cooked meats, smoked hams and bacon are advanced in price. Fish quotations are fairly well maintained. Spring chickens are lower but heavy fowl are higher.

Butter Holds Firm

Toronto,

BUTTER.—The market continues with a firm tone and although quotations are practically unchanged there is a sentiment for an increase. The best quality creamery prints are quoted at 32 to 33 cents with the same quality in cartons at 34 cents. Second grades are bringing around 31 cents.

BUTTER—

Creamery prints, No. 1	0 32	0 33
Do., No. 2	0 30	0 31

Cooked Meats Higher

COKED MEATS.—Under stimulus of an active demand and a higher and stronger market for hogs and cattle, cooked meats are again advanced. Ordinary boiled hams are up two cents, making the price 52 cents per pound while square pressed are advanced four cents bringing the price to 56 cents per pound. Jellied ox tongue and boiled shoulders are up two cents while bologna is one cent per pound higher.

Boiled hams, lb.	0 52
Do., square pressed	0 56
Boiled shoulders, lb.	0 42
Head cheese, 6s, lb.	0 12
Choice jellied ox tongue, lb.	0 64
Jellied pork tongue	0 38
Bologna	0 17
Macaroni and cheese loaf	0 23

Above prices subject to daily fluctuations of the market.

Cheese Market Strong

CHEESE.—The situation is a strong one, attributed to the demand for export. Quotations to the trade are unchanged at 18½ cents per pound for the large size.

CHEESE—

Large, new	0 18½

Egg Receipts Light

EGGS.—Receipts continue light and in consequence the market maintains a strong position. Quotations are unchanged, but an advance is likely.

EGGS—

Selects		0 40
No. 1		0 38
Selects in cartons	0 42	0 43

Margarine Quiet

MARGARINE.—There is little demand with prices fairly steady at 19 to 20 cents per pound for the best quality.

Hogs Slightly Easier

FRESH MEATS.—After the big jump in prices of live hogs the first part of last week, the market toward the end of the week showed signs of easing. It was claimed that outside buyers were the cause of the advance, but when this competition was not in evidence at the end of the week the market weakened with prices on the fed and watered basis around $13.25 per hundred. Cattle also showed signs of weakness, due particularly to the fact that most of the offerings were of poor quality and also the small demand for fresh meats since the hot weather commenced. Practically all fresh pork cuts are advanced two cents per pound but beef, veal and lamb show no changes.

Hogs—

Dressed, light, per cwt.		18 00
Do., heavy, per cwt.	15 00	16 00
Live, off cars, per cwt.	13 25	13 75
Live, fed & watesed, cwt.	13 00	13 50
Live, f.o.b., per cwt.	12 25	12 75

Fresh Pork—

Legs of pork, up to 18 lbs.	0 33
Loins of pork, lb.	0 32
Fresh hams, lb.	0 34
Tenderloins, lb.	0 54
Spare ribs, lb.	0 12
Picnics, lb.	0 19
New York shoulders, lb.	0 20
Montreal shoulders, lb.	0 21½
Boston butts, lb.	0 25

Fresh Beef—from Steers and Heifers—

Hind quarters, lb.	0 21	0 24
Front quarters, lb.	0 10	0 11
Ribs, lb.	0 18	0 36
Chucks, lb.	0 10	0 12
Loins, whole, lb.	0 32	0 38
Hips, lb.	0 18	0 22

Cow beef quotations about 2c per pound below above quotations.

Calves, lb.	0 12	0 16
Spring lamb, lb.	0 29	0 31
Yearling lamb, lb.	0 18	0 22
Sheep, whole, lb.	0 12	0 15

Above prices subject to daily fluctuations of the market.

Halibut Prices Lower

FISH.—Supplies of fresh lake fish are coming along slowly but as the demand is quiet there is sufficient to meet the demand. Prices are fairly well maintained except chicken halibut, which has declined two or three cents per pound, making the price 16 and 17 cents.

FRESH SEA AND LAKE FISH

Cod Steak, lb.	0 09	0 10
Do., market, lb.		0 09
Halibut, chicken	0 16	0 17
Do., medium	0 22	0 23
Whitefish, Government		0 11½
Do., Georgian Bay		0 17
Frsh Herring	0 10	0 11
Flounders, lb.	0 10	0 11
Fresh Trout, lb.	0 16	0 17
Haddock	0 10	0 11
Spring Salmon	0 24	0 25
Mackerel	0 11	0 12
FROZEN FISH		
Halibut, medium	0 22	0 23
Do., Qualla	0 09	0 12
Flounders	0 09	0 12
Pike, round	0 06	0 07
Do., headless and dressed		0 08
Salmon, Cohoe		
Do., Red Spring	0 23	0 24
Sea Herring	0 07½	0 08
Brill	0 10	0 11
SMOKED FISH		
Haddies, lb.	0 10	0 12
Fillets, lb.		0 17
Kippers, box	2 25	2 75
Bloaters		2 00
PICKLED FISH		
Salmon Snacks, lb.		0 24
Labrador Herrings, kegs, 100 lbs.		6 25
Do., bbls., 200 lbs.		11 75
Do., pails, 20 lbs.		2 00
Holland Herrings, Milchers		1 15
Do., Mixed		1 00

Lard Prices Up One Cent

LARD.—The market is strong with quotations up one cent per pound. One pound prints are quoted at 17 cents and on the tierce basis 13½ cents per pound.

LARD—

1-lb. prints		0 17
1-lb. tierces, 400 lbs.	0 13½	0 12

In 60-lb. tubs, ½ cent higher than tierces, pails ¾ cent higher than tierces, and 1-lb. prints, 2c.

Bacon Prices Higher

PROVISIONS.—Following the higher prices on hogs, smoked hams and bacon are advanced one to two cents per pound. Mess pork in barrels is slightly lower while pickled rolls are higher.

Hams—		
Small, 6 to 12 lbs.		0 37
Medium, 12 to 20 lbs.		0 37
Large, 20-35 lbs. ea., lb.	0 32½	0 34½
Heavy, 35 lbs. and up		0 31½
Backs—		
Boneless, per lb.		0 48
Rolled, per lb.		0 52
Peameal		0 42
Bacon—		
Breakfast, ordinary, lb.	$ 35	0 43
Do., special trim		0 46
Cottage rolls	0 27	0 28
Roll, per lb.		0 32
Wiltshire, sm'd sides, lb.		0 32
Do., three-quarter cut		0 32
Do., middle		0 33

Lond clear bacon, av. 50-70

Dry Salt Meats

lbs.	0 19
Do., av. 80-90 lbs.	0 20
Clear bellies, 15-30 lbs.	0 20
Fat backs, 10-12 lbs.	0 14

Out of pickle prices range about 2c per pound below coresponding cuts above.

Barrel Pork—

Mess Pork	30 00
Short cut backs, 200 lbs.	39 00
Lightweight	46 00
Heavy	41 00

Above prices subject to daily fluctuations of the market.

Shortening Higher

SHORTENING.—The market continues strong with quotations slightly advanced. One pound prints are quoted at 15 to 15½ cents and on the tierce basis at 12 cents per pound.

SHORTENING—

1-lb. prints	0 17
Tierces, 400 lbs.	0 13½

In 60-lb. tubs ½ cent higher than tierces, pails ¾ cent higher and 1-lb. prints 2 cents higher than tierces.

Spring Chickens Lower

POULTRY.—Heavier receipts of spring chickens has resulted in lower prices, but on the other hand there are few fowl arriving and in consequnce prices on heavy fowl have moved up.

Prices Paid by Dealers

	Live	Dssd.
Turkeys	0 40	0 45
Chickens, spring	0 35	0 45
Roosters	0 15	0 20
Fowl, over 5 lbs.	0 27	0 27
Fowl, 4 to 5 lbs.	0 20	0 25
Fowl, under 4 lbs.	0 18	0 20
Ducklings	0 35	0 40
Guinea hens, pair	1 25	1 50
Prics quoted to retail trade:		Dressed
Turkeys	0 50	0 55
Hens, heavy		0 28
Do., light		0 25
Chickens, spring	0 55	0 65
Ducklings	0 40	0 45

WINNIPEG MARKETS

WINNIPEG, June 29.— Due to few hogs arriving on the market the price of hogs is showing a firmer tone. Butter and cheese market remains unchanged. Egg receipts are reported light and prices have advanced. Lard and shortening are showing strength and have advanced and quoted higher. Cooked meats are in good demand with no change in quotations on fish.

Butter Market Steady

Winnipeg.

BUTTER.—The butter market has developed a firmer tone and although quotations are unchange an advance is expected.

Cheese Unchanged

Winnipeg.

CHEESE.—The cheese situation remains unchanged. Large quantities are arriving, but the demand for same is very light.

Higher Prices For Eggs

EGGS.—The egg market continues to show a tirmer tone. The demand is good and receipts have fallen off during the week. Eggs are quoted in cartons at 40 cents per dozen. No. 1 candled at 36 cents and fresh eggs are quoted at 34 cents per dozen.

Poultry Unchanged

POULTRY.—Spot stocks of poultry are practically cleaned up and very few poultry are arriving. There is no change in quotations.

Lard Advances

LARD.—The lard market is showing strength. Pure lard advanced to 15 cents per pound in tierces of 400 pounds. Shortening has also advanced from 12¼ to 13¼ cents per pound and 20 pound wooden pails are now quoted at $3.05 per pail.

Pork Tongues Lower

Winnipeg.

COOKED MEATS.—Jellied pork tongues have declined and are new quoted at 42 cents per pound. Head cheese has also declined one cent per pound and is selling freely at 16 cents per pound. The demand for cooked meats is showing an improvement and other lines show no change in quotations.

Smoked Meats Steady

PROVISIONS.—A good trade is being done in most lines of smoked meats. There is a good steady demand from both country and city districts. Prices are unchanged, but with the hog market showing a firmer tone. Hams and bacons are likely to show an advance.

Hog Harket Firmer

FRESH MEATS.—The hog market is showing a firmer tone, due to the scant supply of hogs arriving on the market. Selects are quoted from $13.00 to $13.50 Heavy steers of good quality are quoted at $5.50 to $7.25. Choice heifers are being offered from $6.00 to $7.00 with medium quality from $5.00 to $5.50. The sheep and lamb market is reported steady with good quality lambs being quoted from $11.00 to $12.00 and good light sheep from $6.00 to $7.50.

No Change In Fish

FISH.—There is no change in quotations on fresh fish. The demand is fair and supplies of salmon and halibut are good. Fish prices are steady.

HALF HOLIDAY CLOSING

The following cities and towns with a weekly half holiday are an addition to the list published in June 3rd and 10th issuies.

ONTARIO

STURGEON FALLS.—Stores close Wednesday afternoons from June to August inclusive.

STAYNER.—Stores close on Thursday at 12.30 noon during June, July and August.

PERTH.—Stores close Wednesdays at noon during the months of June, July and August.

GRANTON.—Stores close Wednesday afternoon from May until September inclusive.

CAMPBELLFORD.—Stores close Friday afternoons from May until September inclusive.

AUBURN.—Stores cloee Wednesday afternoons May until September inclusive at 2 o'clock, also Monday and Friday evenings at 6.30 o'clock the year round.

MANITOBA

HAMIOTA.—Stores close Thursday afternoons from May until August inclusive.

BRITISH COLUMBIA

MISSION CITY.—Stores close Thursday afternoons the year round.

NOVA SCOTIA

YARMOUTH.—Stores close on Friday atternoons.

SASKATCHEWAN

NEVILLE.—Stores close Wednesday afternoons from June 5 to August 31.

Excise Duty on Alcohol

Extract manufacturers have been successful in having the recent increase in excise duty on alcohol reduced to $2.40 per gallon, extracts to be manufactured under Government supervision and the manufacturers to pay the cost of the inspector.

It wil be remembered that under the recent Budget ruling, the excise duty on alcohol for extract manufacturing was advanced to $9.00 per gallon, the former being $2.40 per gallon with an additional $2.00 per gallon as a Luxury Tax. This increase would have had the effect of advancing the price of extracts considerably. Manufacturers sent a deputation to Ottawa pointing out that the business would be ruined if the increased duty were allowed to stand and also that druggists would be able to manufacture and sell extracts at a much lower price, which they considered a discrimination against their business.

The result of the conference between Sir Henry Drayton and the delgation was as mentioned above, which practically leaves extracts in the same position as before.

Eliminates the Excessive Costs of Delivery

A certain class of trade, he states, is getting tired of the cash and carry idea, and is returning to the service stores—keeping stocks low, but volume of turnover is good.

VANCOUVER (Special).— P. A. Woodward, of Woodward's Department Store, in conversing with a Canadian Grocer representative on the profit in the grocery section of this business, said that in the old days there never was any profit in the grocery department. "Three years ago," he added, "we were almost frightened to investigate the delivery costs which were chargeable to our grocery section. When we did, we decided then and there that a change would be made. We never did make a practice of charge business; so it was no innovation for us to sell for cash, but we did do as much delivering as the rest, and we found it was too much. We opened our cash and carry department to get rid of our excessive delivery costs, and to make it worth while for the house-wife to carry home her purchases. We cut prices closer. We don't make a big profit on our grocery section now, but it is a certainty that we do not lose like we used to when we were delivering anything and everything to all parts of the city.

Both Don't Work Well

"I cannot see how any departmental store could operate successfully both a Cash and Carry and a Service grocery department. To me it would appear that the argument and fricton between the house and unreasonable customers would result in an actual loss of many customers. I know of many big departmental stores, both in Canada and the United States, that do not carry groceries at all. The Bon Marche in Seattle discontinued its grocery section entirely.

A Refuge of Failures

"As far as I observe," said the merchant, "there are few grocers making money, and there are just as many making it now as in any other normal times. It is the hardest business in the world to conduct at a profit, and it is somehow considered the easiest. Most of the grocers' troubles are brought on him, not by outside influences, but by fellow grocers. The worst competition in the world is unintelligent competition, and that is what the grocer is faced with, the competition of those in the grocery business who are not grocers.

"At the present time the grocery business seems to be the refuge of the failures in any other lines. Until the level of competency is lifted in the grocery business there will be many failures and much unsettlement by reason of these failures.

Collect for Service

"In every section of Vancouver at the present time there are a few grocers who are being successful and making a good living. They don't all conduct their businesses on the same basis that

P. A. WOODWORD of Woodword's Ltd., Vancouver, B. C.

we do. Many of them give service, and the wise and successful ones charge and collect for the service they give. The rest try to sell as low as the store giving no service and no charge accounts and yet these things. In my estimation that is a very weak policy. There will always be those unwilling to carry home their purchase and the successful grocer in the outskirts or elsewhere is catering to that portion of the community and collecting from those demanding service, the just and reasonable toll for the service.

Personal Contact Counts

"The small grocer has one great advantage over a large impersonal establishment. He has the personal contact with his customers. He knows their likes and dislikes. If a mistake is made, he has the opportunity to make explanations. The small grocer is almost entirely free from loss through theft. The large stores are robbed every day. The cash and carry, self-serve system lends itself to petty thievery, and we know that some goods are stolen quite regularly. The large stores, sending out great numbers of wagons and deliveries, of course lose a great deal by theft also, so probably the self-serve system may result not in an increase in theft, but only in a different method. The small retailer is free from most of this. He is also in personal contact with his clerks and has a better chance of training his help to his methods, and superintending their contact with the public."

Rigid Rules Essential

After years of experience Mr. Woodward is convinced that it pays to have rigid rules in a store regarding sampling and theft, and to have them rigidly enforced. He instanced a case where a man picked a hand-rolled chocolate from a display and ate it. The clerk reminded him that "it wasn't done" and the man demanded to know whether the clerk was insinuating that he was stealing. Mr. Woodward was summoned to the counter, and he asked the man who was getting abusive, whether he took candy from the counter. He answered in the affirmative. He was next asked whether he had paid for it, and the reply was "No." "Well," said Mr. Woodward, "there is nothing else to it. You stole." The customer started bluffing and threatening but was ordered from the store. There is a rule in the store against uninvited sampling, and the clerks know that it is enforced. For other shoplifters the invariable practice in the store when one is caught, unless an old offender, is to take a signed confession from the guilty one, stating that on the certain date, at a certain counter she stole a certain article, and get the signature. Mr. Woodward states that in all his experience they have never had a person up twice The signed confession being sufficient deterrent to further thieving.

SALES MANAGER OF CHRISTIE-BROWN CO. PASSES AWAY

Toronto, June — The death occurred at the Victoria Memorial Hospital of Harry C. Scully, on Saturday, June 25. The late Mr. Scully, who was 54 years of age, was for many years sales manager of the Christie Brown Co., biscuit manufacturers. He was also vice-chairman of the food products' association, and a member of the committee that took up the matter of the pure food building at the Canadian National Exhibition. He was prominent in masonry having been a past master of the order and a life member of Alpha lodge Toronto. He was also a member of the Scottish rite. He is survived by his wife and six daughters. The funeral took place on Monday, June 27, and was conducted under masonic auspices. It was very largely attended.

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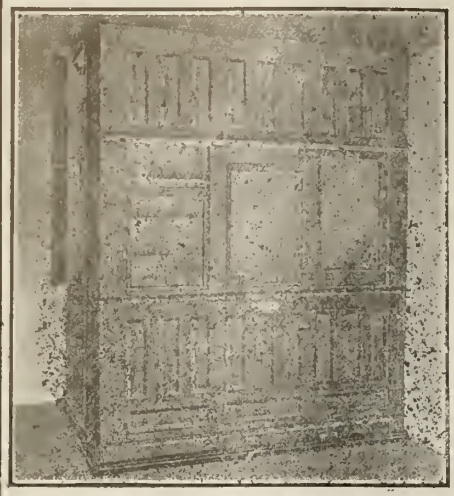

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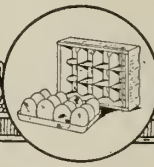

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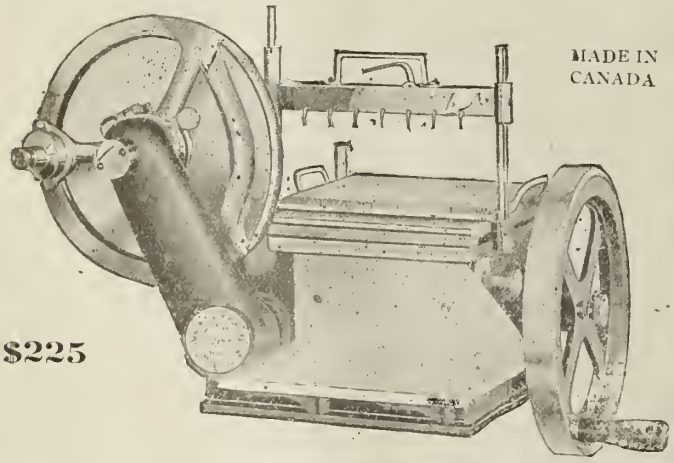
DOMINION SLICER



MADE IN CANADA

$225

Dominion Slicers have fewer working parts, are more easily cleaned and operated and are more sanitary than other machines. They do anything that other slicers will do and are much less expensive.

Dominion Slicers are made from the finest materials by skilled Canadians. They are the most efficient and most reasonably priced slicer made, and are guaranteed for one year.

WRITE FOR ILLUSTRATED BOOKLET

Dominion Slicer Corporation

110 Church St., Toronto

Purity TABLE SALT

Salt is a Necessity

Recommend "Purity" Brand

Good salt is indispensable, so suggest "Purity."

Free-flowing table salt in cottons or put up in bags.

THE WESTERN SALT CO.
LIMITED
Courtright, Ont.

For the Tourist Trade

California Plums, all good varieties

Georgia Peaches Cantaloupes
Watermelons Tomatoes
Bananas Oranges Lemons

The best of everything in Imported & Domestic Fruits & Vegetables

WHITE & CO., LTD.

Fruits of Quality TORONTO

Over a quarter of a century's experience in tea blending has enabled us to develop some unusually fine blends of bulk teas. Careful and exacting attention to tea cup tests unformly maintains them.

FLOWERDALE

OUR LARGEST SELLER

You'll like selling FLOWERDALE because it is a sure repeater. Write us for prices and samples.

R. B. HAYHOE & CO.

IMPORTERS
7 FRONT ST. E., TORONTO

Now is the time to feature these popular

MARSH'S BEVERAGES

The big Summer Beverage Season is now in full swing. A good supply of MARSH'S Grape Juice Apple Cider will enable you to profitably cater to the soft drink requirements of your customers with absolute assurance of repeat orders.

The Marsh Grape Juice Company
Niagara Falls, Ont.

Agents for Ontario, Quebec and Maritime Provinces:
The MacLaren Wright, Ltd.
Toronto and Montreal

Agents for British Columbia:
F. G. EVANS CO. Ltd.
Toronto and Montreal

Car of

Paprus Pie Plates

Price Right

WALTER WOODS & Co.

Hamilton and Winnipeg

If They See it on the Counter in the Summer ---

your customers are almost sure to add to your order — and you might send some

O'Keefe's"

The refreshing flavor and the absolute purity of O'Keefe's Beverages make them the favorites for family use.

ANTICIPATE HOT WEATHER DEMANDS FOR

O'Keefe's Imperial Ale, Lager and Stout, and Carbonated Beverages, such as

O'Keefe's Ginger Ale, Sarsaparilla, Cola, Special Pale Dry Ginger Ale, Lemonade, etc.

Order for immediate delivery.

O'Keefe's - Toronto

For Summer Outings, suggest

MALCOLM'S

"all-Canadian"

MILK PRODUCTS

St. George Evaporated Milk, Banner Brand Condensed Milk and St. George Coffee are ideal lines for picnickers, campers and for all summer outings. Keep them well displayed during the vacation season. Their great convenience and high standard of quality makes them profitable, rapid, Summer sellers.

The Malcolm Condensing Co., Ltd.

St. George, Ontario

"Canada's Most Famous Dessert"

An Unbiased Investigator Gives

JELL-O

credit for a 98 per cent. distribution among the trade. This is another proof that a quality product in a perfect package is appreciated.

The Genesee Pure Food Company of Canada, Ltd.
Two Factories
LeRoy, N.Y. *Bridgeburg, Ont.*

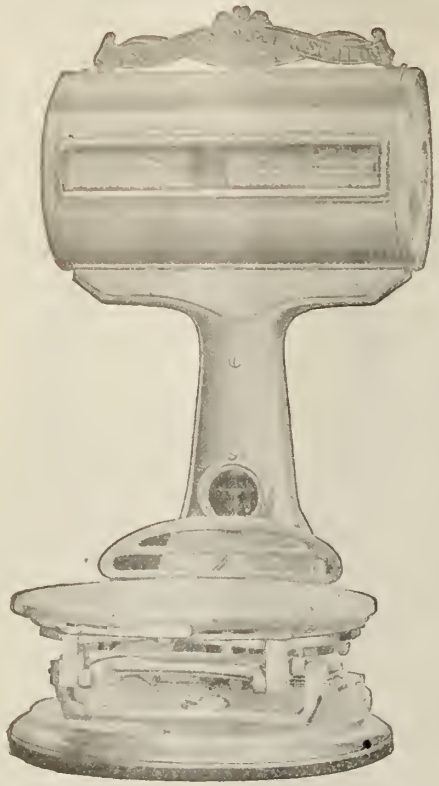
Drimilk Is Your Guarantee

This name is your assurance of freshness — Pure sweet milk.
Do your customers like things fresh?
Drimilk made to-day and delivered to-morrow.
This means something.

THE DRIMILK CO., LIMITED
Courtland, Ont.

Donald H. Bain Co.,
Winnipeg
Western Distributors

Executive Offices : Spadina Crescent, Toronto
Eastern Offices : 10 Ste. Sophie Lane, Montreal.



No. 111—The World's Best Computing Scale.

GOOD BUSINESS MEN

Purchase Our Scales

Because Both Are Reliable

BRAINS AND MONEY

Cannot Produce Better Scales

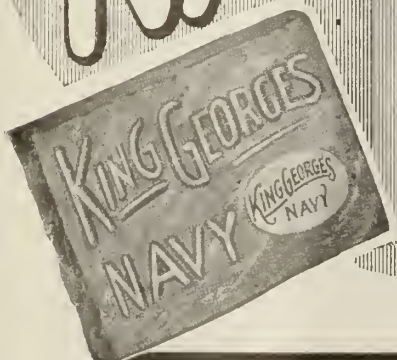
Will Be Pleased To Show Them To You

WANTED Salesmen
For All Provinces

Find Out What We Offer

The Standard Computing Scale Co.
OF CANADA, LIMITED
317 Davis Block, Windsor, Ontario

Why You Should Feature KING GEORGE'S NAVY



will put your tobacco sales on a firm footing

And tobacco selling is a money-making line that every grocer should carefully consider.

People there are in every community who are "strong for a real, good Chewing Tobacco such as King George's Navy." They like the palate tickling goodness of King George's Navy. A first purchase brings them back for more and clinches their tobacco trade for the King George dealer.

Rock City Tobacco Co., Ltd. Quebec and Winnipeg

Barr Registers Limited

Manufacturers of
THE BARR ACCOUNT REGISTER

Trenton, Ont.

Mr. RETAIL MERCHANT: Would You Like to Employ an Expert Bookkeeper at $10.00 a Month?

Without any further trouble on your part than making out your sales slip when your customer makes a purchase, would you like this bookkeeper—

I. To give your customer, with each purchase, without offending him, a statement of the full amount he owes you to date?
II. When a customer wishes to pay his account it gives you, within 30 seconds, a complete statement showing every item purchased?
III. To make you out a yearly statement of your affairs to conform to the requirements of the Dominion Income Tax Act within three hours after you have taken stock?
IV. After 15 months to continue to give you this service for nothing as long as you remain in business?

That is what the Barr Register will do. *Write us and let us demonstrate.*

GEORGE LANE, Western Representative — 227-231 McDermot Avenue, Winnipeg, Man.

A Big Seller with the Grocery Trade

SANATAS TONIC

A body builder and a wonderful blood purifier.
SANATAS TONIC will be in great demand by Hospitals and Invalids.
Every bottle guaranteed by Expert Chemists.
Buy Sanatas Tonic the profits are big.
Packed 1 dozen bottles to the case, 2 sizes, 16 or 32 oz.
Watch for our travellers or order direct.

SANATOR LIITED

20 Jacques Cartier Square
Montreal

Western Agents
Richardson Green Ltd.,
170 Market St., Winnipeg

Quebec Agents
Hudson & Orsali,
St. Paul St., Montreal

Ontario Agents
McGillivray Bros.
123 Bay St., Toronto

Agents required for Maritime Provinces and P. E. Island

Canadian and British Made PRODUCTS

for the

Canadian Trade

Vanillin "BUSH"
Emulsions
Oil Vanilla
Pure Fruit Extracts
Butter Flavor

We guarantee the quality of all these lines.
Write us for quotations.

The W. J. Bush & Co. Canada, Ltd.

MONTREAL TORONTO WINNIPEG

Gives You Reliable Information

In six years the Audit Bureau of Circulations has solved the perplexing problem of circulation statements. By a systematic analysis of distribution and methods, this organization is able to supply just the data an advertiser needs. The darkness is dispelled and the bright light of verified facts takes its place. Space buyers no longer find it necessary to grope in the dark.

There are no dark spots in CANADIAN GROCER'S circulation. Our records are audited by the Audit Bureau of Circulations. Copy on request.

All MacLean Publishing Co.'s papers (sixteen) have the A. B. C. audit.

Shirriff's

TRUE ORANGE MARMALADE

Manufactured by
IMPERIAL EXTRACT CO.
Toronto — Canada

Abe Lincoln said it---

"You can't fool all the people all the time." Sooner or later everybody finds the kind of marmalade they've been looking for. And because so many of them find it to be Shirriff's—most grocers find it good business to stock Shirriff's Marmalade. The better the marmalade the more folks eat and the more you sell. And if you don't think Shirriff's is better marmalade taste it yourself, that's all.

Sole Selling Agents, HAROLD F. RITCHIE & CO., LIMITED, Toronto & Montreal

Sunset 'Repeats' Tell the Story

Quality Counts in the Profits

Sunset **quality-value** creates the confidence which makes **satisfied** customers—a dealer's greatest asset. Build your dye business with Sunset, the real dye for all fabrics—Sunset repeat sales and quick turnover bring good profit while making permanent good will. Nationally advertised by us—and by the **personal endorsement of Sunset users.**

Put this "Counter Salesman" to work for you. Easy sales —quick profits.

Sunset Soap Dyes

THE REAL DYE

Tie your store to Sunset profit with window and counter displays. Use the NEW SUNSET WINDOW CUT OUT—sent FREE. Size 28in. x 40. Many beautiful colors. If you have not already received one, write. If you have any trouble in getting Sunset, let us know at once.

Sales Representatives
HAROLD F. RITCHIE & CO., Ltd.
Toronto, Canada.
North American Dye Corporation, Manufacturers
Toronto, Canada.

Sunset Counter Display Case

Your jobber can supply Sunset packed 1 gross assorted in this attractive display case, with Color Card. Ask him.

The Pearl-Like Finish

Of the best laundered linen, the gloss of lace curtains, that finished orderliness of your household,

is due to

IVORY GLOSS STARCH

Keep Everlastingly on the job recommending top quality goods. Ivory Gloss Starch makes satisfied customers and brings repeat orders.

St. Lawrence Starch Company

Port Credit, Ontario

MACDONALD'S

The Best Known Tobacco in Canada To-day

There are eight kinds of tobacco pictured on this page. They are all Macdonald's .... They are all made to meet somebody's idea of a perfect tobacco—and every smoker will find among them a tobacco to suit his taste.

These eight forms of Macdonald's are the best-known tobaccos in Canada. Their pictures are in the newspapers all over the country. The result —

More and more Macdonald's is being sold all the time. And the more Macdonald's sold, the faster the retailers turnover: the faster the turnover, the greater his profit.

And, after all, none of us are in business for our health.

The Tobacco with a heart

For Picnic Sandwiches

SUMMER CREATES A
BIG DEMAND FOR

OLD TYME PEANUT BUTTER

This is the best Peanut Butter on the market—Absolutely Pure. Made from the highest grade nuts.

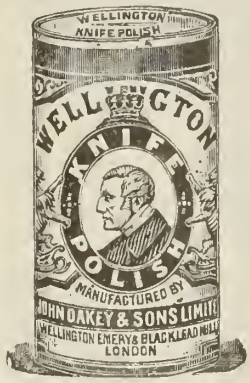
Sure Sales — — Good Profits

Write for Prices
All Orders Billed through jobbers

Canadian Maple Products Ltd.
250 Vanhorne St., Toronto

Representatives:

Man., Sask. and Alta.	— Quebec —	British Columbia	Maritime Provinces
W. H. Escott Co., Ltd., Winnipeg, Man.	A. Dumoulin & Co., 157 Commissioners St., E., Montreal, Que.	Johnston - Lieber Mercantile Co., Vancouver, B. C.	Supplies, Limited, Kentville, N. S.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1, Eng.

Agents:
F. Manley, 147 Bannatyne Ave. East, Winnipeg
Sankey and Mason, 839 Beatty Street Vancouver

B. & S. H. THOMPSON & CO.
LIMITED
Head MONTREAL Office

Agents for Canada for the HOMCO Products, including: Hard and Soft Soaps, Soap Chips, Salad Oils, Compound Lard, Castor Oils, Sanctuary Oil, etc.

ENQUIRIES INVITED

ORDER A TRIAL SUPPLY OF

CHARM

—the wonderful new cleaner that cleans everything, cuts grease, saves soap, softens water.

Judging by sales records Canadian housewives are realizing that CHARM is the answer to a long-felt want. Everywhere this wonderful new cleaner has been introduced it has proven a remarkably good seller. Have your wholesaler send you a small trial order and see for yourself what a profitable line it is. CHARM newspaper and bill board advertising is helping to speed up sales.

Galt Chemical Products Limited
Galt, Ontario

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits" — ***saving double freight and double cartage.***

Phones - Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son Box No. 266 **Stratford, Ont.**

Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.
Newmarket, Ontario

SAMUEL DOBREE & SONS

LONDON, ENGLAND
Established 17th Century

Growers and Producers of

SUGAR - MOLASSES
COCOA

IMPORTERS AND EXPORTERS

Branches in all parts of the civilized world

Canadian Branch
UPPER WATER STREET
HALIFAX, N.S.

BUY REINDEER MILK

Because it carries an absolute guarantee to the baker, the merchant, and the consumer, for its uniform qualities of strength, color, big yield, fine flavor, and tempting appearance.

PETERBORO CEREAL COMPANY, PETERBORO, ONT.
General Sales Office, Peterboro, Ont. Branch Mill, Campbellford, Ont

WE WANT TO HELP YOU

To Bigger Business and Better Business

Advertising displays for your store or window that create sales are yours for the asking.

Write Us

Western Canada Flour Mills Co., Ltd.

Toronto - Winnipeg

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BUYERS' MARKET GUIDE
Latest Editorial Market News

STONEWARE JARS

New Stoneware Catalogue just out, prices effective April 1st. Yours for the asking.

The TORONTO POTTERY CO, Limited
608-9 Temple Bldg.
Toronto

We are now located in our new and more spacious warehouse at

60-62 JARVIS STREET
TORONTO SALT WORKS
GEO. J. CLIFF

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co, Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:—Vigneault & MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 371 Bank St.

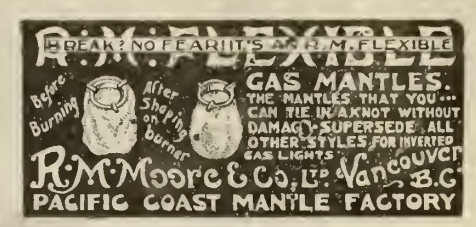
BARRELS
From 5 to 50 Gallons. For Liquid Containers
PROMPT SHIPMENTS
CANADA BARRELS & KEGS, Limited
WATERLOO, ONT.

Your Wnts
are many here below. Use the Want Ad. page and get rid of a few of them.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

COCOANUT STOCKS LIGHT

A New York report has the following to say of the cocoanut market. "The market for Ceylon desiccated during the week was a quiet one for the most part. New arrivals were light and nearly everything has been sold or was owned by dealers. Spot stocks of macaroon and medium are still very small and are likely to remain so for time. Chip and thread were quiet, and while stocks are by no means large demand has been light and there is no difficulty yet in filling orders. Futures turned up a little, then eased off, and at the close they are little changed from the previous week's close.


BREAK? NO FEAR! IT'S AN R. M. FLEXIBLE
GAS MANTLES.
THE MANTLES THAT YOU CAN TIE IN A KNOT WITHOUT DAMAGE. SUPERSEDE ALL OTHER STYLES FOR INVERTED GAS LIGHTS
Before Burning
After Shaping on Burner
R. M. Moore & Co., Ltd. Vancouver B.C.
PACIFIC COAST MANTLE FACTORY

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

CANS
All paper, all tin and combination tin and paper for paints, jam, cocoa, spices, drug specialties and household utilities.
ROSS CAN CO. LIMITED,
Bowmanville, Ont.

BARRELS
For all purposes. The best package for exporting. I can make them to suit your goods.
JOHN HAYNE
Imperial Bldg. SARNIA, ONT.

TANGLEFOOT PRODUCTS
STICKY FLY PAPER, STICKY FLY RIBBON, TREE TANGLEFOOT, ROACH AND ANT POWDER.
THE O & W. THUM CO., MANUFACTURERS.
GRAND RAPIDS, MICH. WALKERVILLE, CANADA.

SIGN WRITING
Do your own Card Writing
Write for our Catalogue which will tell you what you need. Best goods at Closets Prices.
ARTIST'S SUPPLY CO.
77 York St., Toronto
Mention this paper when writing

These one-inch spaces only $2.20 per insertion if used each issue in the year.

Wanted

Rates For Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

Wanted — traveller with strong connection in Maritime Provinces, wants at once good grocery line on commission. Specialty or otherwise. Box 46, Canadian Grocer, 153 University Ave., Toronto, Ontario.

Say You Saw It In Canadian Grocer, It Will Help To Identify You.

British Business—Do you want a good distributing house to push your goods. Agents all over Britain. Commission representation, or sole buying arrangement. Box 97, McLeans, 88 Fleet St., London, England.

FOR SALE

Every merchant who seeks maximum efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver, is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

CITY traveler with established connection in Toronto and district, would like a good grocery line. Box 54 Canadian Grocer, 173 University Ave. Toronto.

SAY YOU SAW IT IN CANADIAN GROCER, IT WILL HELP TO IDENTIFY YOU.

Good Sellers make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.

Registered Trade Mark

Made in Canada by
Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

Send For Your Copy To-day

Because of an unusually well balanced and complete editorial service. The Financial Post of Canada is carefully read of Canada's foremost business executives—financial directors — salesmanagers and investors. It contains business and financial information valuable to any forward-looking business men.

One evening spent with it in the quiet of your home will answer all your questions about The Financial Post.

The Financial Post
143 University Avenue, Toronto

When Writing Advertisers Please Mention This Paper

TETLEY'S TEA

Makes good tea a certainty

An Important Announcement

Tetley's Tea has come back to Canada! From now on we will have a big stock of Tetley's Golden Tips and India and Ceylon Sunflower Teas.

Both of these teas were big sellers and there is an immediate sale for them now. We are prepared to fill your orders.

Tetley's Teas are selected from the finest leaves of the tea plant and are blended carefully from a blending experience extending over a period of 100 years. Their clear deep color and fragrant full-bodied flavor are appreciated by all tea drinkers. The cup value is unexcelled.

Tetley's will prove a quick seller! Order to-day!

KNOWLER & MACAULAY, Ltd.
VANCOUVER
Selling Agents for
British Columbia

MASON & HICKEY
Head Office, WINNIPEG, MANITOBA
Selling Agents for
Manitoba, Saskatchewan and Alberta

DAYTON

--she says good-bye
--not au revoir

It's her last visit to the grocer who wastes her shopping time

Standing in a waiting line before the grocer's counter is tiresome, irritating, wasteful!
The housewife of to-day is a business woman, who has no time to fritter away over a grocer whose service is held up by lack of equipment.

The Dayton with its swivel base and dozen other exclusive features gives the fastest service of any scale in the world. But ONE Dayton cannot do the work of TWO.

You have a "rush hour" in your store—take the best care of it. It's a precious asset. Place a Dayton at every convenient point on your counters. Clerks, then, will not be standing idle and helpless on one side of the counter while customers form a second waiting line on the other side.

Daytons save motions, minutes and money. They build trade, establish confidence of customers, make business easier for the merchant and provide a system which is positively accurate and saves profits.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Regina, Saskatoon, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Halifax, St. Johns, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

International SPEED ACCURACY ECONOMY Business Machines

386